

# BILLBOARD MUSIC WEEK

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

**PAGE ONE RECORDS**



★ **NATIONAL BREAKOUTS**

- MONO LP's** TWIST WITH BOBBY DARIN, Atco
- STEREO LP's** TIME FURTHER OUT, Dave Brubeck Quartet, Columbia  
FLOWER DRUM SONG, Sound Track, Decca
- SINGLES** CAJUN QUEEN, Jimmy Dean, Columbia

★ **NEW ACTION LP's**

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

**MONOPHONIC**

- TAKE GOOD CARE OF MY BABY, Bobby Vee, Liberty
- ARTHUR MURRAY'S MUSIC FOR DANCING THE TWIST, RCA Victor
- SING OUT! Limelites, RCA Victor
- FERRANTE & TEICHER, LOVE THEMES, United Artists
- SONGS OF THE FABULOUS 50's, Roger Williams, Kapp
- MY FAVORITE CHOPIN, Van Cliburn, RCA Victor
- HILLBILLY HEAVEN, Tex Ritter, Capitol
- HEY LET'S TWIST, Sound Track, Roulette
- TWIST WITH STEVE ALAIMO, Checker
- TWISTIN' IN HIGH SOCIETY, Lester Lanin Ork, Epic
- DOWN TO EARTH, Jonathan Winters, Verve

- AROUND THE WORLD WITH THE CHIPMUNKS, David Seville and the Chipmunks, Liberty
- ALAN FREED'S MEMORY LANE, Various Artists, End
- CLAY COLE'S BLAST FROM THE PAST, Various Artists, Roulette
- SAD MOVIES, Lennon Sisters, Dot

**STEREOPHONIC**

- BOURBON STREET, Pete Fountain and Al Hirt, Coral
- GOLDEN PIANO HITS, Ferrante & Teicher, United Artists
- LET THERE BE DRUMS, Sandy Nelson, Imperial
- ELLA IN HOLLYWOOD, Ella Fitzgerald, Verve
- EXCITEMENT, INCORPORATED, Ray Martin Ork, RCA Victor

★ **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.

- LET'S GO . . . Floyd Cramer, RCA Victor 7978 (Cigma, BMI) (Houston, Milwaukee, Nashville-Memphis)
- PICTURE IN THE FIRE . . . Pat Boone, Dot 16312 (Spoone, ASCAP) (Milwaukee, Boston)
- MAMIE IN THE AFTERNOON . . . Bobby Lewis, Belpone 1016 (Sunbeam, BMI) (Milwaukee, San Francisco)
- GOODBYE TO TOYLAND . . . Vonnair Sisters, Vista 390 (Disney, ASCAP) (Boston)
- STEP RIGHT UP . . . Nat King Cole, Capitol 4672 (Harvard-Maxwell, BMI) (Boston)
- YOU LIED . . . Joan Taylor, Herald 568 (Angel, BMI) (Boston)
- ARCHIE'S MELODY . . . Byliners, Felsted 8631 (Studio, BMI) (Minneapolis-St. Paul)
- I CAN DREAM, CAN'T I . . . McGuire Sisters, Coral 62296 (Chappell ASCAP) (Minneapolis-St. Paul)
- MY MELANCHOLY BABY . . . Marcells, Colpix 624 (Shapiro, Bernstein & Vogel, ASCAP) (Milwaukee)
- ECHO IN THE NIGHT . . . Bert Kaempfert, Decca 31350 (Valencia, ASCAP) (New Orleans)
- YOU'D BETTER MOVE ON . . . Arthur Alexander, Dot 16309 (Spartus-Keva, BMI) (Nashville-Memphis)

- ALONG CAME LINDA . . . Tommy Boyce, RCA Victor 7975 (Calboy, BMI) (Milwaukee)
- MIDNIGHT . . . Johnny Gibson, Big Top 3088 (Vicki, BMI) (Milwaukee)
- NIGHT IN MOSCOW . . . Kenny Ball, Kapp 442 (Melody Trails, BMI) (New York)
- IMAGINATION . . . Quotations, Verve 10245 (ABC, ASCAP) (New York)
- DINGY DONG . . . Ed Corey, Mela 443 (Marks, BMI) (Milwaukee)
- THE FOOLS HALL OF FAME . . . Paul Anka, ABC-Paramount 10282 (Spanka, BMI) (Milwaukee)
- SILVER DOLLAR . . . Barry Darvell, Atlantic 2128 (Hampshire House, ASCAP) (Milwaukee)
- TEEN QUEEN OF THE WEEK . . . Freddy Cannon, Swan 4096 (Conley, ASCAP) (Milwaukee)
- DEAR ONE . . . Larry Finnegan, Old Town 1113 (Maureen, BMI) (Houston)
- HAPPY JOSE . . . Dave Appell Ork, Cameo 207 (Lansdowne, ASCAP) (Dallas-Ft. Worth)
- SUE SURFIN' . . . Beach Boys, Candix 331 (Drank-Guild, BMI) (San Francisco)
- TWIST AROUND THE CLOCK . . . Clay Cole, Imperial 5804 (Columbia Pictures, ASCAP) (Dallas-Ft. Worth)

## Milwaukee & Boston Swing As 23 Hot Singles Break Out

NEW YORK—The biggest crop of new records breaking loose across the country since early December occurred last week, with 23 disks getting solid breakout action according to dealer reports. Hottest areas for new disks were Milwaukee, with 10 and Boston with four, with New York, Dallas, Houston and Minneapolis contributing two disks each.

Although there were the expected sales on records by established artists such as Pat Boone, Floyd Cramer, Paul Anka, the Marcells, Bert Kaempfert, Bobby Lewis, Freddy Cannon, the McGuire Sisters and Nat Cole, there were also a flock of records by new artists achieving sales. These included disks by Joan Taylor, the Vonnair Sisters, the Byliners, Tommy Boyce, Johnny Gibson, Arthur Alexander, Kenny Ball,

### 'In Moscow' Finds Home In New York

NEW YORK—After a number of quiet weeks, New York broke loose with two new records last week, both of which were selling strongly. One was Kenny Ball's "Midnight in Moscow" on the Kapp label, and the other was "Imagination" by the Quotations on Verve.

Another dinking was starting to pick up sales in New York after being out for a little over a month. This was the Marlo Morris version of "Play That Thing" on the Columbia label. The record started to get its original action on the r.&b. scene, but now was spreading pop. One other record with initial reports was "Mommy and Daddy Were Doing the Twist" with Susan Sommers on Diamond.

Most dealers contacted this past week said that their singles business was holding up nicely, sparked by the sales of the various Jimmy Dean singles, and the sock seller "The Duke of Earl" by Gene Chandler on the VeeJay label.

the Quotations, Ed Corey, Barry Darvell, Larry Finnegan, Dave Appell ork. the Beach Boys and deejay Clay Cole.

The new dance, the "Popeye," continued to pull sales in New Orleans, and ripples of the teen item were spreading to the Nashville-Memphis area. Jimmy Dean's flip side of "To a Sleeping Beauty" called "Cajun Queen"

turned into a national breakout for the singer, who now has three sides on BMW's "Hot 100" chart.

From Washington came reports from dealers that adults were coming back to the singles market. (See separate story.) On the album level, Twist and rock and roll LP's were more in evidence on the mono charts than ever before (see album analysis).

## Twist Rips Stereo LP Sound Barrier

NEW YORK—The Twist has finally broken the sound barrier between rock and roll and the stereo album market. Joey Dee's "Doin' the Twist at the Peppermint Lounge" is No. 29 on BMW's best selling stereo album chart this week. "Twist With the Ventures" is also showing some movement in the stereo field.

At the same time, the Twist has enabled rock and roll to move in on the monaural album field in a big way. There are 30 r.&r. and/or rhythm and blues-type albums (including nine Twist EP's) on BMW's best selling monaural chart this week — 10 in the Top 20, and six in the Top 10. Chubby Checker, whose Twist albums would undoubtedly be high on BMW's stereo chart by now

if they were available in stereo, has five albums in the Top 12.

There are also four r.&r. albums on the monaural "New Action LP's" chart, including two Twist albums—Joey Dee's sound track waxing "Hey Let's Twist," and "Twist With Steve Alaimo." It's interesting to note that Bobby Darin—highly publicized as moving from r.&r. to "adult-type" music — is currently represented on the monaural chart with "Twist With Bobby Darin" and "The Bobby Darin Story." Both packages spotlight the singer's old r.&r. hits.

**Society Twist**

Meanwhile, the society-styled Twist albums are also starting to break out. Listed as monaural (Continued on page 6)

## D. C. Lists No Breakouts

WASHINGTON — Nothing new broke the tape here last week. Strong sales were reported for newer chart climbers "Let Me In," by the Sensations; "It Will Stand," by the Showmen; "I'm Blue," by the Ikettes on Atco; "Lost Someone," by James Brown on King, and "What's So Good About Goodbye," by the Miracles on Tamla.

Beginning to move here were "Check Yourself," by the Temptations on Miracle; "The Door Is Open," by Tommy Hunt on Scepter; "My Melancholy Baby," by

the Marcells on Colpix; "Midnight," by Johnny Gibson on Big Top; "Shimmy, Shimmy Walk," by the Megatons on Checker, and "Maria," by Johnny Mathis.

Dealers both here and in Baltimore report that singles are now being bought by more adults than in the past. Some feel that the broader appeal and the variation in wide spread of hit tunes in the singles field is one big factor which has swung a large adult segment back to singles buying. Others attribute it to the fact that (Continued on page 6)

### NEW ON THE MONO LP CHART THIS WEEK

- |  |  |
|--|--|
| Pos. 94. TWIST WITH BOBBY DARIN, Atco            | Pos. 144. HYMNS AT HOME, Tennessee Ernie Ford, Capitol |
| 140. THE LION SLEEPS TONIGHT, Tokens, RCA Victor |  |

### NEW ON THE HOT 100 CHART THIS WEEK

- |  |   |
|--|---|
| Pos. 69. CAJUN QUEEN, Jimmy Dean, Columbia                   | Pos. 92. THE DOOR IS OPEN, Tommy Hunt, Scepter            |
| 74. HEY, BABY, Bruce Channell, Smash                         | 93. SHIMMY, SHIMMY WALK, Megatons, Checker                |
| 83. I'LL SEE YOU IN MY DREAMS, Pat Boone, Dot                | 95. AW, SHUCKS, HUSH YOUR MOUTH, Jimmy Reed, Vee Jay      |
| 85. CRY TO ME, Solomon Burke, Atlantic                       | 96. SHE'S GOT YOU, Patsy Cline, Decca                     |
| 87. LIZZIE BORDEN, Chad Mitchell Trio, Kapp                  | 97. TWISTIN' POSTMAN, Marvelettes, Tamla                  |
| 88. LOVE IS THE SWEETEST THING, Saverio Sardis, Warner Bros. | 99. HE KNOWS I LOVE HIM TOO MUCH, Paris Sisters, Gregmark |
| 90. DO THE NEW CONTINENTAL, Dovells, Parkway                 | 100. BANDIT OF MY DREAMS, Eddie Hodges, Cadence           |

## 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	14
2	3	DOIN' THE TWIST AT THE PEPPERMINT LOUNGE Joey Dee & His Starliners, Roulette R 25166	7
3	4	YOUR TWIST PARTY Chubby Checker, Parkway P 7007	7
4	5	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LPM 2362	16
5	2	HOLIDAY SING ALONG WITH MITCH Mitch Miller, Columbia CL 1701	12
6	6	THE TWIST Chubby Checker, Parkway P 7001	55
7	7	CHUBBY CHECKER/BOBBY RYDELL Cameo C 1013	6
8	9	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	110
9	8	JUDY AT CARNEGIE HALL Judy Garland, Capitol WBO 1569	26
10	24	FOR TWISTERS ONLY Chubby Checker, Parkway P 7003	8
11	11	CAMELOT Original Cast, Columbia KOL 5620	53
12	17	LET'S TWIST AGAIN Chubby Checker, Parkway P 7004	18
13	10	MILK AND HONEY Original Cast, RCA Victor LOC 1065	10
14	14	WEST SIDE STORY Sound Track, Columbia OL 5670	14
15	19	WEST SIDE STORY Original Cast, Columbia OL 5230	68
16	12	I REMEMBER TOMMY Frank Sinatra, Reprise R 1003	12
17	13	JOAN BAEZ, VOL. II Vanguard VRS 9094	9
18	30	DO THE TWIST Ray Charles, Atlantic 9054	6
19	18	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	64
20	16	PORTRAIT OF JOHNNY Johnny Mathis, Columbia CL 1644	22
21	22	THE KINGSTON TRIO CLOSE UP Capitol T 1642	16
22	21	MY FAIR LADY Original Cast, Columbia OL 5090	303
23	23	BIG BAD JOHN Jimmy Dean, Columbia CL 1735	8
24	15	TIME OUT Dave Brubeck, Columbia CL 1297	56
25	29	SING ALONG WITH MITCH Mitch Miller, Columbia CL 1160	184
26	20	HOW TO SUCCEED IN BUSINESS WITHOUT REALLY TRYING Original Cast, RCA Victor LOC 1066	9
27	36	NEVER ON SUNDAY Connie Francis, MGM E 3965	13
28	54	MURRAY THE "K'S" BLASTS FROM THE PAST Various Artists, Chess LP 1461	5
29	39	MOON RIVER Lawrence Welk, Dot DLP 3612	4
30	58	OLDIES BUT GOODIES, VOL. I Various Artists, Original Sound 5001	121
31	46	EXODUS Sound Track, RCA Victor LOC 1058	54
32	31	RUNAROUND SUE Dion, Laurie LLP 2009	9
33	27	YOUR REQUEST SING ALONG WITH MITCH Mitch Miller, Columbia CL 1671	19
34	26	THE SLIGHTLY FABULOUS LIMELITERS RCA Victor LPM 2393	17
35	60	OLDIES BUT GOODIES, VOL. III Various Artists, Original Sound 5004	24
36	38	WEST SIDE STORY Ferrante & Teicher, United Artists UAL 3166	10
37	32	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133	195
38	37	PAUL ANKA SINGS HIS BIG 15 ABC-Paramount ABC 323	82
39	28	JUMP UP CALYPSO Harry Belafonte, RCA Victor LPM 2388	22
40	35	BUTTON-DOWN MIND OF BOB NEWHART Warner Bros. W 1379	89
41	33	BEHIND THE BUTTON-DOWN MIND OF BOB NEWHART Warner Bros. W 1417	13
42	52	RUSTY WARREN BOUNCES BACK Jubilee JGM 3039	6
43	40	BERLIN MELODY Billy Vaughn, Dot DLP 3396	8
44	43	KING OF KINGS Original Movie Music; Miklos Rosta, MGM IE2	9
45	44	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6006	116
46	61	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAL 3122	52
47	68	WHAT'D I SAY Ray Charles, Atlantic 8029	22
48	102	TWIST WITH THE VENTURES Dolton RLP 2010	2
49	34	NEVER ON SUNDAY Sound Track, United Artists UAL 4070	53
50	95	LET THERE BE DRUMS Sandy Nelson, Imperial LP 9159	2
51	47	A PERSONAL APPEARANCE Shelley Berman, Verve V 15027	12

This Week	Last Week	Title, Artist, Label	Wks. on Chart
52	49	WEST SIDE STORY Stan Kenton, Capitol T 1609	14
53	51	SOUTH PACIFIC Original Cast, Columbia OL 4180	398
54	56	COME SWING WITH ME Frank Sinatra, Capitol W 1594	24
55	55	TV SING ALONG WITH MITCH Mitch Miller, Columbia CL 1628	34
56	42	CALCUTTA Lawrence Welk, Dot DLP 3359	52
57	53	HEAVENLY Johnny Mathis, Columbia CL 1351	123
58	59	CARNIVAL Original Cast, MGM E 3946	35
59	25	CHRISTMAS SING ALONG WITH MITCH Mitch Miller, Columbia CL 1205	10
60	86	FLOWER DRUM SONG Sound Track, Decca DL 9098	5
61	57	G. I. BLUES Elvis Presley, RCA Victor LPM 2256	65
62	62	TIME FURTHER OUT Dave Brubeck Quartet, Columbia CL 1690	5
63	64	SOUTH PACIFIC Sound Track, RCA Victor LOC 1032	200
64	65	JOSE JIMENEZ AT THE HUNGRY I Bill Dana, Kapp KL 3238	28
65	48	SAIL AWAY Original Cast, Capitol WAO 1643	9
66	41	YELLOW BIRD Lawrence Welk, Dot DLP 3389	24
67	75	STILL MORE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1233	117
68	45	MERRY CHRISTMAS Bing Crosby, Decca DL 8128	9
69	82	FIRESIDE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1389	82
70	80	ELLA IN HOLLYWOOD Ella Fitzgerald, Verve V 4052	11
71	89	BEN-HUR Sound Track, MGM 1E1	91
72	66	EBB TIDE AND OTHER INSTRUMENTAL FAVORITES Earl Grant, Decca DL 4165	23
73	69	SOMEBODY LOVES ME Ray Conniff Singers, Columbia CL 1642	20
74	71	ENCORE OF GOLDEN HITS Platters, Mercury MG 20472	98
75	90	JOSE JIMENEZ IN ORBIT/BILL DANA ON EARTH Kapp KL 1357	3
76	115	BABES IN TOYLAND Sound Track, Vista BV 4022	2
77	83	TONIGHT IN PERSON Limelitters, RCA Victor LPM 2272	48
78	87	MUSIC FROM EXODUS & OTHER GREAT THEMES Mantovani, London LL 3231	58
79	119	AIN'T THAT WEIRD! Brother Dave Gardner, RCA Victor LPM 2335	19
80	126	MOMS MABLEY AT THE UN Chess LP 1452	39
81	67	SEPTEMBER IN THE RAIN Dinah Washington, Mercury MG 20638	6
82	79	SINATONAL Rusty Warren, Jubilee JGM 2034	36
83	50	MERRY CHRISTMAS Johnny Mathis, Columbia CL 1195	8
84	88	HYMNS Tennessee Ernie Ford, Capitol T 756	227
85	101	BROTHERS FOUR SONG BOOK Columbia CL 1697	6
86	128	FROM THE HUNGRY I Kingston Trio, Capitol T 1107	146
87	105	SONGS OF PRAISE Mantovani, London LL 3251	3
88	120	SATURDAY NIGHT SING ALONG WITH MITCH Mitch Miller, Columbia CL 1414	75
89	129	WOODY WOODBURY'S SALOONATICS Stereoeditions MW 4	2
90	81	MEMORIES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1542	63
91	85	NEW PIANO IN TOWN Peter Nero, RCA Victor LPM 2383	19
92	122	MEXICO Bob Moore, Monument M 4005	11
93	96	HERE WE GO AGAIN Kingston Trio, Capitol T 1258	110
94	—	— TWIST WITH BOBBY DARIN Atco 138	1
95	107	MORE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1243	153
96	110	FOLK SONG SING ALONG WITH MITCH Mitch Miller, Columbia CL 1316	82
97	111	SENTIMENTAL SING ALONG WITH MITCH Mitch Miller, Columbia CL 1457	81
98	92	KEAN Original Cast, Columbia KOL 5720	5
99	70	THIS LITTLE BOY OF MINE Gloria Lynne, Everest LPBR 5131	13
100	72	BUDDY HOLLY STORY Coral CRL 57326	55

This Week	Last Week	Title, Artist, Label	Wks. on Chart
101	77	ROARING 20'S Dorothy Provine, Warner Bros. W 1394	35
102	84	GENIUS OF RAY CHARLES Atlantic 1312	78
103	98	KINGSTON TRIO Capitol T 996	166
104	106	JIMMY REED AT CARNEGIE HALL Vee Jay 2 LP 1035	15
105	109	BUTTON-DOWN MIND STRIKES BACK Bob Newhart, Warner Bros. W 1393	63
106	63	CHRISTMAS MUSIC Mantovani, London LL 913	8
107	73	HERE'S JONATHAN Jonathan Winters, Verve MG 15025	35
108	134	FLOWER DRUM SONG Original Cast, Columbia OL 5350	120
109	74	CONNIE'S GREATEST HITS Connie Francis, MGM E 3793	77
110	91	MOMS MABLEY AT THE PLAYBOY CLUB Chess LP 1460	13
111	98	GOLDEN WALTZES Billy Vaughn, Dot DLP 3280	16
112	108	ROGERS: VICTORY AT SEA, VOL. III RCA Victor Symphony Orch. (Bennett), RCA Victor LM 2523	20
113	114	GENIUS PLUS SOUL EQUALS JAZZ Ray Charles, Impulse A-2	44
114	76	BEST OF THE DUKES OF DIXIELAND Audio Fidelity AFLP 1956	7
115	148	LET'S TWIST HER Bill Black's Combo, Hi HL 12006	2
116	113	HELL BENT FOR LEATHER Frankie Laine, Columbia CL 1615	14
117	116	JOSE JIMENEZ, THE SUBMARINE OFFICER Bill Dana, Kapp KL 1215	5
118	117	RICK IS 21 Ricky Nelson, Imperial LP 9152	35
119	138	MILES DAVIS, IN PERSON FRIDAY NIGHT AT THE BLACKHAWK, SAN FRANCISCO, VOL. I Columbia CL 1694	17
120	99	YELLOW BIRD (PERCUSSION SPECTACULAR) Arthur Lyman, Life LP 1004	27
121	78	CHRISTMAS WITH CONNIFF Ray Conniff, Columbia CL 1390	6
122	97	THE FOUR PREPS ON CAMPUS Capitol T 1566	23
123	94	GOIN' PLACES Kingston Trio, Capitol T 1564	30
124	149	LET'S ALL SING WITH THE CHIPMUNKS David Seville & the Chipmunks, Liberty LRP 3102	2
125	124	ALL THE WAY Brenda Lee, Decca DL 4176	22
126	140	BOBBY DARIN STORY Atco 131	36
127	121	SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. III (Black Seal—Popular), Various Artists, RCA Victor LOP 1509	21
128	130	FILM ENCORES, VOL. I Mantovani, London LL 1700	183
129	103	ITALIA MIA Mantovani, London LL 3239	35
130	127	HIGHWAYMEN United Artists UAL 3125	16
131	141	HAPPY TIMES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1568	46
132	147	ORANGE BLOSSOM SPECIAL AND WHEELS Billy Vaughn, Dot DLP 3366	39
133	104	FIORIELLO Original Cast, Capitol WAO 1321	77
134	123	MURRAY THE "K'S" SING ALONG WITH THE ORIGINAL GOLDEN GASSERS Roulette R 25159	16
135	135	DREAMSTREET Erroll Garner, ABC-Paramount ABC 365	31
136	137	NICE 'N' EASY Frank Sinatra, Capitol W 1417	75
137	142	EXODUS TO JAZZ Eddie Harris, Vee Jay 3016	35
138	143	GENIUS SINGS THE BLUES Ray Charles, Atlantic 8052	11
139	112	BIG BAND PLAYS BIG HITS Si Zentnor, Liberty 3197	6
140	—	— THE LION SLEEPS TONIGHT Tobias, RCA Victor LPM 2514	1
141	145	DANCE TILL A QUARTER TO THREE Gary (U. S.) Bonds, LeGrand LLP 3001	25
142	131	BASIN ST. EAST PROUDLY PRESENTS MISS PEGGY LEE Capitol T 1520	20
143	132	MOODY RIVER Pat Boone, Dot DLP 3384	28
144	—	— HYMNS AT HOME Tennessee Ernie Ford, Capitol T 1604	1
145	—	— WHOLE LOTTA FRANKIE Frankie Avalon, Chancellor CHL 5018	11
146	144	THE COLORFUL VENTURES Dolton B 2008	17
147	—	— GENIUS AFTER HOURS Ray Charles, Atlantic 1369	10
148	146	STARS FOR A SUMMER NIGHT Various Artists, Columbia PM 1	34
149	139	PETE FOUNTAIN'S NEW ORLEANS Coral CRL 57282	54
150	150	SATIN AFFAIR George Shearing, Capitol T 1628	13

## 50 Best Selling STEREO LP's

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	BLUE HAWAII Elvis Presley, RCA Victor LSP 2426	13
2	2	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LSP 2362	14
3	4	STEREO 35/MM Enoch Light and His Ork., Command RS 826 SD	16
4	5	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	98
5	7	CAMELOT Original Cast, Columbia KOS 2031	53
6	3	HOLIDAY SING ALONG WITH MITCH Mitch Miller, Columbia CS 8501	8
7	6	JUDY AT CARNEGIE HALL Judy Garland, Capitol SWBO 1569	26
8	9	THE SLIGHTLY FABULOUS LIMELITERS RCA Victor LSP 2393	14
9	15	TIME OUT Dave Brubeck, Columbia CS 8192	25
10	10	WEST SIDE STORY Sound Track, Columbia OS 2070	11
11	17	MOON RIVER Lawrence Welk, Dot DLP 35412	3
12	8	I REMEMBER TOMMY Frank Sinatra, Reprise R 9-1003	10
13	19	KING OF KINGS Original Movie Music; Miklos Rosta, MGM SIE 2	12
14	12	WEST SIDE STORY Ferrante & Teicher, United Artists UAS 6166	6
15	21	SING ALONG WITH MITCH Mitch Miller, Columbia CS 8004	85
16	25	STARS FOR A SUMMER NIGHT Various Artists, Columbia PMS 1	34
17	11	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LSO 6006	113
18	16	PORTRAIT OF JOHNNY Johnny Mathis, Columbia CS 8444	21
19	23	WEST SIDE STORY Original Cast, Columbia OS 2001	30
20	35	BERLIN MELODY Billy Vaughn, Dot DLP 35396	8
21	13	BEST OF THE DUKES OF DIXIELAND Audio Fidelity AFSD 5956	7
22	24	YELLOW BIRD Lawrence Welk, Dot DLP 25389	25
23	26	SOUTH PACIFIC Sound Track, RCA Victor LSO 1032	135
24	45	BIG BAD JOHN Jimmy Dean, Columbia CS 8535	4
25	14	PERSUASIVE PERCUSSION, VOL. I Terry Snyder and the All Stars, Command RS 800 SD	97
26	39	EXODUS Sound Track, RCA Victor LSO 1058	54
27	31	MY FAIR LADY Original Cast, Columbia OS 2015	129
28	33	YOUR REQUEST SING ALONG WITH MITCH Mitch Miller, Columbia CS 8471	18
29	47	DOIN' THE TWIST AT THE PEPPERMINT LOUNGE Joey Dee & His Starliners, Roulette SR 25166	2
30	43	EBB TIDE AND OTHER INSTRUMENTAL FAVORITES Earl Grant, Decca DL 74165	23
31	22	MILK AND HONEY Original Cast, RCA Victor LSO 1065	8
32	32	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAS 6122	53
33	37	SOMEBODY LOVES ME Ray Conniff Singers, Columbia CS 8442	20
34	18	THE KINGSTON TRIO CLOSE UP Capitol ST 1642	14
35	20	CHRISTMAS SING ALONG WITH MITCH Mitch Miller, Columbia CS 8027	10
36	34	FERRANTE & TEICHER, LOVE THEMES United Artists WWS 8514	6
37	28	JUMP UP CALYPSO Harry Belafonte, RCA Victor LSP 2388	21
38	41	CARNIVAL Original Cast, MGM SE 3946	26
39	—	— TIME FURTHER OUT Dave Brubeck Quartet, Columbia CS 8490	1
40	40	TV SING ALONG WITH MITCH Mitch Miller, Columbia CS 8428	33
41	48	TWISTIN' IN HIGH SOCIETY Lester Lanin & His Ork., Epic BN 620	2
42	—	— FLOWER DRUM SONG Sound Track, Decca DL 7-9098	1
43	27	PASS IN REVIEW Bob Sharples Ork., London SP 44001	16
44	29	ROGERS: VICTORY AT SEA, VOL. III RCA Victor Symphony Orch. (Bennett), RCA Victor LSC 2523	19
45	30	MERRY CHRISTMAS Bing Crosby, Decca DL-8128	6
46	36	50 GUITARS GO SOUTH OF THE BORDER Tommy Garrett, Liberty LSS 14005	6
47	46	WEST SIDE STORY Stan Kenton, Capitol ST 1609	10
48	42	GOLDEN WALTZES Billy Vaughn, Dot DLP 25280	16
49	44	MELODY AND PERCUSSION FOR TWO PIANOS Ronnie Aldrich & His 2 Pianos, London SP 44007	14
50	49	THE PERCUSSION TWENTIES Eric Rogers & His Ork., London SP 44006	8

PRESCRIPTION FOR HIT BUSINESS

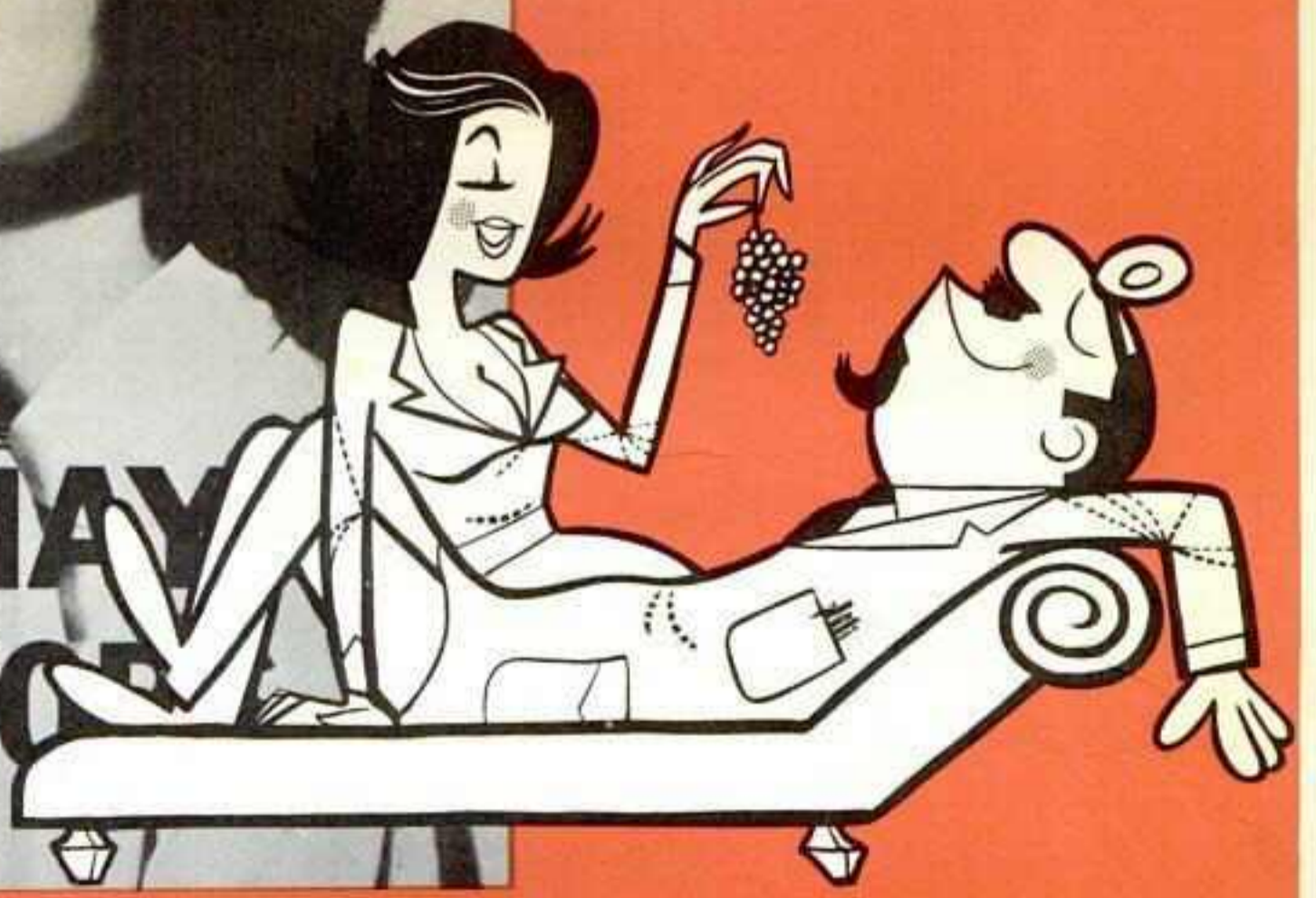


# MIKE NICHOLS and ELAINE MAY EXAMINE DOCTORS

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**STAR PERFORMANCES**—Selections registering greatest upward progress this week.

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

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

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

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Wk. On Chart	THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Wk. On Chart	THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Wk. On Chart
1	2	3	4	PEPPERMINT TWIST	Joey Dee and the Starliners, Roulette 4481	10	35	44	61	78	TUFF	Ace Cannon, HI 2040	5	66	79	90	—	HAPPY JOSE	Jack Ross, Dot 16302	3
2	1	1	2	THE TWIST	Chubby Checker, Parkway 811	29	36	39	50	63	MULTIPLICATION	Bobby Darin, Atco 6214	6	67	60	65	77	LET'S GO TRIPPIN'	Dick Dale, Del-tone 5017	9
3	5	5	15	I KNOW	Barbara George, AFO 302	11	37	20	11	7	GOODBYE CRUEL WORLD	James Darren, Colpix 609	15	68	71	73	86	LOST SOMEONE	James Brown and the Famous Flames, King 5573	6
4	4	4	5	CAN'T HELP FALLING IN LOVE	Elvis Presley, RCA Victor 7968	8	38	43	39	42	POOR FOOL	Ike and Tina Turner, Sue 753	9	69	—	—	—	CAJUN QUEEN	Jimmy Dean, Columbia 42282	1
5	10	17	46	NORMAN	Sue Thompson, Hickory 1159	8	39	46	69	83	SMOKY PLACES	Corsairs, Tuff 3030	5	70	70	79	—	MY BOOMERANG WON'T COME BACK	Charlie Drake, United Artists 398	3
6	3	2	1	THE LION SLEEPS TONIGHT	Tokens, RCA Victor 7954	11	40	37	25	20	THERE'S NO OTHER (Like My Baby)	Crystals, Philles 100	10	71	73	76	—	WHAT'S THE REASON	Bobby Edwards, Capitol 4674	3
7	9	12	9	WHEN I FALL IN LOVE	Lettermen, Capitol 4658	10	41	48	52	64	SHE'S EVERYTHING	Ral Donner, Gone 5121	5	72	78	85	—	WHAT'S SO GOOD ABOUT GOODBYE	Miracles, Tamla 54053	3
8	18	20	30	THE WANDERER	Dion, Laurie 3115	8	42	67	89	—	CRYING IN THE RAIN	Everly Brothers, Warner Bros. 5250	3	73	86	—	—	AFRIKAAN BEAT	Bert Kaempfert, Decca 31350	2
9	15	16	34	BABY IT'S YOU	Shirley, Scepter 1227	6	43	30	31	23	ROCK-A-HULA BABY	Elvis Presley, RCA Victor 7968	8	74	—	—	—	HEY BABY	Bruce Channel, Smash 1731	1
10	7	7	8	WALK ON BY	Leroy Van Dyke, Mercury 71834	13	44	57	72	—	THE GREATEST HURT	Jackie Wilson, Brunswick 55221	3	75	85	—	—	CHATTANOOGA CHOO CHOO	Floyd Cramer, RCA Victor 7978	2
11	6	6	6	HAPPY BIRTHDAY, SWEET SIXTEEN	Nell Sedaka, RCA Victor 7957	11	45	47	54	59	FLYING CIRCLE	Frank Slay Ork, Swan 4085	7	76	89	64	67	JUST GOT TO KNOW	Jimmy McCracklin, Art-Tone 825	7
12	8	8	3	RUN TO HIM	Bobby Vee, Liberty 55388	11	46	25	15	18	REVENGE	Brook Benton, Mercury 71903	10	77	84	87	—	A LITTLE TOO MUCH	Claence Henry, Argo 5408	3
13	14	21	24	TOWN WITHOUT PITY	Gene Pitney, Muscor 1009	13	47	54	68	82	GO ON HOME	Patti Page, Mercury 71906	5	78	81	83	84	TEARS FROM AN ANGEL	Troy Shondell, Liberty 55398	5
14	17	18	28	A LITTLE BITTY TEAR	Burl Ives, Decca 31330	6	48	50	53	61	MARIA	Roger Williams, Kapp 437	7	79	68	78	81	TWISTIN' ALL NIGHT LONG	Danny and the Juniors, Swan 4092	4
15	26	33	48	DEAR LADY TWIST	Gary (U.S.) Bonds, LeGrand 1015	7	49	40	26	16	I DON'T KNOW WHY	Linda Scott, Canadian-American 129	13	80	87	—	—	THERE'LL BE NO NEXT TIME	Jackie Wilson, Brunswick 55221	2
16	11	9	10	UNCHAIN MY HEART	Ray Charles, ABC-Paramount 10266	9	50	63	81	—	I'M BLUE (The Gong-Gong Song)	Ikette, Atco 6212	3	81	83	84	—	I TOLD THE BROOK	Marty Robbins, Columbia 42246	4
17	29	56	—	BREAK IT TO ME GENTLY	Brenda Lee, Decca 31348	3	51	35	44	54	DREAMY EYES	Johnny Tillotson, Cadence 1409	8	82	100	—	—	WHERE HAVE ALL THE FLOWERS GONE	Kingsmen Trio, Capitol 4671	2
18	16	19	32	COTTON FIELDS	Highwaymen, United Artists 370	9	52	58	37	65	LET'S TWIST AGAIN	Chubby Checker, Parkway 824	22	83	—	—	—	I'LL SEE YOU IN MY DREAMS	Pat Boone, Dot 16312	1
19	12	10	11	WHEN THE BOY IN YOUR ARMS	Connie Francis, MGM 13051	10	53	42	30	33	JAMBALAYA	Fats Domino, Imperial 5796	7	84	91	—	—	A LITTLE BITTY TEAR	Wanda Jackson, Capitol 4681	2
20	49	93	—	DUKE OF EARL	Gene Chandler, Vee Jay 416	3	54	41	24	25	GYPSY WOMAN	Impressions, ABC-Paramount 10241	15	85	—	—	—	CRY TO ME	Solomon Burke, Atlantic 2131	1
21	13	14	17	LET THERE BE DRUMS	Sandy Nelson, Imperial 5775	13	55	76	95	—	SURFER'S STOMP	Mar-Kets, Liberty 55401	3	86	88	94	97	THAT'S MY PA	Sheb Wooley, MGM 13046	4
22	23	27	29	IF YOU GOTTA MAKE A FOOL OF SOMEBODY	James Ray, Caprice 110	10	56	64	75	95	LET ME IN	Sensations, Argo 5405	4	87	—	—	—	LIZZIE BORDEN	Chad Mitchell Trio, Kapp 439	1
23	27	36	53	IRRESISTIBLE YOU	Bobby Darin, Atco 6214	7	57	69	74	80	I COULD HAVE LOVED YOU SO WELL	Ray Peterson, Dunes 3009	6	88	—	—	—	LOVE IS THE SWEETEST THING	Saverio Sorbillo, Warner Bros. 5243	1
24	24	42	55	DEAR IVAN	Jimmy Dean, Columbia 42259	4	58	56	34	27	MOON RIVER	Jerry Butler, Vee Jay 405	16	89	92	—	—	JAMIE	Eddie Holland, Motown 1021	2
25	22	29	31	FUNNY HOW TIME SLIPS AWAY	Jimmy Elledge, RCA Victor 7946	11	59	52	66	—	SO DEEP	Brenda Lee, Decca 31348	3	90	—	—	—	DO THE NEW CONTINENTAL	Dovells, Parkway 833	1
26	31	41	52	TWIST-HER	Bill Black's Combo, HI 2042	6	60	38	22	14	'TIL	Angels, Caprice 107	14	91	93	—	—	BLUE WATER LINE	Brothers Four, Columbia 42256	2
27	33	51	62	LETTER FULL OF TEARS	Gladys Knight and the Pips, Fury 1054	7	61	80	—	—	TO A SLEEPING BEAUTY	Jimmy Dean, Columbia 42282	2	92	—	—	—	THE DOOR IS OPEN	Tommy Hunt, Scepter 1226	1
28	34	46	51	TURN ON YOUR LOVE LIGHT	Bobby Bland, Duke 344	8	62	53	57	69	WALKIN' WITH MY ANGEL	Bobby Vee, Liberty 55388	9	93	—	—	—	SHIMMY, SHIMMY WALK	Megaton, Checker 1005	1
29	21	28	44	SMALL SAD SAM	Phil McLean, Versatile 107	8	63	96	—	—	CHIP CHIP	Gene McDaniels, Liberty 55405	2	94	97	—	—	NIGHT OWL	Dukays, Nat 4002	2
30	32	43	60	DO-RE-MI	Lee Dorsey, Fury 1056	6	64	61	63	71	IT WILL STAND	Showmen, Mint 631	11	95	—	—	—	AW, SHUCKS, HUSH YOUR MOUTH	Jimmy Reed, Vee Jay 425	1
31	28	32	19	MOON RIVER	Henry Mancini, RCA Victor 7916	16	65	82	100	—	PERCOLATOR (TWIST)	Billy Joe and the Checkmates, Dore 620	3	96	—	—	—	SHE'S GOT YOU	Patsy Cline, Decca 31354	1
32	19	13	13	PLEASE MR. POSTMAN	Marvelettes, Tamla 54046	21	66	61	63	71	IT WILL STAND	Showmen, Mint 631	11	97	—	—	—	TWISTIN' POSTMAN	Marvelettes, Tamla 54054	1
33	45	62	—	SHADRACK	Brook Benton, Mercury 71912	3	67	82	100	—	—	—	3	98	98	—	—	PORTRAIT OF A FOOL	Conway Twitty, MGM 13050	2
34	36	47	58	POCKETFUL OF MIRACLES	Frank Sinatra, Reprise 20040	6	68	61	63	71	IT WILL STAND	Showmen, Mint 631	11	99	—	—	—	HE KNOWS I LOVE HIM TOO MUCH	Paris Sisters, Gregmark 10	1

**HOT 100—A TO Z—(Publisher-Licenses)**

Afrikaan Beat (Roulette, BMI)	23	If You Gotta Make a Fool of Somebody (Good	43	Rock-A-Hula Baby (Gladys, ASCAP)	12
Aw, Shucks, Hush Your Mouth (Conrad, BMI)	9	Song, BMI)	22	Run to Him (Aldon, BMI)	33
Baby It's You (Dot, ASCAP)	9	I'll See You in My Dreams (Frist, ASCAP)	63	Shadrack (Fisher, ASCAP)	33
Bandit of My Dreams (Arch, ASCAP)	100	I'm Blue (Progressive-Placid, BMI)	53	She's Everything (Alan K., BMI)	41
Blue Water Line (January, BMI)	91	Just Got to Know (B-Flat, BMI)	76	She's Got You (Pamper, BMI)	96
Break It to Me Gently (Northern, ASCAP)	17	Let Me In (Arc-Rae Williams, BMI)	56	Shimmy, Shimmy Walk (Star-Filte & Hut, BMI)	93
Cajun Queen (Cedarwood, BMI)	69	Let There Be Drums (Travis, BMI)	61	Small Sad Sam (R.F.D., ASCAP)	29
Can't Help Falling in Love (Gladys, ASCAP)	4	Let's Go Trippin' (Monsieur, ASCAP)	27	Smeky Places (Annie-Earl & Sun Flower, ASCAP)	39
Chatanooga Choo Choo (Frist, ASCAP)	75	Let's Twist Again (Kalmann, ASCAP)	52	So Deep (Metric, BMI)	59
Chip Chip (Trinity & Glo-Mac, BMI)	63	Letter Full of Tears (Betalbin, BMI)	27	Surfer's Stomp (Strat-E.D.M., ASCAP)	55
Cotton Fields (Westside, BMI)	18	Let's Go Trippin' (Monsieur, ASCAP)	27	Tears From an Angel (Metric, BMI)	78
Cry to Me (Melvin-Progressive, BMI)	85	Let's Twist Again (Kalmann, ASCAP)	52	That's My Pa (Chappel, ASCAP)	86
Crying in the Rain (Aldon, BMI)	42	Little Bitty Tear, A-Ives (Pamper, BMI)	14	There's No Other (Bertha, BMI)	40
Dear Ivan (Plainview, BMI)	24	Little Bitty Tear, A-Jackson (Pamper, BMI)	89	'Til (Chappell, ASCAP)	60
Dear Lady Twist (Pepe, BMI)	15	Little Too Much, A-Bar-Mar, BMI)	77	To a Sleeping Beauty (Songsmiths-Remick, ASCAP)	61
Do-Re-Mi (Fast, BMI)	30	Lizzie Borden (Hill & Range, BMI)	37	Town Without Pity (United Artists, ASCAP)	13
Do the New Continental (Kalmann, ASCAP)	90	Lost Someone (Lois, BMI)	48	Tuff (Jec, BMI)	35
Door is Open, The (Aldon, BMI)	92	Love is the Sweetest Thing (Harms, ASCAP)	48	Turn on Your Love Light (Don, BMI)	28
Dreamy Eyes (Southern Belle, BMI)	51	Maria (Schirmer-Chappell, ASCAP)	48	Twist, The (Lois, BMI)	2
Duke of Earl (Conrad-Karlan, BMI)	20	Moon River-Butler (Famous, ASCAP)	58	Twist-Her (Jec, BMI)	26
Flying Circle (Claridge, ASCAP)	45	Moon River-Mancini (Famous, ASCAP)	58	Twistin' All Night Long (Conley, ASCAP)	79
Funny How Time Slips Away (Pamper, BMI)	25	Multiplication (Aderis, BMI)	37	Twistin' Postman (Jobette, BMI)	97
Go on Home (Pamper, BMI)	47	My Boomerang Won't Come Back (Picadilly, BMI)	70	Unchain My Heart (Tee Pee, ASCAP)	16
Goodbye Cruel World (Aldon, BMI)	34	Night Owl (Conrad, BMI)	70	Walk on By (Lowery, BMI)	10
Greatest Hurt, The (Pearl, BMI)	54	Norman (Acuff-Rose, BMI)	1	Walkin' With My Angel (Aldon, BMI)	62
Gypsy Woman (Curfom, BMI)	54	Peppermint Twist (Jan-War, BMI)	5	Wanderer, The (Schartz-Disal, ASCAP)	8
Happy Birthday, Sweet Sixteen (Aldon, BMI)	11	Percolator (Meadowlark, ASCAP)	5	What's So Good About Goodbye (Jobette, BMI)	72
Happy Jose (Lansdowne, ASCAP)	66	Please Mr. Postman (Jobette, BMI)	32	What's the Reason (Bourne, ASCAP)	71
He Knows I Love Him Too Much (Aldon, BMI)	99	Pocketful of Miracles (Maraville, ASCAP)	34	When I Fall in Love (Northern, ASCAP)	7
Hey Baby (LeBlind, BMI)	74	Portrait of a Fool (Cigma, BMI)	98	When the Boy in Your Arms (Pickwick, ASCAP)	19
I Could Have Loved You So Well (Aldon, BMI)	57	Poor Fool (Saturn, BMI)	38	Where Have All the Flowers Gone (Fall River, BMI)	82
I Don't Know Why (Ahert & Cromwell, ASCAP)	49	Revenge (Raleigh, BMI)	46		
I Know (Saturn-At Last, BMI)	3				
I Told the Brook (Marizone, BMI)	81				

**BUBBLING UNDER THE HOT 100**

101. PICTURES IN THE FIRE	Pat Boone, Dot 16312
102. MY MELANCHOLY BABY	Marcelo, Colpix 624
103. DROWN IN MY OWN TEARS	Don Shirley, Cadence 1408
104. HAPPY JOSE	Dave Appell Ork, Cameo 207
105. TEEN QUEEN OF THE WEEK	Freddy Cannon, Swan 4096
106. STEP RIGHT UP	Nat King Cole, Capitol 4672
107. LET'S GO	Floyd Cramer, RCA Victor 7978
108. MOTORCYCLE	Tico and the Triumphs, Amy 836
109. SOMETIMES I'M TEMPTED	Marty Robbins, Columbia 42246
110. MOMENTS TO REMEMBER	Jennell Hawkins, Amazon 1003
111. MARIA	Johnny Mathis, Columbia 41684
112. OLIVER TWIST	Rod McKuen, Spiral 1407
113. I GOT A FUNNY KIND OF FEELING	Maxine Brown, ABC-Paramount 10290
114. FOOLS HALL OF FAME	Paul Anka, ABC-Paramount 10282
115. MAMIE IN THE AFTERNOON	Bobby Lewis, Bel-tone 1016
116. MIDNIGHT	Johnny Gibson, Big Top 3088
117. AFTER YOU'VE GONE	Frankie Avalon, Chancellor 1101
118. ALONG CAME LINDA	Tommy Boyce, RCA Victor 7975
119. IMAGINATION	Quotations, Verve 10245
120. FOR ALL WE KNOW	Caslon, Amy 836



# " THE NATION'S BEST SELLING RECORDS! "

## BEST SELLING SINGLES

RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 16312	I'll See You In My Dreams / Pictures On Fire	PAT BOONE
<input type="checkbox"/> 16302	The Original Happy Jose	JACK ROSS
<input type="checkbox"/> 16284	Johnny Will	PAT BOONE
<input type="checkbox"/> 16313	The Bride / Horizons of Joy	TONY MARTIN
<input type="checkbox"/> 16301	The Continental Twist / Oh Ma Ma Twist	LOUIS PRIMA
<input type="checkbox"/> 16298	Can't Help Falling In Love / You'll Never Walk Alone	KEELY SMITH
<input type="checkbox"/> 16295	Everybody's Twisting Down In Mexico	BILLY VAUGHN
<input type="checkbox"/> 16292	Saddle Up / I Wonder Why	THE LARGOS
<input type="checkbox"/> 16309	You Better Move On A Shot Of Rhythm And Blues	ARTHUR ALEXANDER
<input type="checkbox"/> 16308	If You Gotta Make A Fool Of Somebody / Mr. Moto	VAUGHN MONROE

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

### NEW RELEASES

<input type="checkbox"/> 16316	The Thing / Melody Of Love	WINK MARTINDALE
<input type="checkbox"/> 16314	Love In Return / Hey Mr. Banjo	THE DELL-COEDS
<input type="checkbox"/> 16307	I'll Always Be In Love With You Winner Take All	JIMMY WILLIAMS

## BEST SELLING ALBUMS

MONO	STEREO	ARTIST
<input type="checkbox"/> 3409	<input type="checkbox"/> 25409	GREATEST STRING BAND HITS • Billy Vaughn
<input type="checkbox"/> 3412	<input type="checkbox"/> 25412	MOON RIVER • Lawrence Welk
<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	<input type="checkbox"/>	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"/>	THE MAN WITH THE BANJO • Eddie Peabody
<input type="checkbox"/> 3001	<input type="checkbox"/>	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	<input type="checkbox"/>	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

## 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 From The Vine Came The Grape	THE HILLTOPPERS
<input type="checkbox"/> 16025	Till Then / Only You (And You Alone)	THE HILLTOPPERS
<input type="checkbox"/> 16026	Melody of Love Sail Along Silv'ry Moon	BILLY VAUGHN
<input type="checkbox"/> 16028	Ain't That A Shame / I'll Be Home	PAT BOONE
<input type="checkbox"/> 16029	The Crazy Otto / Eight Beat Boogie	JOHNNY MADDOX
<input type="checkbox"/> 16030	The Shifting Whispering Sands 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 I Almost Lost My Mind	GALE STORM
<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 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

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## Philips to Market CBS Label for Great Britain

**Introduces New Trade Mark Name in May; Philips Acquires Vanguard in Drive for Catalog Product**

LONDON — Negotiations were finally completed last week for Philips to handle the American Columbia-CBS label for the United Kingdom and Eire. Under the new pact, Philips will market the American Columbia product, all of which will be released on the new CBS label starting in May. The pact is understood to be for two years.

With all American Columbia product to be placed on the CBS label, Philips is expected to expand its activities in securing new material for the firm's two labels, Philips and Fontana. Firm has been issuing occasional singles from various indie labels over the last six months with Columbia approval. Philips cannot release Mercury product here presently, since Mercury has a deal with EMI in the U. K.

### Vanguard Issues

As part of its policy in adding labels, Philips has taken on the entire Vanguard line here and is issuing 15 LP's this week. The Vanguard wax is being issued on the Philips and Fontana labels, with credit to Vanguard, and will be brought out on two lines, a normal price and a low price. Low price line will include a lot of the Vanguard recordings issued here previously on the Pye and Rank labels, firms that had handled Vanguard originally.

It is also anticipated that Philips will start to do some recording in

the U. S., both for the new U. S. Philips label and for sale by Philips here and in Europe. With its Mercury tie Philips has ample recording men, studio facilities and pressing facilities available in the States.

Philips will no longer be handling U. S. Columbia's Epic label in the U. K. Both EMI and Pye are attempting to secure Epic releases for the U. K. Meanwhile, Philips has appointed John Hum-

*(Continued on page 16)*

## Choreo Snares Film Cast Rights

HOLLYWOOD — Choreo Records, the Fred Astaire label, last week acquired the album rights to the Elmer Bernstein score for Columbia Picture's "Walk on the Wild Side." This marks one of the rare times, it not the only time, that a fledgling independent (Choreo issued its first LP last week) could snare a major motion picture score. Deal was concluded by Jackie Mills, Choreo's a.&r. head.

## MERCURY-PHILIPS PLAN FOR INT'L CO-OPERATION

CHICAGO—Several meetings important to the co-operative effect between Mercury Records and Philips Phonographische Industrie of the Netherlands are being held in Europe this month.

In order to better acquaint the Philips organization with the already existing Mercury products for future release on the Mercury label and to integrate future recording plans, meetings are currently being conducted in Geneva, by Bruce Somers, Mercury international chief. Philips representatives from Germany, Italy, Holland, Austria, France and Norway, along with Harold Lawrence of Mercury's classical department are reviewing the entire Mercury catalog of pop, jazz and classics.

Much emphasis is being given to Mercury's Perfect Presence Sound series, which has already enjoyed success in France.

Representing the above-named countries are H. Schrade of Germany, N. Baron of Italy, T. Vander Haar of Holland, Dr. Reichfeld of Austria, Jacques Bouyer of France and F. Tveten of Norway. Also in attendance will be Ricky Steinberg and Dick Whittington, members of Mercury's international staff.

Whittington departs for Italy and Steinberg for Germany to begin a series of trips to the individual countries in order to carry the Mercury message to the licensee's sales forces.

Irving Green, Mercury's president, along with Wilma Fine of the classical department and Harold Lawrence arrived in Holland January 23. There they will meet with William Langenberg, director of Philips Phonographische Industrie, and his executive staff, for the purpose of exchanging ideas as to the classical repertoire which will be recorded in 1962 by Mercury and Philips. They will try to arrange recordings so that each company gets the maximum potential when masters are exchanged under cross licensing arrangements between Mercury and Philips.

Quincy Jones, pop a.&r. from New York, and Green then meet in Paris January 27 and 28 to discuss developments in the pop and jazz fields. Talks will be devoted to means of exposing European artists in the United States and vice versa.

## Capitol Ups Scott To Key Pact Post

HOLLYWOOD — Capitol Records last week appointed Francis Scott of its a.&r. department as business affairs administrator, giving him chief responsibility for the negotiation and control of a.&r. contracts. Scott, in the newly created position, also will be concerned with appraising product profits and marketing plans.

Scott will have reporting to him director of financial review and analysis Vaughn Burdick, profit planning director William Minea,

*(Continued on page 16)*

## ROSSI'S COMMON MARKET MEC LABEL BY MID-1962

By OMER ANDERSON

ROME — Carlo Alberto Rossi's new European Common Market disk enterprise expects to be in operation by mid-1962.

Rossi's "Speciale MEC Disco"—MEC being the initials of European Common Market in Italian—intends making a big splash at European music festivals.

The MEC label intends making a particular effort at the San Remo festival. At this and other festivals MEC will issue titles based on virtually everything presented.

This procedure is in keeping with Rossi's design for his MEC label as a "clearing house" for European music. In fact, this procedure illustrates the basic mechanics of the MEC formula.

Music will be distributed from festivals and other similar sources "raw" to member organizations in other European lands, and in each country a name singer will be retained to add the vocal.

Rossi intends applying a co-operative approach to MEC output in order to extend the resources, both artistic and technical, of his member organizations in the various countries.

His idea is described as a music pooling arrangement, the aim being to exploit and promote artistic talent and possibilities now ignored by the conventional disk producers.

### Works on Reciprocal Basis

Rossi is negotiating reciprocal agreements with diskeries in each country. He has approached, for example, Ariola in West Germany and Oriole in England.

The MEC label is designed for the general trade, but Rossi makes no secret that his special interest is Europe's estimated 150,000 juke boxes (including the United Kingdom, Spain, Portugal and North Africa).

By all accounts this market is now inadequately served. Operators complain that disks are priced too high and that the

*(Continued on page 44)*

## A-F Gross Up by 30%

NEW YORK—Lowering of suggested list prices and salable releases were given as the reasons for Audio Fidelity's showing last year of a 30 per cent gross volume increase over 1960, according to Sidney Frey, A-F president. Frey also singled out "original sales approaches instituted by sales chief, Erv Bagley," as another factor in the growth.

Just a year ago A-F lowered list prices on its LP line, in one of the first cases of cuts with built-in inventory protection for dealers and distributors. The fear of new cuts by other labels without protection

*(Continued on page 16)*

## Columbia Forms Marketing Staff

NEW YORK — Columbia Records has formed a corporate marketing staff to work closely with Bill Gallagher, vice-president in charge of marketing for the firm. The marketing staff will help develop new products and marketing techniques for Columbia Record Sales, Columbia Branch Corporation, Columbia Home Music Library, and the Columbia Special Products Division.

George Kling, Stan Kavan, Peter Munves and Jim Sparling have been appointed to the marketing staff. Kling has been promoted to the position of director of market development. Kavan has been named to the post of marketing director, popular album product; Munves has been promoted to the position of marketing director, classical album product. Jim Sparling's new post is co-ordinator, product development.

## RCA Victor Inks Top Jazz Artists

jazz field. Under the aegis of pop a.&r. head George Avakian, the label has signed a trio of established jazz sets immediately. Artists pacted to date are Paul Desmond, of the Dave Brubeck Quartet, horn man Sonny Rollins, and drummer Joe Morello, also of the Brubeck four. (Both Desmond and Morello will continue to record with the Brubeck combo for Columbia).

The signing of Desmond and Rollins are looked upon as major events for Victor by the trade. Desmond has built a solid reputation with the Brubeck crew, and his set will be the first album to be issued by Victor in its new jazz series. Set is called "Desmond Blue," and it features the artist over string backing with arrangements by Bob Prince.

Reports are that Victor guaranteed Rollins a huge sum per album to get him on the label. He is under contract for five albums over the next 30 months, and will receive a sizable amount of loot per LP. It is understood that Rollins will receive a guarantee of close to \$15,000 per LP for these first five Victor releases, and \$10,000 per LP for each after that.

### Due in March

Rollins' first album will be issued in March or April. Title of the set is "The Bridge," and Victor is hoping for big things from the release.

The Joe Morello LP will feature the drummer with a small group

and a large ork, and will spotlight arrangements by Phil Woods and Manny Albam. This album is due for March release.

*(Continued on page 16)*

## Move Verve Line To LA Branch Of Cosnat Distrib

HOLLYWOOD — As part of a national policy to divide distributorship between MGM Records and its subsidiary label, Verve, Al Sherman's Record Sales here surrendered the Verve line to the local Cosnat distributing branch. Sherman's distributing firm had handled the Verve line from the time of its inception.

When MGM purchased the Verve label two years ago from its founder, Norman Granz, MGM Records was handled by Gordon Wolf's Sunland Music. MGM soon thereafter decided to combine both lines under one distributing roof here, and in some six other markets.

MGM was moved from Sunland (after 11 years with the distributor) to Al Sherman's Record Sales. MGM now has decided to return to the former split distribution set-up, feeling that each label can enjoy greater individuality, and thereby reap more sales. According to Sherman, he was given a choice as to which label he would prefer to retain, and, inasmuch as the MGM line afforded greater business volume, he gave up Verve.

## ELVIS STRIKES GOLDIE NO. 29

NEW YORK—Elvis Presley will receive a gold record for his latest million seller, "Can't Help Falling in Love" on Victor. This is the singer's 29th gold record award given for million selling singles, or albums that have passed the 500,000 mark. He recently became eligible for a gold record for his "Blue Hawaii" LP.

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# Remer Calls for Tough Anti-Counterfeit Laws

HOLLYWOOD — The counterfeiting evil took the spotlight at last week's annual West Coast meeting of the Record Industry Association of America. Principal speaker at the luncheon meeting was Bob Remer of the Los Angeles district attorney's office whose topic was "How to Successfully Counterfeit Records."

Remer, who last year helped break up a locally based counterfeiting ring, stressed the need for stronger laws to protect the industry from piracy. He pointed out that the city and county of Los Angeles spent more than \$100,000 in bringing the counterfeiters to justice, with the high cost due to the lack of laws whereby the bogus operators can be promptly prosecuted.

Under existing criminal codes, Remer said, his office was powerless to take direct action against the counterfeiters for selling bogus versions of Verve's Shelley Berman LP's and several albums in the Command "Percussion" series. According to the law, the manufacturer is not victimized by the counterfeiters in selling unsanctioned copies of his records. The only way the district attorney's office was able to prosecute the pirates was on a basis of using the manufacturer's trade-mark. This indirect approach, Remer said, made the investigation and proceedings extremely difficult.

Remer called for legislation that would directly protect the manufacturer's property rights within a

## Bill Would Give Capital Gains for Rights Transfer

WASHINGTON—A bill to give capital gains tax treatment to transfers of copyright by authors and/or publishers has been introduced by Rep. John Lindsay (R., N. Y.). Internal Revenue Service ruled in June, 1960, that proceeds from the transfer or exclusive licensing of a copyright would be treated as capital gains rather than rents or royalties in reporting income, regardless of whether payment is in royalty, percentages of sales or other form of payment.

The Lindsay bill (H.R. 9524) would establish this treatment as part of the Internal Revenue Code, assuring the copyright the status of a capital asset, taxable at the lower 25 per cent rate in transfer.

Lindsay feels that the bill to accord the gentler tax treatment to transfers of musical, literary and artistic works is needed to stimulate the arts. Music and drama have been "poor relations" in this country. Lindsay has also introduced bills to repeal the admissions tax on live theater and musical performances and to create a Federal Advisory Council on the Arts.

## Atlantic-Atco Distrib For Lu Pine, Campus

NEW YORK—Atlantic Records and its subsidiary label Atco both took on national distribution of masters last week.

Atlantic signed to handle "I Found a Love" and "The Swim" by the Falcons, while Atco will distribute "Coming Home to You" and "Church Bells" by the Philadelphians.

The Falcons record is on the Lu Pine label, a Detroit firm owned by Bob West, and the Philadelphians is on Campus Records of Philly. Both disks will remain on their original labels but will be sold through Atlantic and Atco distributors.

given recording, and would make the pirates subject to criminal rather than civil action. Remer pointed out that strides have been made in that direction, and that the criminal codes have been tightened considerably during the past several years since the counterfeiting racket had become a serious problem.

Counterfeiting also drew attention from RIAA Executive Secretary Henry Brief who in his address reviewed the strides by the association during the past year in informing the public, the industry and legislators as to the problem which faces the record business. RIA, Brief said, co-operating with the Nassau County district attorney's office, was able to help in breaking an Eastern-based counterfeiting ring.

"Last April," Brief added, "a bill was introduced into the House of Representatives by Congressman Emanuel Celler, and in June a similar bill was introduced into the Senate by Sen. William Fulbright, both making the interstate shipment of counterfeit records and/or their labels a federal offense punishable by a jail term of up to five years, and/or a fine of up to \$10,000."

Other speakers included motion picture producer Sol Lesser who invited the recording industry to participate in the Hollywood museum, devoted to the motion picture industry and allied arts, now under construction. RIAA President Randy Wood presided over the meeting which was attended by board members Glenn Wallichs, Capitol Records president, and Irving Green, Mercury Records president.

## NARM Conclave In Miami April 8

NEW YORK—The National Association of Record Merchandisers are getting ready for the organization's fourth annual convention, to be held April 8 to 13 in Miami Beach. NARM is setting up an agenda that will feature recording company executives as speakers on industry problems, plus panel discussions and workshops devoted to the rack jobbing end of the disk business.

On Thursday evening, April 12, NARM will hand out its scrolls to record artists, at its awards banquet. Winners will not be announced until they receive their awards that evening. It is expected that over 100 members and associate members of the organization will attend the conclave.

# 'Not Doomed' Say Low-Price Mfrs.

## 99c LP Sales Still Doing Fine

By REN GREVATT

NEW YORK — Whether low-priced LP sales are sagging depends to a large extent on your point of view and what kinds of retail outlets you have in mind. At least two companies last week ventured statements to this effect with figures to back them up. The statements were issued in response to some reports that discounting of regular priced LP lines is destroying the low-priced business.

It is true, most agree, that the \$1.98 low-price LP has disappeared as a factor in the market. True, these records are still being manufactured, but the truth is that most stores are selling them for 99 cents. On the other hand, the disk lines made to sell at a 99-cent list are doing quite well, with expectations of considerably expanded activity this year.

The fact is that true low-price merchandise (the 99-cent kind) is not even a factor in the old-line record store. Yet a number of lines are available in many types of non-disk outlets; for example, drug-

## PICK UP BMW AT LONDON'S TRADES SHOW

LONDON—Art Rosett, director of Billboard Music Week's European operations, will be in charge of the BMW booth at the annual Amusement Trades Exhibition at the New Royal Horticultural Hall here, Tuesday (30) Through Thursday (1) traders may pick up current BMW issues at Booth No. 138. The papers will be jet flown directly from New York to London. The London show generally draws a large crowd of international coin machine and music traders.

stores, gas stations, liquor stores (in some States) and chains of many types. Phil Landwehr, exec at Premier Albums, Inc., points out that his company's Coronet 99-cent line is sold through more than 20,000 outlets of this kind. "We have just racked up well over \$1 million in gross sales for the year," Landwehr said, "and I feel that compares very favorably with a num-

(Continued on page 26)

## SOLID SOUND

# WINS Completes Shift From R.&R. to 'Pretty'

NEW YORK — The sound of music in New York City will be sweet in 1962, with more and more local stations switching to "pretty music" formats. The latest outlet to make the change is WINS, here, at one time the city's top rock and roller.

As reported in BMW last week, the new Storer station here, WMGM, will drop Top 40 and go with a "good music" type format February 28, when its call letters will be changed to WHN, its original tag. Station WMCA here is now following a moderated pop music policy, which, with the exception of the rhythm and blues outlet, leaves WABC as the only local station still operating on a Top 40 policy.

In confirming the switch to pretty music, Ted Steele, general manager of WINS, pointed out that actually the change has taken place gradually over a period of seven months. The station started by "moderating its programming (also as reported by BMW a few months ago)—spotting pretty disks in between the rockers.

Now, however, the racuous r.&r.

items will be eliminated entirely and only the "tasteful" r.&r. disks will be played. Stelle said that

(Continued on page 38)

## Faye Asks 500G For Ditty Damage

CHICAGO—A Bob Gibson and Bob Camp folk album on Elektra is the subject of a \$500,000 law suit and is being pulled off the shelves.

Complainant is entertainer Frances Faye, who says that the song, "Butternut Hill," on the album "Bob Gibson and Bob Camp at the Gate of Horn" (EKL 207), has caused her "irreparable injury."

The album has since been re-done with a new tune substituted for the offending band.

Names in the complaint, filed in U. S. District Court here, are Bob Gibson, Bob Camp, Summit Distributors, Inc. (local Elektra outlet), Melody Trails, Inc. (publishers), and Elektra Recording, Inc.

## Chi Low-Price Albums Strong

CHICAGO — Low-priced LP's may be having a tough time of it in some areas, but they're a big item here. A spot check of leading one-stops in the city shows that the low-priced LP is as healthy as it's ever been, maybe healthier, with items under a dollar leading in sales volume.

A report that Korvette's in New York is featuring 99-cent LP's at two for \$1 and that such items are a drug on the market (BMW, January 13) brought contrary opinions from local one-stops.

"Not so," said Russ DiAngelo, of Music Box, large South Side one-stop. "We've done very well with them, especially the Somerset and Valiant series. As a matter of fact, we've always done well with the low-priced merchandise."

### Promotion Pays Off

DiAngelo said Music Box promoted its low priced merchandise through mailers, "just like all our product," and that it sold well to both chain stores and retail outlets.

Fred Sipiora, at Singer one-stop, said, if anything, he is doing better with the low-priced LP's than ever before.

"No particular brand; the stores are just asking for anything that sells for under \$1. The 99-cent merchandise is a favorite."

Sipiora said that before many dealers refused to handle the low-priced LP's, calling it "junk." He says the reluctance on the part of many dealers to discount their top lines could be leading to a revival of interest in the low-priced LP.

Sipiora said Singer was selling the low-priced merchandise to both

(Continued on page 38)

## Nat, Vee Jay Hassle Over 'Duke of Earl'

NEW YORK—Les-Gal Productions, the Jerry Galuten, Hal Brody production firm, will issue a recording of "The Duke of Earl" by the Dukays this week (backed with "Kissin' in the Kitchen") on the Nat label. It is understood that this is the same recording of the "Duke of Earl" that is now out on the Vee Jay label with Gene Chandler. It is also understood that Gene Chandler is the leader of the Dukays.

"Duke of Earl" is currently one of the fastest selling records in the country on Vee Jay. The acetate of "The Duke of Earl" by the Dukays, according to Les-Gal productions, was submitted to their firm as a follow-up to "Night Owl," the current hit by the Dukays. Les-Gal claims first refusal on the master, and says that they did not refuse it and were preparing to put out the disk. A week later, they say, is was issued on Vee Jay.

## Mel Torme Signed To Atlantic Pact

NEW YORK — Veteran warbler Mel Torme has signed an exclusive contract with Atlantic Records. Torme will record his first album early in February when he appears here for a guest shot on the Garry Moore CBS-TV show. He is currently on a nation-wide college tour.

Atlantic plans to have Torme record with its top jazz stars. The label is also scheduling a location-date LP when Torme opens at the Bal Tabarin in London in late April.

Coming in the Feb. 10 Issue:

# How to Program and Sell CLASSICAL RECORDS

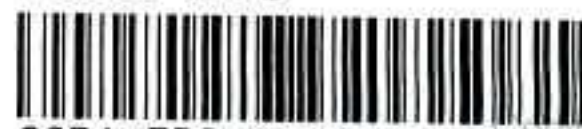
- to provide vital information for broadcasters about the programming of classical records
- to furnish ideas and success stories about the merchandising and marketing of classical records at the retail level
- to help increase sales and profits from classical records for everyone concerned

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## Station KALL Issues New LP Listing Designed as Sales Help

NEW YORK—The growing importance of radio to the promotion of albums was pointed up last week, when Station KALL, Salt

Lake City, issued the first of a bi-monthly "KALL Buyers Guide," featuring an "Album Buyers Recommendations" chart.

### To Sell Albums

Station KALL recently dropped Top 40 in favor of "Swing Along Sounds," and program director Flo Wineriter reports that the new album chart replaces KALL's previous Top 40 chart. "It is designed," notes Wineriter, "to increase album sales." The chart recommends five albums in each of six different categories — male and female vocalists, group vocals, big bands, show tune albums and jazz.

Wineriter said "Additional promotion of these albums will be heavily scheduled on the air and the KALL weekly play list will feature primarily these albums. All music stores in Salt Lake City are being asked to call the new chart to the attention of their customers." In line with this, the new chart features a message from Wineriter on the back page, tagged "New Sounds," wherein he talks about

(Continued on page 28)

## WHO'S WHO CORRECTION

NEW YORK—The following information was inadvertently omitted from charts that appeared in the "Who's Who in the World of Music" section of the December 25 issue and it is suggested that readers may be interested in adding this data to their issues.

On page 97 of "Who's Who," in the chart headed "International Tunes That Became Hits in America in 1961," there should have been a listing for the tune "Portrait of My Love," which originated in England and was published in the U. S. by Picadilly (BMI) and hit the Hot 100 in the United Artists version sung by Steve Lawrence.

On page 165 in the chart headed "The Best From France," there should have been a listing for the Xavier Michell recording of "Yo Tengo una Muneca" on the Sinfonia label, with Semi the publisher.

## Writers, Pubbers Get BMI Awards

NEW YORK—Broadcast Music, Inc., presents song awards to 123 writers and 68 publishers Wednesday evening (25) at a banquet to be held in the Hotel Pierre here. The annual BMI awards are based on disk and sheet music sales, radio and TV performances and coin plays.

Leading writer award winner is Howard Greenfield with five tune winners while Aldon Music won the title as publisher winner with 12 tunes. Other top writer winners are Gerry Goffin and Neil Sedaka, four tunes each; Jack Keller, Doc Pomus and Mort Shuman, three each; Gary Anderson, Hank Ballard, Luther Dixon, Carol King; Jerry Leiber, John D. Loudermilk, Joe Melson, Chips Moman, Willie Nelson, Clyde Otis and Del Shannon, two each.

Other leading publisher award winners were Acuff-Rose, five; Elvis Presley Music, four; Lois, Pamper, Progressive and Regent, three each.

## No D. C. Breakout

Continued from page 1

all age brackets have been swept into acceptance of the rock and other new aspects of pop music by the twist.

Mrs. Martha Kruglak, of Glen Records downtown, says a goodly percentage of her adult buyers (and they outnumber teen-agers in this store) have come back strongly to 45's because there are so many good new hits that can be played on the older one-speed, 45 r.p.m. record players. Also, the cross-pollinating of different musical types into one hit tune brings triple buying power. Mrs. Kruglak cites "Funny, How Time Slips Away," by Johnny Elledge, as an example of a tune popular with all three categories, country, rhythm and blues and pop.

Manager Glenn of Record City feels the manufacturers and distributors are still unloading too much product on the retail dealers and would like to see more strong sales promotion on fewer new titles. However, he has no complaints when it comes to the twist. "The Twist," says Glenn with real warmth, "is a wonderful thing. It really rejuvenated the singles business — and it's for everybody, kids and grownups alike."

In the album field, besides the twisters, Elvis still pulls heaviest album sales at Record City with the "Blue Hawaii" album, and the movie sound track of the "West Side Story" is outselling the original versions.

## Twist Rips Stereo

Continued from page 1

"New Action LP's" this week are "Arthur Murray's Music for Dancing the Twist" and "Twistin' in High Society" by Lester Lanin. The Lanin package is also on the stereo chart.

In addition to the Twist, r.&r. has also invaded the monaural chart in the form of collections of old r.&r. hits, most of them featuring r.&r. disk jockeys as emcees. Murray Kaufman, WINS, New York, has two such packages on the monaural chart this week; while both Alan Freed and Clay Cole, WNTA-TV, Newark, N. J., have similar packages listed as monaural "New Action LP's." Other chart items in this category are Vol. 1 and Vol. 2 of "Oldies But Goodies."

## Cramer Goes & Alexander Moves in Tenn.

NASHVILLE — "Let's Go" by Floyd Cramer on RCA Victor, and "You'd Better Move On," by Arthur Alexander on Dot, were the two breakouts in the Nashville-Memphis markets this past week. "Hey Baby" by Bruce Chamel on Smash, which hit the chart this week was solid in Nashville, too, and "Aw, Shucks, Hush Your Mouth" by Jimmy Reed on VeeJay was a strong Memphis seller. Marion Worth's "Go On Home" on Columbia was selling in Nashville.

Ripples of "The Pop-Eye" were being felt here last week as the new dance continued to catch on in New Orleans.

Nashville and Memphis dealers, quizzed about the new Huey Smith release, "Pop-Eye" on Ace, said they were getting some calls for the record. None of the dealers checked in these two cities, however, had yet stocked the disk, and few of them were aware that the record was a result of the new dance. The other two artists who've recorded "Pop-Eye" numbers are Eddy Bo with "Check Mr. Pop-Eye" on Ric and Ernie K-Doe with "Pop-Eye Joe" for Minit.

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Vol. 74 No. 4

## Patsy Cline, Flips Carry Phila. Action

PHILADELPHIA — Patsy Cline, fast-stepping Decca thrush, turned up one of the leaders in the disk derby here this week. Her hot new side is "She's Got You," and it shared sales honors with a number of other disks which recently moved onto the charts, plus the flip sides of several solid sales items.

While initial reports on Maxine Brown indicated action for "I Got a Funny Kind of Feeling," the flip "What I Don't Know" was getting some attention here too. In like manner, another ABC-Paramount artist, Lloyd Price, was showing action on "Be a Leader," though initial reports showed "Nother Fairy Tale" as the side.

Among the newer records, Jimmy Dean duplicated his country-wide pattern by selling big on both sides of his newest dishing, "To a Sleeping Beauty" and "Cajun Queen." Not yet in the chart swim but moving here were new sides like "She's So Fine," by Big Boy Myles on VeeTone, and

(Continued on page 38)

## 'Duke of Earl' Continues Hot

BALTIMORE—No new single broke out here last week, but the spectacular sales of "Duke of Earl," by Gene Chandler, continued to lead the newcomers.

Pacing the leader are "It Will Stand," by the Showmen; "My Boomerang Won't Come Back," by Charles Drake, and "Let Me In," by the Sensations. "Where Have All the Flowers Gone," by the Kingston Trio, is beginning to take hold here.

The twists are brisk as ever, both singles and LP's. Dan Beecher, of Blue Note record store, says business is up about 10 per cent over last year. He gives large credit not only to the twist but to King Elvis, whose "Blue Hawaii" album has kept right on selling at the holiday level.

## Ice & Sleet Stay Motor City Breaks

DETROIT—With traffic seriously slowed down for several potentially good business days by storm conditions — chiefly icy streets and sleet—the local record business failed to turn up any breakouts this week. Reports of good business indicate that the condition is only temporary.

The only new number showing any strength was Don Shirley's "Drown in My Own Tears," with flip "Lonesome Road" helping with a boost also. The Johnny Mae Mathews disk "Sue" was reported showing signs of moving up fast by several dealers.

In the album field, Joey Dee's "Peppermint Twist" is easily the leader, with Presley's "Blue Hawaii" and Lawrence Welk's "Moon River" also strong. Harry Belafonte's "Jump Up Calypso" showed strength too. Other albums leading the sales parade were Billy Vaughn's "Look for a Star," anything of Mitch Miller's, Bobby Vee's "Take Good Care of My Baby," Billy Vaughn's "Berlin Melody," Si Zentner's "Up a Lazy River," the old standby "Breakfast at Tiffany's," and a couple of jazz albums, "Midnight Special" by Jimmy Smith and "Doing the Thing" by Horace Silver.

## Siegel Cuts Music For Int'l Market

BERLIN — A multi-national release is in the offing for a new series of pop instrumentals featuring German conductor Oederland, his chorus and his orchestra. A unique concept finds the ork cutting three sides, so that the two best for each country, individually, can be utilized. The sessions were cut in Hamburg for Telefunken-Decca by Paul Siegel, who recently became an a.&r. producer for Teldec. Siegel, a native New Yorker, is now a music publisher and deejay in Berlin.

In Germany, the two sides released by Teldec are "It's a Long Way to Tipperary" backed with "Red, White and Blue" ("Stars and Stripes Forever"). In the U. S., London Records has leaned toward coupling "Tipperary" with "Epoca" for the American market.

Siegel recently visited London and Paris to meet with British Decca and French Decca on their coupling of the instrumentals, that are said to have been produced with a new mixing process involving eight-track tapes. French Decca chief A. Evans has offered Siegel his top female singer, Mick Michely, for future sessions with the Oederland ork. Siegel also acquired exclusive recording rights to music from the upcoming French film "LaFayette."



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# Tape Makers Give GEMA the Brush

MUNICH — Dr. Erich Schulze, board chairman of GEMA, the German ASCAP organization, has acknowledged the "total disinterest" of the West German tape recorder

and magnetic tape industry in assisting GEMA collect music taping royalties.

With unusual candor, Dr. Schulze reported that he has been rebuffed by every major German firm. GEMA's chairman said the firms cold-shouldering him included: German General Electric (AEG), Grundig, Koerting, Loewe Opta, Nord Mende, Philips, Saba, Telefunken, Uher, AGFA, and BASF. The latter two firms produce most of Germany's magnetic recording tape.

## Two Linda Scott Disks Hit at Once

NEW YORK — The breakneck, competitive pace of today's record business was pointed up last week by the case of young Linda Scott.

The best-selling disk star, whose contract expired with Canadian-American last Friday (12) did a recording session for that label from 10 p.m. till midnight on that date, following which she segued directly into a recording session for her new label, Congress.

Congress is owned by Neil Galligan and Bob (Hutch) Davie. Until recently, Galligan was Canadian-American's prexy and Davie was its artist and repertoire director. Bernie Lawrence is the new Canadian-American head. (See separate story on Congress label.)

Davie, who also manages Miss Scott, a.r.'d both dates.

Both labels rushed their new Linda Scott singles out to deejays early last week. The competitive picture is heightened by the fact that many of Canadian-American's distributors also handle the new Congress label. The canary sings "Bermuda" and "Lonely for You" on the Canadian-American disk and "Town Crier" and "Yesiree" on Congress. Both records are BMW "Spotlights" this week.

Armed with a court decision that the mere ownership of a recorder "implies the intent to tape music," Dr. Schulze tackled the producers, offering them his "good offices" in "arranging compliance with the court's decision."

However, the producers replied, in effect, "What decision?" Dr. Schulze reported all he got from them was a cold stare. In fact, the producers turned the GEMA "good offices" proposal over to its trade organization, the Central Association of the Electrotechnical Industry (ZVEI).

ZVEI answered GEMA that it "felt obliged to refrain from interference in the private sphere, which sphere should be reserved to the appropriate legislative organs of the State." ZVEI pointed out, additionally, that West Germany's Parliament is writing a new

*(Continued on page 26)*

## Columbia Staffers In New Positions

NEW YORK — Bob Thompson has been named manager of national promotion for Columbia Records Sales Corporation. His function will be to co-ordinate promotion of popular product by the Columbia field sales force.

Thompson was the label's regional promotion manager for the Mountain Pacific region. He replaces Sal Forlenza and will be located in New York City. Bob Murphy succeeds Thompson as regional promotion man for the Mountain Pacific section.

Also at Columbia Mrs. Elizabeth Lauer was named as special assistant to President Goddard Lieberston. She will be responsible for assisting Lieberston in all activities relating to original cast s'ow albums. She will also continue certain of her duties as executive secretary to the president.

## RSI Providing 50 Cast Albums

NEW YORK — In line with the current trend toward stations programming more "good music," Record Source, Inc., is providing a new service to stations, featuring a package of 50 original-cast Broadway show albums.

The package covers hit shows from 1946 up to the current season, including "How to Succeed in Business Without Really Trying," this year's smash hit. Hal Cook, RSI prexy, said the idea for the new package was suggested by Jim Ownby, of KNDI, Honolulu, who spotlights a weekly Broadway show album program on his station.

Cook, who has already received 200 orders from stations for the new series, opines that increased use of show music by stations across the country is bound to stimulate sales on catalog original-cast LP's as well as current items.

## Columbia Buys Bradley Studios; Operation to Continue as Usual

NASHVILLE — Owen Bradley announced last week the sale of Bradley Studios, Inc., here to Columbia Records for more than \$300,000, with Columbia's occupancy of the studios effective February 1.

Owen and brother, Harold Bradley, organized Bradley Studios here in 1955 and it has long been the leading independent recording studio in Nashville.

Columbia says that the Bradley Studios will continue to operate the same as always and with virtually the same personnel.

"The change," Bradley said, "will insure that the music business will be here in Nashville from now on." Kenneth E. Raine, director of industrial relations for Columbia, said his company bought the studios "to strengthen our position in the recording field."

The contract, signed by Bradley, Mrs. Ruby Strange and Raine, calls for transfer of all assets of Bradley Studios to Columbia, including the building, equipment "and everything else out there," Raine said.

New addition to the Bradley staff of four engineers and four other employees will be Bill Denny, vice-president of Cedarwood Publishing Company here. Denny, son of Jim Denny, owner of Cedarwood, will serve as general manager of Bradley Studios for Columbia.

## L. A. City Fathers Commend Bennett

HOLLYWOOD — Los Angeles' city fathers last week took time out from tackling the knotty civic problems at hand to vote a salute to Al Bennett, president of Liberty Records. The city council adopted a resolution to "hereby congratulate Mr. Alvin Bennett, as president of Liberty Records, Inc., for outstanding work he has done, not only on a local level, but on a national and international level, which has stimulated world trade in Los Angeles. . . ."

## LATE POP SPOTLIGHTS

### SINGLES

#### JACK SCOTT



**GRIZZILY BEAR** (January, BMI) (2:15)—**CRY, CRY, CRY** (Wolfpack, SESAC) (2:30)—Jack Scott has his best coupling in a spell here, with "Grizzily Bear," a slow, steady beat side, with a good teen-styled lyric especially well done. Flip is more upbeat, also well handled against good guitar support. Both sides can move. Capitol 4689

#### SANDY NELSON



**DRUMS ARE MY BEAT** (Travis, BMI) (2:07)—Here's another catchy drum waxing by Sandy Nelson that should intrigue the teen set. Insinuating vamp is played neatly by the drummer, with good rhythm support. Flip is "The Birth of the Beat" (Travis, BMI) (2:58). Imperial 5809

#### LINDA SCOTT



**BERMUDA** (Suffolk, BMI) (2:11)—**LONELY FOR YOU** (Footlight, BMI) (2:20)—This is Linda Scott's second release this week, the other is on her new label, Congress, but it, too, could be a solid hit. She sings the oldie with her usual feeling, and the backing is first-rate, too. Second side also has a chance to make the charts, featuring a strong vocal by the lass. Canadian-American 134

## Liberty Names Jerry Thomas International Sales Director

HOLLYWOOD — Jerry Thomas last week was named Liberty Records' international sales director. Appointment was made by Liberty President Al Bennett immediately prior to the latter's departure for England and the Continent to attend the official kick-off of the label's overseas distribution deal with EMI.

Thomas replaces Dick Annotico who for two and a half years headed Liberty's international sales operation. Annotico will remain in the international sales department long enough to facilitate the transition of the operation to Thomas, and then will be reassigned within the ranks of the company.

### Prior Service

Prior to joining Liberty, Thomas served as assistant to Dot Records President Randy Wood since 1957.

Bennett will be accompanied on his European trek by Liberty Board Chairman Sy Waronker, a.&r. producer Snuffy Garrett, and Liberty artist Bobby Vee. They will aid in the debut of Liberty's own label in the European market, since terms of the EMI deal provides the U. S. firm to retain its label identity overseas. Heretofore, Liberty's wares had appeared under English Decca's London banner.

## Koss Kicks Off Earphone Promo

MILWAUKEE — Koss Electronics has kicked off 1962 with a new campaign to build interest in stereo listening with earphones. Part of the campaign involves a display unit, designed to permit demonstration anywhere in the audio store.

The display invites the customer to pick up the mounted set of earphones and hear for himself the reproduction qualities of the unit, and to help themselves to literature describing the Koss line of phones, portable phones and amplifiers.

The entire display is available to dealers at \$14.95, less the cost of the phones alone. A primary aim is to stimulate sales of all components as well as the phones.

## Joe Kolsky Joins Diamond Records

NEW YORK — Phil Kahl, who sold out his interests in Roulette Records and the Planetary-Patricia-Kahl Music publishing firms, has joined his brother Joe Kolsky in the operation of the new Diamond Records company.

Kahl is setting up two new music firms for the Diamond company—Tobi-Ann, BMI, and Richard Irwin, ASCAP. Kahl will also launch an active campaign to obtain publishing and sound track album rights to TV and movie properties, and will be active in the a.&r. field.

His first tune in Tobi-Ann is "Twistin' Rose of Texas," a Twist version of "The Yellow Rose of Texas" which has been recorded by Johnny Desmond on Diamond. Desmond had one of the best selling versions of the original.

It's interesting to note that Kahl's old firm, Planetary, holds the copyright on "The Yellow Rose of Texas." He was also to put the Twist version into his new firm because the tune is a p.d. item and features a new lyric penned by his wife, Shayne Cogan, and Billy Mure. Noting the current trend towards

more "good music" programming by radio stations (see last week's Billboard Music Week) Kahl said that Diamond will cater to the new taste and produce singles styled along less raucous lines — "rock and roll but with taste."

Diamond hasn't set any regular a.&r. director yet, but is working with several free lancers including Paul Vance, Mure, Bob Crew and Sid Bass. The Kolsky-Kahl team also plans to manage talent. They are co-managers (with Vance) of Susan Sommers, who records for Diamond.

Meanwhile, Kahl and attorney A. Halsey Cowan plan to leave for Europe within the next three months to set up distribution and tie-ups for the label and publishing firms abroad.

*An open letter to the industry!*

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# Columbia Sales Climb South of the Border

NEW YORK — American Columbia's South American disk operation showed substantial increase in 1961 as against 1960, on both the singles and LP level. Peter de Rougemont, vice-president of the firm's entire Latin-American operation, who was in town last week for conferences with international a.&r. chief Nat Shapiro and Columbia President Goddard Lieber-son, said that business was up in Argentina, Brazil and Mexico.

In Argentina, he said, business in 1961 was up by 60 per cent, due to a small price increase, a larger market for records, and a great increase in custom pressing in the Argentine plant. In Mexico business jumped by 20 per cent, and in Brazil unit sales were double 1960 in singles, and 50 per cent greater in LP's.

**Triple in 5 Yrs.**  
The Latin vice-president expressed the belief that the prediction made in late 1960 that the Latin operation would triple its business in about five years will come true. In 1960 Columbia's Latin gross business was estimated at \$4 million.

While business has been increasing for Columbia's South American label—which will change to the

CBS label in late May or June—it has also been increasing its stereo sales. In Brazil stereo sales of classical records are equal to mono classical sales. Pop stereo disks are about 15 per cent of the pop LP market. In Argentina stereo sales are about 7 per cent of LP sales.

In most South American countries 78 r.p.m. singles still hold a goodly share of the singles market, according to de Rougemont, especially in rural areas.

### 33 Argentinian Hit

Surprisingly enough, in Argentina, it is the 33 r.p.m. single—not the 45—that has risen to 50 per cent of single sales and is still rising. He said that when 33 singles were introduced into Argentina in 1960, the 45 had not yet become established, and the 33 was able to take a strong hold. The 33 single is now doing well in Brazil, where it has grabbed 20 per cent of single sales, and is getting good sales action in Uruguay. As yet the 33 single is not available in Mexico, and has made no dent at all in Chile.

In Argentina and Brazil, the 33 EP rather than the 45 EP appears to be the coming thing.

Local artists continue to be more and more important in South American countries. De Rougemont noted that 50 per cent of all record sales in Mexico, Argentina and Brazil, with the other 50 per cent comprising the firm's U. S. repertoire.

Columbia is building a new studio in Buenos Aires, which, when completed, is expected to be the most up-to-date in South America. Columbia also has studios in Mexico and Brazil and pressing facilities in the three countries. Its licensees handle the line in the other South American republics.

## Frank Acquires Fideree Music

NEW YORK—Frank Music, the Frank Loesser music firm, has acquired Fideree Music Corporation. Fideree holds over 150 copyrights on Josef and Miranda Marais' songs that have been recorded on singles and albums over the years.

Catalog includes such items as "African Carol," "Cherry Tree Carol," "Henrietta's Wedding," "The Donkey's Lament," "Fife and Drum," "Eleven Little Froggies," etc. Frank Music currently publishes a number of Marais songs, including "A-Round the Corner" and "Oh Brandy, Leave Me Alone." The acquisition of the Fideree catalog portends a greater emphasis by Frank on folk music.

## Jim Halsey Heads New Stone Agency

HOLLYWOOD — Jim Halsey, head of Thunderbird Artists Corporation, Independence, Kan., arrived here last week to take over as head of the new talent management office formed by Cliffie Stone, veteran West Coast impresario. New firm, to be known as Cliffie Stone Associates, is located at 1483 North Vine Street here.

Halsey brings with him to CSA Capitol recording artists Hank Thompson and Wanda Jackson, who have been under his personal management for some time, and Roy Clark, Capitol artist recently signed by him.

Stone is generally credited with launching the careers of such recording names as Tennessee Ernie Ford, Tommy Sands, Polly Bergen, Joanie O'Brien and Stan Freberg.

# 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)..... 38
- Belafonte at Carnegie Hall (RCA).....(17) 45
- **BIG BAD JOHN (COL)**.....(24) 23
- **CHUBBY CHECKER/BOBBY RYDELL (CAMEO)**.. 7
- Come Swing With Me (Cap)..... 54
- Dance Till a Quarter to Three (LeGrand).....141
- Bobby Darin Story (Atco).....126
- **DO THE TWIST (ATL)**..... 18
- **DOIN' THE TWIST AT THE PEPPERMINT LOUNGE (ROU)**.....(29) 2
- **FOR TWISTERS ONLY (PARK)**..... 10
- Heavenly (Col) ..... 57
- Hell Bent for Leather (Col).....116
- Buddy Holly Story (Col).....100
- Hymns (Cap) ..... 84
- **HYMNS AT HOME (CAP)**.....144
- I Remember Tommy (Rep).....(12) 16
- Johnny's Greatest Hits (Col) ..... 37
- Jump Up Calypso (RCA) .....(37) 39
- Let's Twist Again (Park) ..... 12
- **MERRY CHRISTMAS (DEC)**.....(45) 68
- **MERRY CHRISTMAS (COL)**..... 83
- Moody River (Dot) .....143
- Nice 'N' Easy (Cap) .....136
- Portrait of Johnny (Col) .....(18) 20
- Jimmy Reed at Carnegie Hall (V-J).....104
- Rick Is 21 (Imp) .....118
- **RUNAROUND SUE (LAURIE)**..... 32
- Twist (Park) ..... 6
- **TWIST WITH BOBBY DARIN (ATCO)**..... 94
- Whole Lotta Frankie (Chan) .....145
- **YOUR TWIST PARTY (PARK)**..... 3

### Female Vocalists

- All the Way (Dec) .....125
- **JOAN BAEZ, VOL. II (VAN)**..... 17
- Basin St. East Proudly Presents Miss Peggy Lee (Cap) 142
- Connie's Greatest Hits (MGM) .....109
- Ella in Hollywood (Verve) ..... 70
- Judy at Carnegie Hall (Cap) .....(7) 9
- Never on Sunday (MGM) ..... 27
- Roaring 20's (WB) .....101
- **SEPTEMBER IN THE RAIN (MERC)**..... 81
- This Little Boy of Mine (Ever) ..... 99

### Duos and Groups

- **BROTHERS FOUR SONG BOOK (COL)**..... 85
- Colorful Ventures (Dolt) .....146
- Encore of Golden Hits (MERC) ..... 74
- Four Preps on Campus (Cap) .....122
- From the Hungry I (Cap) ..... 86
- Gain' Places (Cap) .....123
- Here We Go Again (Cap) ..... 93
- Highwaymen (UA) .....130
- Kingston Trio (Cap) .....103
- Kingston Trio Close Up (Cap) .....(34) 21
- **LET'S ALL SING WITH THE CHIPMUNKS (LIB)**.....124
- **LION SLEEPS TONIGHT (RCA)**.....140
- Slightly Fabulous Limericks (RCA) .....(8) 34
- Tonight in Person (RCA) ..... 77
- **TWIST WITH THE VENTURES (DOLT)**..... 48

### Chorus

- Christmas Sing Along With Mitch (Col) .....(35) 59
- **CHRISTMAS WITH CONNIFF (COL)**.....121
- Fireside Sing Along With Mitch (Col) ..... 69
- Folk Song Sing Along With Mitch (Col) ..... 96
- Happy Times Sing Along With Mitch (Col).....131
- **HOLIDAY SING ALONG WITH MITCH (COL)**.....(6) 5
- Memories Sing Along With Mitch (Col) ..... 90
- More Sing Along With Mitch (Col) ..... 95
- Saturday Night Sing Along With Mitch (Col) ..... 88
- Sentimental Sing Along With Mitch (Col) ..... 97
- Sing Along With Mitch (Col) .....(15) 25
- Still More Sing Along With Mitch (Col) ..... 67
- TV Sing Along With Mitch (Col) .....(40) 55
- Your Request Sing Along With Mitch (Col) .....(28) 33

### Mixed Voices

- **MURRAY THE "K's" BLASTS FROM THE PAST (CHESS)**..... 28
- Murray the "K's" Sing Along With the Original Golden Gassers (Rou) .....134
- Oldies But Goodies, Vol. I (OS) ..... 30
- Oldies But Goodies, Vol. III (OS) ..... 35
- Sixty Years of Music America Loves Best, Vol. III (RCA) .....127

## COMEDY LP's

- Ain't That Weird? (RCA) ..... 79
- Behind the Button-Down Mind of Bob Newhart (WB) .41
- Button-Down Mind of Bob Newhart (WB) ..... 40
- Button-Down Mind Strikes Back (WB) .....105
- Here's Jonathan (Verve) .....107
- Jose Jimenez at the Hungry I (Kapp) ..... 64
- **JOSE JIMENEZ IN ORBIT/BILL DANA ON EARTH (KAPP)**..... 75

Title (Label) (Stereo) Mono Top LP Rank

- **JOSE JIMENEZ, THE SUBMARINE OFFICER (KAPP)**.....117
- Knockers Up (Jub) ..... 19
- Moms Mabley at the Playboy Club (Chess) .....110
- Moms Mabley at the UN (Chess) ..... 80
- A Personal Appearance (Verve) ..... 51
- Sinsational (Jub) ..... 82
- **RUSTY WARREN BOUNCES BACK (JUB)**..... 42
- **WOODY WOODBURY'S SALOONATICS (STERODD)**..... 89

## INSTRUMENTAL LP's

### Mood and Dance

- **BERLIN MELODY (DOT)**.....(20) 43
- **BIG BAND PLAYS BIG HITS (LIB)**.....139
- Calcutta (Dot) ..... 56
- **CHRISTMAS MUSIC (LON)**.....106
- Ebb Tide & Other Instrumental Favorites (Dec).....(30) 72
- **FERRANTE & TEICHER, LOVE THEMES (UA)**.....(36)
- Golden Waltzes (Dot) .....(48) 111
- Italia Mia (Lon) .....129
- **LET THERE BE DRUMS (IMP)**..... 50
- **LET'S TWIST HER (HI)**.....115
- Mexico (Manu) ..... 92
- **MOON RIVER (DOT)**.....(11) 29
- New Piano in Town (RCA) ..... 91
- Orange Blossom Special & Wheels (Dot) .....132
- Satin Affair (Cap) .....150
- Somebody Loves Me (Col) .....(33) 73
- **SONGS OF PRAISE (LON)**..... 87
- Stars for a Summer Night (Col) .....(16) 148
- **TWISTIN' IN HIGH SOCIETY (EPIC)**.....(41)
- Yellow Bird (Dot) .....(22) 66
- Yellow Bird (Life) .....120

### Jazz

- **BEST OF THE DUKES OF DIXIELAND (AF)**.....(21) 114
- Miles Davis, in Person Friday Night at the Blackhawk, San Francisco, Vol. I (Col) .....119
- Dreamstreet (ABC) .....135
- Exodus to Jazz (V-J) .....137
- Pete Fountain's New Orleans (Cor) .....149
- Genius After Hours (Atl) .....147
- Genius of Ray Charles (Atl) .....102
- Genius Plus Soul Equals Jazz (Impulse) .....113
- Genius Sings the Blues (Atl) .....138
- **TIME FURTHER OUT (COL)**.....(39) 62
- Time Out (Col) .....(9) 24
- What'd I Say (Atl) ..... 47

### Percussion and Sound

- **50 GUITARS GO SOUTH OF THE BORDER (LIB)**.....(46)
- Melody and Percussion for Two Pianos (Lon) .....(49)
- Pass in Review (Lon) .....(43)
- **PERCUSSION TWENTIES (LON)**.....(50)
- Persuasive Percussion, Vol. I (Com) .....(25)
- Stereo 35/MM (Com) .....(3)

## SHOW MUSIC

### Original Cast

- Camelot (Col) .....(5) 11
- Carnival (MGM) .....(38) 58
- Fiorello (Cap).....133
- Flower Drum Song (Col) .....108
- **HOW TO SUCCEED IN BUSINESS WITHOUT REALLY TRYING (RCA)**..... 26
- Kean (Col) ..... 98
- **MILK AND HONEY (RCA)**.....(31) 13
- My Fair Lady (Col) .....(27) 22
- **SAIL AWAY (CAP)**..... 65
- Sound of Music (Col) .....(4) 8
- South Pacific (Col) ..... 53
- West Side Story (Col) .....(19) 15

### Sound Track

- **BABES IN TOYLAND (VISTA)**..... 76
- Ben-Hur (MGM) ..... 71
- Blue Hawaii (RCA) .....(1) 1
- Exodus (RCA) .....(26) 31
- **FLOWER DRUM SONG (DEC)**.....(42) 60
- G. I. Blues (RCA) ..... 61
- King of Kings (MGM) .....(13) 44
- Never on Sunday (UA) ..... 49
- South Pacific (RCA) .....(23) 63
- West Side Story (Col) .....(10) 14

### Music From Musicals, Films and TV

- Breakfast at Tiffany's (RCA) .....(2) 4
- Film Encores (Lon) .....128
- Great Motion Picture Themes (UA) .....(32) 46
- Music From Exodus & Other Great Themes (Lon)..... 78
- West Side Story (Cap) .....(47) 52
- **WEST SIDE STORY (UA)**.....(14) 36

## CLASSICAL & SEMI-CLASSICAL LP's

- Rodgers Victory at Sea, Vol. III (RCA).....(44) 112

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

## Three New Music TV Series Ready

NEW YORK—Three new syndicated TV music shows are in the works for the coming season.

"Jazz for Sale," a half hour series featuring well-known jazz musicians, is being produced on video tape at MGM TV studios by Seven One Seven Productions. The series' first episode stars Charlie Shavers, Mundel Lowe, Jerry Jerome, Bill Byers, Al Cohn, Hank Jones, George DeVivia, Don Lamond and Eddie Costa, with Rita Hayes as vocalist.

Also set for syndication is a series with a bowling gimmick starring WJZ-TV, Baltimore, deejay Buddy Deane and various recording stars. There is also a series starring Frankie Laine. Frankie Avalon appears in the first Deane show.

"Jazz for Sale" will be offered on two levels—for regional sponsorship in the U. S. and for intensive overseas sale. James Lichtman, producer of the series, comments: "The overseas markets offer a strong potential for jazz programs because of the high enthusiasm for authentic jazz abroad."

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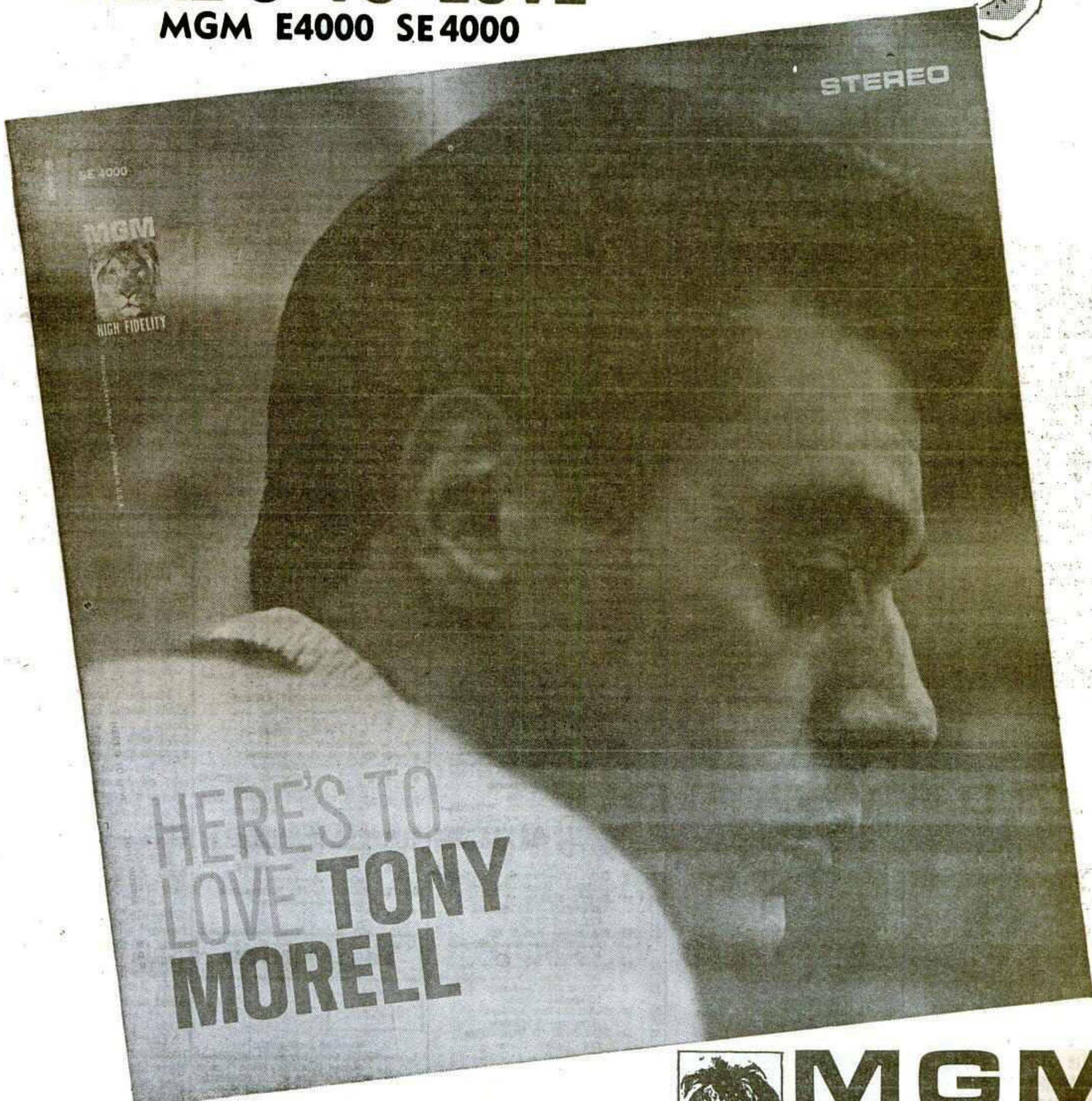
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HITS OF THE WORLD



Europe

EIRE

- (Courtesy Dublin Evening Mail) This Last Week Week 1 2 MOON RIVER—Danny Williams (HMV)—Chappell...

FINLAND

- (Courtesy Itta-Sanamati, Helsinki) This Last Month Month 1 7 VIIMEINEN MOHIKAANI—Brita Koivunen (Scandia)...

FRANCE

- \*Denotes local origin This Last Week Week 1 1 LET'S TWIST AGAIN/LE TWIST—Johnny Halliday (Philips)...

GERMANY

- This Last Week Week 1 2 MEXICO—Bob Moore (London)—R. M. Siegel

- 13 ELISABETH SERENADE—Gunter Kallmann Chor (Polydor)

HOLLAND

- (Courtesy Platennieuws, Amersfoort) This Last Week Week 1 1 I'M GONNA KNOCK ON YOUR DOOR—Eddie Hodges (Cadence)—Belinda

ITALY

- (Courtesy Musica e Dischi, Milan) \*Denotes local origin This Last Week Week 1 1 \*LA BALLATA DELLA TROMBA—Nini Rosso (Titanus)

NORWAY

- (Courtesy Verdens Gang, Oslo) This Last Week Week 1 1 GIRL IN YOUR ARMS—Cliff Richard (Columbia)—Stockholms Musikproduktion

- 13 ROCK-A-HULA BABY—Elvis Presley (RCA)

SPAIN

- (Courtesy Discomania) \*Denotes local origin This Last Week Week 1 3 MARY CARMEN—Duo Dinamico (La Voz)—Musica Del Sur

SWEDEN

- This Last Week Week 1 2 SANT AR LIVET (You Can Have Her)—Anita Lindblom (Fontana)—Sweden Music

Asia & Pacific

AUSTRALIA

- (Courtesy Music Maker, Sydney) \*Denotes local origin This Last Week Week 1 1 LET THERE BE DRUMS—Sandy Nelson (London)—not published

HONG KONG

- This Last Week Week 1 — LET'S TWIST AGAIN—Chubby Checker (Parkway)

- 1 ROCK-A-HULA BABY—Elvis Presley (RCA Victor)

INDIA

- (Courtesy The Voice, Calcutta) This Month 1 NEVER ON SUNDAY—Lyn Cornell (Decca)

JAPAN

- (Courtesy UTAMATIC, Tokyo) \*Denotes local origin This Week Week 1 1 \*KOSHU—Matsushima Akira (Victor)—Victor

SOUTH AFRICA

- (Courtesy Lourenco Marques Radio) This Last Week Week 1 1 NO MORE—Elvis Presley (RCA)—Aberbach

The Americas

BRAZIL

- \*Denotes local origin 1 — \*FICA COMIGO ESTA NOITE—Nelson Gonçalves (RCA Victor)

- \*RANCHO DAS FLORES—Banda dos Bombeiros do Rio (Odeon)

MEXICO

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

VENEZUELA

- (Courtesy Motidiscos, Caracas) This Last Week Week 1 3 CIEN KILOS DE BARRO—Enrique Guzman (Columbia)

MEXICO

Pinal Sings 'Irma' Tunes for Victor

By OTTO MAYER-SERRA Editor, Audiomusica Apartado 8688, Mexico City

Mexico's foremost actress Sylvia Pinal (star of Bunuel's picture "Viridiana"), who several years ago had a hit with "Bells Are Ringing," will open in the last week of this month with her own production in Spanish of "Irma La Douce." RCA Victor signed her for her first LP, in which she will sing, among other selections, the principal chansons tunes from "Irma."

For the same company, Jamaican-born Zack Matalon will record, also in Spanish, the calypso "Bateau de Tahiti" and his own rock, "Stay With Me."... "Music of the Bull-fights," with interesting special effects of the "Plaza Mexico," was recorded by RCA and will be released in the U. S. Composer Mario Ruiz Armengol conducted the big band of the bull ring.

New LP's The following LP's, which promotional manager Guillermo Buerckle brought back from his recent South American trip, will be issued by Peerless Records: "The Floating Violins" of Elcio Alvarez, Poly and his Hawaiian guitar, "Latin Music" by Guerra Peixe and Paraguayan folklore by harpist Luis Bordon.

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**ARGENTINA**

**Twist Stirs  
Argentina**

By RUBEN MACHADO  
Lavalle 1783, Buenos Aires

A Twist wave engulfs the country. Chubby Checker and his "Let's Twist Again" is heading a long list of versions. Lalo Franzen (Victor), Richard Anthony (Odeon), have recorded this number. Columbia released a long-play twister by Ray Conniff and a single by Billy Cafaro with "Quiero Reir," a number by Don Gibson and "Cerca de Las 7" 1/2 Lucio Milena.

Jose Cibrian, star of the musical play "My Fair Lady," will record in Sicamericana the principal tunes of the play, in Spanish.

**Cinema Awards**

Waldo de Los Rios, musical director of Columbia Argentina, has been rewarded for the third time by the Argentine Association of Cinema Critics for the music of the soundtrack of the film, "Alias Gardelito." In 1959 and 1960 he

was rewarded for writing the music of the films, "Los Dioses Ajenos" and "Shunko."

**AUSTRALIA**

**Predict Big  
1962 Sales**

By GEORGE HILDER  
19 Todman Ave., Sydney

Leading recording companies throughout Australia are predicting that 1962 will be a bumper sales year for singles and albums. Jim Sutton, sales manager for the Australian Record Company, reported that John Wise of L. S. Wise & Company of Adelaide, distributor for the Coronet and United Artist label, showed terrific sales figures for all labels during November and December. Wise is promoting the Dave Brubeck Concerts in Adelaide which are scheduled for March.

The same enthusiasm for sales figures on all labels came from Colin Hopgood of Brisbane, Queensland. Bob Whitty of RCA stated that the Presley album "Blue

Hawaii" sold 13,000 in two weeks of its release while the single "Rock-A-Hula Baby" has reached 27,000 in three weeks and still going strong.

**Disk Business**

Fred C. Marks, executive director of Festival Records, has just signed a contract with Art Technique and Commerce, the French firm which handles the Odeon and Top Rank labels in France, for the release of the Joy Boys and Lonnie Lee's Leemen, both instrumental groups.

Aussie singers are making a big effort to capture the pop music market. The new records released this week include Col Joye with "Sweet Little Sixteen Twist," Johnny Devlin's "Swimmin' Suit" and Lonnie Lee's "When the Bells Stop Ringing."

E.M.I. is very excited with the new Charlie Drake recording entitled "Naughty" which has been planned for release second week in February as a follow-up to "My Boomerang Won't Come Back."

Another disk which is being rush released is the sound track of "Twist Around the Clock" sung by Clay Cole from Imperial on London. The movie is booked for release early February. Most songs from the picture are controlled here by Belinda Music who also have five songs featured in "Teen-age Millionaire."

the meantime, and as a result of strong action, a Flemish version was brought on the market under the title of "In Hong Kong" by the Hi-Fi's. The latest versions of "Happy Jose" are by Fud Leclerc on Polydor, Clark Richard on HMV, and by Al Verlane on Fast. Other new releases this week include: "Tina" by Frank Sinatra on Reprise and "Unchain My Heart" by Ray Charles on ABC-Paramount.

The music from the motion picture "The Guns of Navarone" is a hit in the French part of the country. Most in demand are the French version by Les Compagnons De La Chanson on Columbia, closely followed by the original sound track on the Philips label.

**BRITAIN**

**EMI-Pye Vie for  
Epic Disk Issues**

By DON WEDGE  
News Editor, New Musical Express

American Columbia's future in the British market has taken another intriguing turn with the revelation that EMI—as well as Pye—is negotiating to distribute the Epic repertoire here. If EMI concludes the deal it would mean the two Columbia Records operations would again be linked. U. S. Columbia was issued here for many years on EMI's Columbia label until the end of 1952, when—with the launching in Britain of Philips—it switched.

**Distribution**

Deals that have been announced include a lease-tape one between Pye and Laurie. The British firm has placed "Hear My Song Violletta" with Laurie; the disk was recorded by its Norwegian artist Ray Adams. . . . Melodisc has launched the Simcha label here, specializing in LP releases of Jewish material by such artists as Eddie Cantor, Molly Picon and Eli Basse—all of whom were among last week's first issue of 16 albums.

Delta has started a Rarities label on which will be released material from the U. S. Concert Hall label.

RCA is to add the Victor name to its label here. It is understood to be part of a world-wide policy to bring the label more closely in line with its American parent. It will be in operation by February 22 when Paul Anka is due here to launch his first disks for the label.

**Sales**

Outstanding sales feat this month is by Cliff Richard's "The Young

Ones," which entered the chart in its first week at No. 1, despite being available on a best selling LP. EMI claimed a record for its order—500,000 by the end of the day of release. Five days later 750,000 copies had been pressed. The number is American. Published by the Leeds Music affiliate Harms-Witmark, it was commissioned from Tepper and Bennett by Leeds' British chief Cyril Simons as a title song for a musical film starring Richard. The movie, an outstanding success itself, has also produced two other hits, Richard's "Girl in Your Arms" and "The Shadows' "The Savage"—all on EMI-Columbia, which also has the sound-track LP. Fontana cut another of the film's numbers, "Lessons in Love," with the Allison's for issue last Friday.

**Twist Break**

The twist, after getting all the publicity possible, looked as if it would not happen here. But it has now exploded into the chart, the public finally catching up with the promotional pacemakers. Chubby Checker's name appeared for the first time with two disks—"The Twist" and "Let's Twist Again." It has now been joined by Danny Peppermint's "Peppermint Twist."

**Publishing Business**

In a deal with Edizioni Curci, Milan, Robbins has obtained world rights (outside Italy) to a song by Toni Devita, being called in English, "Softly as I Leave You." The new lyric, written by John Harris, has been recorded by Matt Monro as his next Parlophone single. . . . The sheet music distributing firm of F. and R. Walsh is starting a drive aimed at record dealers to step up sales.

**Visitors**

Pye's Petula Clark returns to her Paris home January 24, plans to spend most of the year on the Continent, visiting the U. S. in the late fall. . . . EMI-Columbia's Alma Cogan visits Barcelona January 23 for television. . . . Liberty's Bobby Vee is scheduled to visit Helsinki, Stockholm, Copenhagen and Amsterdam this week, being due in London Sunday (28).

**DENMARK**

**Twist Promos  
Hitting Danes**

By ARNE HANSEN  
11 Malerbakken, Holte

The Twist has reached Denmark, where dancing schools and record companies have joined efforts to make this new craze popular. Demonstration teams will tour the country and original disks by Chubby Checker and Bill Black are already affecting the market. "Hello, Mr. Twist," with teen-age idol Otto Brandenburg, has just been released by Odeon and will no doubt soon get competition from other local Twist recordings.

**Eurovision Prizes**

Finals of the annual Eurovision Melody Grand Prix this year take place in Luxembourg, March 18. The Danish contribution will be chosen in Copenhagen, February 11. Absolute secrecy surrounds this contest, which is open to everybody. So last year's winner "Angeli-que" (a top hit in all Scandinavia), was written by an amateur composer, Aksel V. Rasmussen.

**Club Back**

After a close down for more than a year, Copenhagen has now regained its previous jazz center, Club Montmarte. The club became famous through the appearances of Oscar Pettiford and Stan Getz (then residing here, and its closing was a severe blow to Danish jazz life. On New Year's Eve Montmarte was reopened by a private syndicate.

**'It's a Good Feeling To Be Needed'**



Cartoon by Burris Jenkins

**BELGIUM**

**Twisters Save  
Record Trade**

By JAN TORFS  
Stuivenbergvaart, 37-Mechelen

Year's end generally saw good sales over the whole country. Most of the dealers are satisfied and give their thanks to the twist. Antwerp saw Chubby Checker's "Let's Twist Again" on top of the best seller list, and dealers were lucky that Gramophone had enough stock to fulfill the heavy demands.

**1962 Prediction**

The year 1962 is predicted as a very good year in the record business, although the twist still marches on (and as we think for many more months to come). One of the records to watch is "Happy Jose," released in the States by Jack Ross on Dot. Over here, Class Music, Antwerp, is handling the tune which has been recorded by many different artists on different labels. Moonglow was the first to record the song under the name of "Ching Ching," sung by Jack Collier. In

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**EIRE**

**Donaghy's Sales Top Disk List**

By **KEN STEWART**  
Dublin Evening Mail

A Philips sales analysis reveals that, in Ireland, Eileen Donaghy's LP sales exceed those of such international artists as Frank Sinatra, Elvis Presley, Marty Robbins and Johnny Mathis. To date she has waxed seven albums, 20 extended plays and numerous singles. In addition, two new LP's are expected to be made available for release shortly. Philips also claims that Frank Sinatra's "two-for-the-price-of-one" waxing (on Fontana) is Ireland's fastest selling album right now.

With his single, "The Young Ones" (Columbia), beginning to sell well, the album of the same name stimulating considerable interest, and his new movie on the way, bookings for Cliff Richard's two appearances at Dublin's National Stadium are mounting rapidly. Cliff is one of the most consistent chart entrants here.

**Radio-TV**

One of the more successful shows on the new Irish television service is "At Home With O'Hagan," a 30-minute variety program. Patrick O'Hagan, the host, is currently enjoying a spell in the nation's hit parade with a disk about the ill-fated Irish troops in the Congo, "The Irish Patrol" (Beltona). Recently his guests included Donegal singer Bridle Gallagher, who is credited with sales of over 250,000 copies of "The Boys From County Armagh." . . . The only pop-styled TV show screened to date, "For Moderns," has not been well received.

There is every indication that Chubby Checker Twist disks will grab some sales action, but the dance itself is far from being a hit.

**GERMANY**

**Foreign Artists Sing in German**

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

The year 1962 seems to be bringing a revival of foreign artists singing German lyrics. Record manufacturers have started again to produce foreign talent with German-sung titles. Set for such German production are sides by Neil Sedaka. Teldec will issue, by the end of this month, a German version of his U. S. hit, "Happy Birthday, Sweet Sixteen" entitled "Happy Birthday, Josephine." Lyrics are by C. W. Blecher. James Darren will be featured on Colpix with a German version of his best seller "Goodbye, Cruel World" entitled "Goodbye, Marie," lyrics also by C. W. Blecher. Both are published by Meisel Berlin.

Peter Meisel of this firm reports that Ricky Nelson, very popular here as a result of "Hello Mary Lou," will come out on London with an original German title by Heinz Kiessling and Hans Bradtke entitled "Come Back Carolina." Meisel has also taken over the Highwaymen's latest best seller "Cotton Fields," which he plans to record with a German lyric by the artists on United Artists. Rolf Budde Music Publishing House, Berlin, is working on the first German Brenda Lee recording "Mein Darling, Bye, Bye," a German version of "Anybody But Me," lyrics by Fred Oldorp, to be released on Brunswick soon. And also, Helen Shapiro is to be recorded in German. Heinz Gietz of Electrola is preparing several titles for her. On Columbia, Electrola has just issued

her new U. S. titles, "Don't Treat Me Like a Child" and "When I'm With You."

**Contract**

Polydor has signed French singer and TV star Henri Salvador. In Paris, Kurt Feltz recorded him in a German version of the Tokens' U. S. hit "The Lion Sleeps Tonight," just released in the original on RCA, "Der Lowe schlafte heut' nacht," to be issued soon as the artist's first German title. Salvador is the third French artist besides Marcel Amont and Sacha Distel (both Polydor) to be introduced on the German market during the last three months.

**Pubbers Row**

Peter Schaeffers Music's composer and arranger Klaus Ogermann will lead his own production group in New York, starting in the spring. Schaeffers has taken over two other Twist titles from their New York partners, Shapiro-Bern-

stein (Painted Desert Music Company): "South American Sunset" and "The Big Scroungy," recorded in the U.S.A. on Landia.

The James Brothers (Peter Kraus and Jorg Maria Berg) has just recorded the Heino Gaze and Fritz Rotter evergreen, "Ich hab' mich so an dich gewohnt" (I Got So Used to You) published by Schaeffers, to be released on Polydor soon.

The firm hopes for success with their title "Harlem Twist," composed by Werner Scharfenberger ("Seemann"), just released on Telefunken.

Peter Moesser's ("Morgen") composition "Sentimental Boy," is available as an instrumental on Metro-nome, and has been released by Electrola as a vocal version by a new duo, Geri and Kary West. It has been taken out by Aldon Music, New York, to be released as an instrumental on Jamie at the be-

ginning of February. A vocal version, too, is planned. Jamie will also release the two latest Peter Kraus hits "Heute und Immer My Love" and "Schwarze Rose, Rosemarie," currently No. 3 in Germany.

Rolf Budde Music Publishing House, Berlin, sees big things for Gerd Botchers' just released German version of Pat Boone's "Johnny Will," entitled "Geld wie Heu" (Money Like Hay) (Decca). . . . Rudolf Schroder of Spanka Music, Berlin, reports that Harry Gluck recorded a German version of Paul Anka's "Cinderella," to be released on Polydor in the next few weeks under the same title.

**New LP's**

Electrola continues its LP series of prominent personalities of life and politics, in which they have already offered albums by Chancellor Adenauer and Federal Economy Minister Ludwig Erhard, with

a two-record seven-inch album by former Federal President Professor Theodor Heuss.

**Everyone in On Twist Act**

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

The German record firms have gone Twist mad. Polydor alone, with the U. S. labels under Polydor's care, offers 14 Twist singles, 3 Twist EP's and 3 Twist LP's.

Rudolf Schroder, of Will Meisel's publishing firm, was in New York to buy the rights for the German speaking countries of Danny Peppermint's "Peppermint Twist," which will be issued by the London label. The Ariola label offers (Mr. Twist) Billy Sanders singing "Hallo Mr. Twist" b.w. "That's My Home Twist" which may be one of the big juke box hits, together with Ariola's "The Liebestraum Twist by Liszt" b.w. "The Telephone Twist," sung by Charlie Cotton.

RCA has the first Twist to reach Germany by the Chachakas, but Peppino Di Capri, on the new Italia label, finds many friends with his version of Chubby Checker's Twist, and so does, of course, Chubby himself on Electrola. And what's more, Paramount and Columbia started their Twist push all over Germany.

After years with the Regina, Austroton, Metronome and Electrola labels, the Mercury label is now with Philips. The new deal starts this week when a Mercury convention takes place in Geneva, Switzerland. Mercury's European representative, Ricky Steinberg, and Philips representative, Herr Schrade, will meet there for the first time as partners. Philips is rushing out Mercury's No. 1 record, Leroy Van Dyke's "Walk on By."

**Disk News**

Decca staged a jubilee concert for Caterina Valente in Stuttgart. The German TV network broadcast a visit at the jubilee with Caterina and her brother, Silvio Francesco, doing the Twist.

Henri Salvador started his own recording firm for French songs. But in German he will sing exclusively for Polydor producer Kurt Feltz. Their first effort is the German version of the U. S. hit, "The Lion Sleeps Tonight."

**HONG KONG**

**Miller Forges Talent Chain**

By **CARL MYATT**  
44 Mount Kellett Road, The Peak

Concert impresario Harry Miller of New Zealand is in town this week attempting to forge the last link in a Southeast Asian entertainment circuit that will embrace Singapore, Manila, Tokyo, Australia and New Zealand with Hong Kong.

Miller, on arrival, immediately went into conference with the Da Silvas of the Diamond Music Company, who later this month are presenting Bobby Rydell.

Miller has plans to bring out such headline entertainers as Ella Fitzgerald, Oscar Peterson and Louis Armstrong. Construction of the new HK\$20 million City Hall makes it possible for names to play here. The fully equipped auditorium can seat 1,500 people and has been specially designed for the presentation of musical concerts. City Hall will be completed in late February. Among the celebrations planned to mark its opening is a concert by the 90 strong London Philharmonic. The Hong Kong government has given a grant of \$200,000 to finance a series of five concerts by the orchestra on March 4, 5, 7, 8 and 9.



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cialized 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.

## HUNGARY

## Hungarian Opera Albums Available

By PAUL GYONGY  
Derekutca 6, Budapest

In the repertoire of the Hungarian Record Company there are some items of special interest for retailers in communities with large groups of Hungarian-born Americans or their descendants. Such are the complete recording of **Pongracz Kacsogh's** famous operetta "Janos Vitez" (John Hero) or the cross-section of "Leanyvasar" (Marriage Market), successful operetta by **Victor Jacobi**, both in mono and stereo on 12-inch LP. There are highly successful selections of evergreen songs by the following composers: **Denes Buday**, **Mihaly Eisemann**, **Szabolcs Fenyves**, **Carlo De Fries**, **Paul Gyongy**, **Jeno Huszka** and **Bela Zerkovitz** all on 10-inch LP's, and, of course, quite a number of unforgettable popular

and folk songs played by the best gypsy bands and sung by well-known skilled performers.

Further interesting recordings are the following opera selections in Hungarian: **Verdi's "Otello"**, conducted by **Gyorgy Lehel**; **Verdi's "Un ballo in maschera"**, guest conductor **Lamberto Gardelli** of the Royal Danish Opera in Copenhagen; **Wagner's "Lohengrin"**, conducted by **Miklos Lukacs**, with tenor arias sung by **Gabor Carelli** of the Metropolitan Opera under the baton of **Tamas Brody**.

By arrangement with the Deutsche Grammophongesellschaft, pressings were made lately from masters of complete operas by **Wagner's "Lohengrin"** and "Flying Dutchman," **Donizetti's "Don Pasquale"**.

## Record Retail Prices

Retail prices of Hungarian-made records are the followings: Singles (under 10 per cent of pop production), 20 forint or 87 cents; 7-inch EP's, 26 forint or \$1.16; 10-inch LP's, 45 forint or \$1.95, and 12-inch LP's, 60 forint or \$2.60 each. Stereo recordings are not yet on the home market because of lack of equipment.

## NORWAY

## Proton Issuing Verve Catalog

By ESPEN ERIKSEN  
Verdens Gang, Akersgaten 34, Oslo

A/S Proton, the Norwegian diskery that already distributes Deutsche Grammophon, Decca, Polydor, London, Brunswick, Coral and others, this week starts distributing Verve, a label formerly represented by **Egil Monn Iversen** A/S. The first Verve issue contains 60 LP records, among them records by **Ella Fitzgerald**, **Louis Armstrong**, **Oscar Peterson**, **Gerry Mulligan**, **Dizzie Gillespie**, **Mel Torme**, **Charlie Parker** and others.

The Warner Bros. Records department of **Egil Moon Iversen** A/S started world distribution of the new Norwegian WB-star, **Per Asplin**, with his first EP record, "Watch Out for Per Asplin." They are also presenting in Norway the American WB-produced LP record, "Here Are the Monn Keys."

## LP Sellers

Biggest selling LP record last month in Norway was—as the month before—**Elvis Presley's "Blue Hawaii"** on RCA, with **Frank Sinatra's "Sinatra Swings"** on Reprise runner-up. Other best selling LP's in Norway include "Porgy and Bess," Philips; "Broadway in Rhythm," Ray Conniff, Philips, and the "South Pacific," sound track.

## Ella to Oslo

**Ella Fitzgerald** and **Oscar Peterson** will hit Oslo March 21 on their European JATP-tour. They managed to squeeze in their visit to the Norwegian capital between their visit to Gothenburg and Stockholm in Sweden.

## PERU

## Paul Anka Tops In Album Sales

By HECTOR ROCCA  
Galerias Boza 114, Lima, Peru

During the year of 1961, the best selling LP's in Peru were two by **Paul Anka** on the ABC-Paramount label.

The best selling singles of 1961, in rank order, were the following, with those of local origin marked with an asterisk (\*):

\***Tu Culpa**: Los Embajadores Criollos (Odeon).

**Moliendo Cafe**: Xiomara Alfaro (Sono Radio).

**Quiero Amanecer**: Los Llopis (Virrey).

**Escandalo**: Javier Solis (Columbia).

**La Novia**: Antonio Prieto (RCA).

**Adan y Eva**: Paul Anka (Paramount)—**Sergio Murillo** (Columbia).

\***Fina Estampa**: Los Chamas (Sono Radio).

\***Mochita**: Sonora Sensacion (S. Radio)—**Lucho Macedo** (MAG).

**La Plaga**: Teen Tops (Columbia).

**Nunca en Domingo**: Anita Rodriguez (Odeon)—**Monna Bell** (Virrey)—**Jose Carli** (Columbia).

## PHILIPPINES

## Philippine Music Hits Terminal Air

By LUIS MA. TRINIDAD  
264 Escolta, Manila

By special arrangement with **Mareco, Inc.**, largest phono-record manufacturer in the Philippines, Philippine music is currently being played over the public address sys-

tem of the Manila International Airport terminal building.

Aside from the long-playing records which MIA manager **Pedro S. Reyes** initially received from **Mareco** (viz: "Songs of the Philippines" Vols. 1 and 2, "Band Music of the Philippines" Vol. 1, "Harana Ni Ruben Tagalog," "Sylvia Sings" and "Maligayang Pasko"), the following Villar LP's have been added to the MIA's repertoire of Philippine music: "Songs of the Philippines" Vols. 3, 4 and 5, "Band Music of the Philippines" Vols. 2 and 3, and "String of Philippine Melodies."

## New Rhythm

After the "Do-Dom-Pa," a new Japanese rhythm has hit called "Sooku-Sooku." Both are made in Japan, or almost. The Nipponese coined the term Do-Dom-Pa because, according to the key figure to these Japanese-styled dances, band leader **Smiley O'Hara**, that's the way the offbeat rhythm sounds to their ear.

"The Do-Dom-Pa is derived from an old Filipino tune that the Filipinos themselves never thought much of," **Smiley** explains further.

The Sooku-Sooku, according to the same source, is a more recent affair that began last September. Originally, it is a bijou rhythm of a Bolivian tune. "Sooku-Sooku" is **Smiley's** coinage from the Japanese words "suki" (to like) and "sugu" (soon).

## Mareco Signs 2 New Groups

By LUIS MA. TRINIDAD  
264 Escolta, Manila

Latest acquisition of **Villar-Mabuhay** label of **Mareco, Incorporated** (licensee in the Philippines for **MGM**, **Epic**, **Columbia**, **Warner Bros.** and **Kapp Records**) are a vocal trio, popularly known on stage, screen and radio as the **Lovers Trio**, and a rock-'n'-roll combo that call themselves the **Electromaniacs**. The four-man combo is supervised and managed by **Sampaguita** movie star, **Jose Mari**.

## New Releases

Latest Villar releases include: **Carmen Camacho**, sings "Ikaw Na Ang Bahala" and "Dahil Sa Minamahal Kita," composed by **Leopoldo Silos** who also conducts the **Villar Symphonette**.

The nation's top female vocalizers, the **Tres Rosas** (composed of **Carmen Camacho**, **Rsyse Lucero** and **Nora Hermosa**), come to the fore once again with a scintillating piece called "Athihan" (Harvest-time).

## SPAIN

## S.A.-Spanish Exchange Due

By RAUL MATAS  
32 Av. Jose Antonio, Madrid 13

A South American musical exchange with Spain is imminent. **Mario Clavel** and **Don Fabian** from Argentina, **Ernesto Duarte** from Cuba and **Jose Bohr** have come here to play in TV, radio, clubs and disks.

## Twisting

More Twist disks came to Spain last week. "Spanish Twist," by **Bill Haley**, and "Amen Twist," by **Bob Azzam** (Barclay) is coming up rapidly. **Los Santos** from Argentina will tape four twists before going back to Buenos Aires. **Santy** is the first Spanish name soloist already twisting with "Twist at St. Tropez."

**Hispavox** launches "Cotton Field," the **Highwaymen** hit. **RCA** did the same with the new **Elvis Presley's** "I Can't Help Falling in Love," and **Belter** announces **Bobby Darin** singing "Come September," when the picture is previewed here. "Bat Masterson" will get a ride, helped by **Baby Bell**, **Jolly Land** and **Marty Gold's** records.

## Philips to Market

Continued from page 4

phries as label manager here. **Humphries** was formerly with **Decca** as **RCA** label manager.

**NEW YORK**—Having wrapped up its British arrangements for the new **CBS** label, **Columbia** here is working quickly to have its entire European plans completed by this spring or summer. **Philips** will not be handling the **CBS** label for the Continent. **Columbia** intends to have its own set-up in each European country, with its own local manager. It is understood that **Columbia** is negotiating for a number of European plants to handle its pressing abroad.

Meanwhile **Philips**, to shore up against the eventual loss of **Columbia-CBS** product, is rushing plans to issue **Mercury** product in Europe. Top **Mercury** names such as **Brook Benton** and **Dinah Washington**, as well as the firm's classical and sound labels are being set for release through **Philips** overseas. (See separate story.)

## A-F Gross Up

Continued from page 4

has caused considerable recent discussion among dealer groups.

**Frey** also noted a growing international volume for his product with wholly owned operations in England, Mexico, Brazil and Canada. During the year he also concluded a distribution arrangement with **Barclay Records** in France.

**Sales chief Bagley**, at the same time, announced a new program incorporating seven new releases and a discount plan consisting of one free LP for every six purchased from new releases or catalog. A special price of \$2.98 (mono or stereo) on "The Best of the Dukes of Dixieland" album has been extended through the new plan.

An additional incentive on this album includes a pre-pak of 10 monaural plus 10 stereo plus two free stereo records in a corrugated display carton, or simply, one free for every 10 purchased.

## Jazz Artists

Continued from page 4

**Victor** also has a pair of newcomers under contract for its jazz series. Names are jazz thrush **Jeanne Lee** and pianist **Ran Blake**. They are in the slightly avant garde category, according to the a.&r. chief.

**Avakian** stated that **Victor** was aiming at securing a substantial share of the jazz market for the firm by the summer. It is understood that the label is on the lookout for name jazz artists, both for domestic and foreign sales. According to **Avakian**, sales of jazz disks abroad can reach as high as 50 per cent of domestic sales. **Victor** will advertise and promote its jazz sets along with its regular LP releases in consumer magazines, with special ads in jazz organs.

## Scott Promoted

Continued from page 4

and a.&r. administration director **Earl Engemann**.

**Scott** has been with **Capitol's** a.&r. department for the past 13 years, coming to the label for his first job upon graduating from **Stanford University**. He had been active in some free-lance musical arranging prior to joining the firm. Early in his a.&r. career at **Capitol**, he succeeded **Alan Livingston** (now vice-president in charge of records and phonographs) as head of the label's album department. He is credited with producing a number of the company's top-selling packages, including his own "Moods for ..." series.

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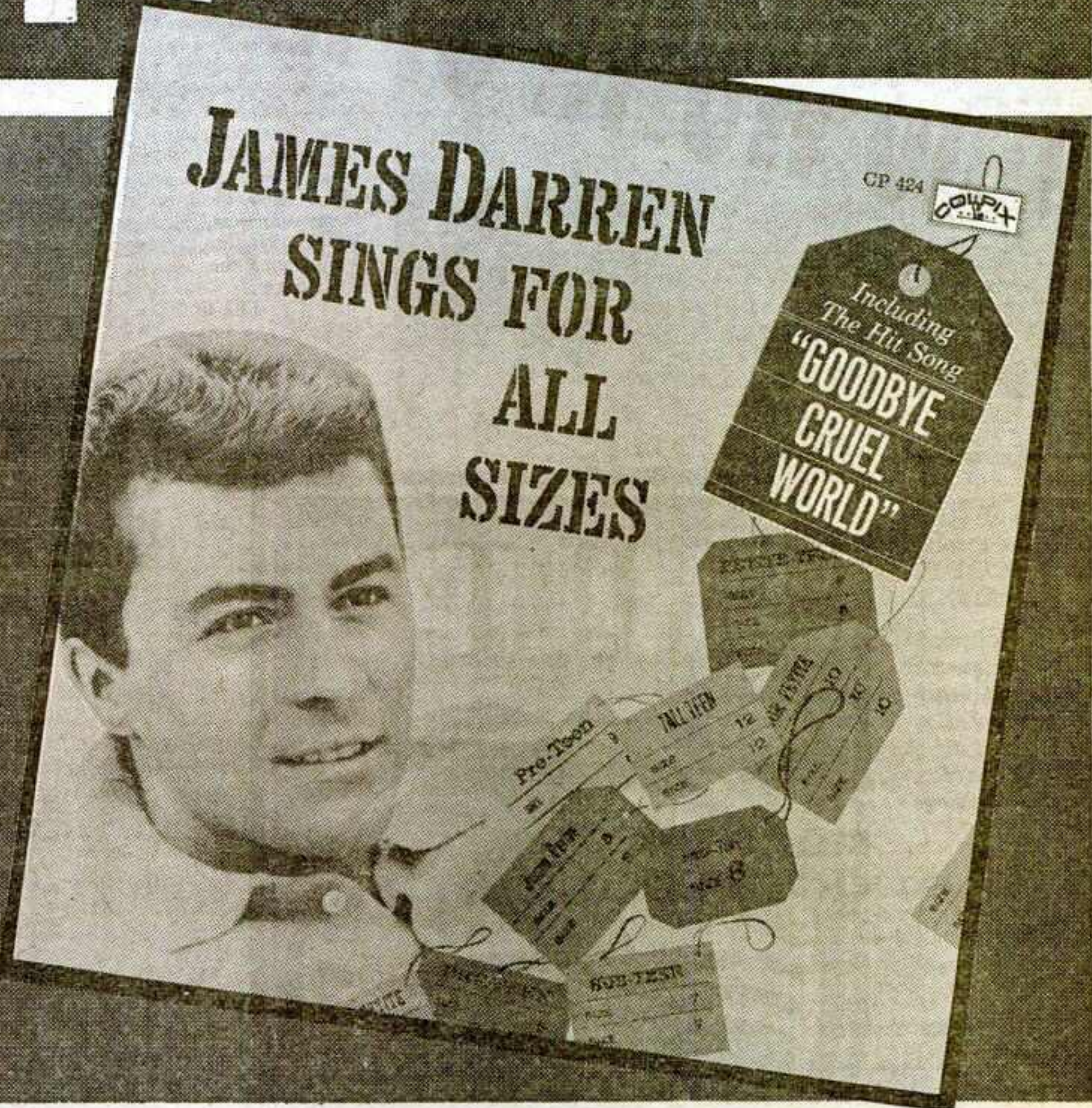
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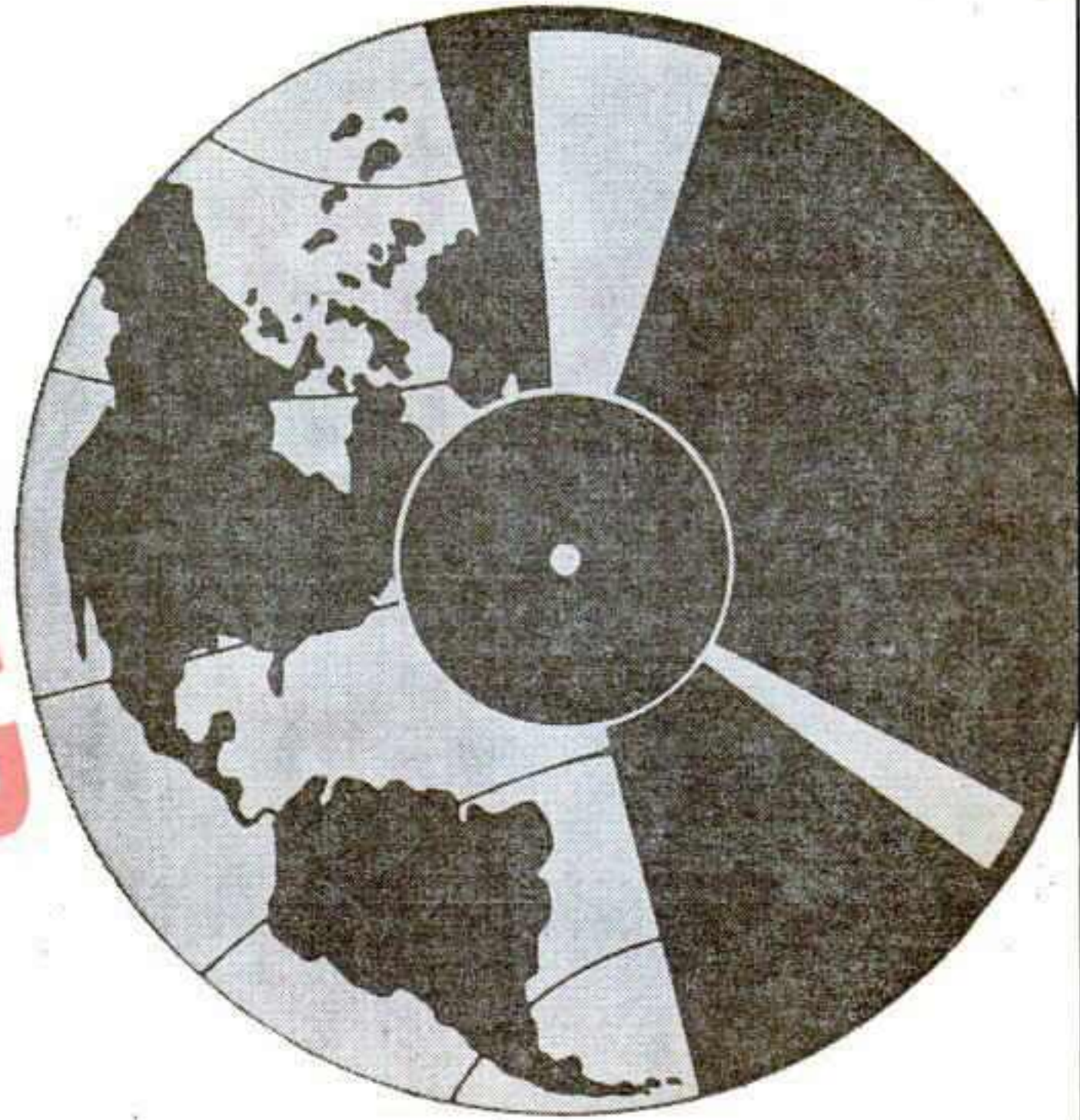
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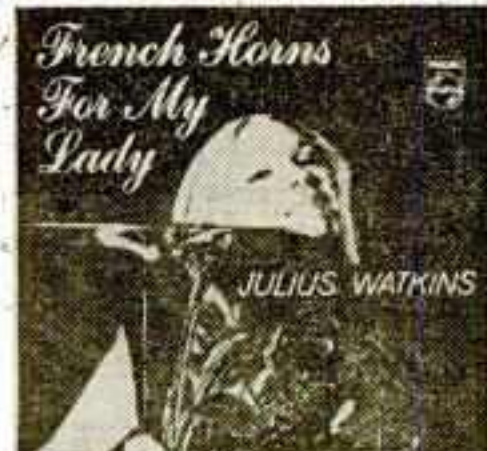
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COUNTRY MUSIC DRIVE

# CMA Execs Map Ambitious Plans at Las Vegas Meet

LAS VEGAS—Officers and Directors of the Country Music Association in quarterly meeting here January 17-18 gave approval to full-scale participation in the International Sound Fair at Detroit next July and also gave the nod to a spectacular "Grand Ole Opry" presentation in Hollywood Bowl next July or September.

The invitation to take part in the International Sound Fair was seen as wholehearted acceptance of country music on a par with pop, r.&b., classical and other music forms in the international sound picture. Accordingly, the CMA will produce an all c.&w. show at the sound fair Saturday, July 28, using both American and Canadian talent.

To finalize plans for the Hollywood Bowl "Grand Ole Opry" presentation, the CMA appointed a committee consisting of Ken Nelson, chairman; Grant Turner, Bob Cooper and Steve Sholes. The CMA this year will also concentrate heavily on plans for promotion of International Country Music Week. Roy Horton is chairman of this observance, being assisted by members Dick Steinberg, Grelun Landon, Ben Rosner, Charlie Lamb and Cal Young.

The CMA will give its full cooperation to Chuck Bernard, CMA director and president of the Country Music Network in New York, in a c.&w. show to be presented at the luncheon meeting of the Radio-TV Executive Society in the Grand Ballroom of New York's Roosevelt Hotel February 21.

CMA's membership campaign

will be stepped up to an even faster pace this year under a committee consisting of Webb Pierce, Harlan Howard, Bob Burrell, Chuck Bernard, Grant Turner and Harold Moon.

Ballots for the selection of this year's eligibles to the Country Music Hall of Fame will be mailed to the selection committee immediately. Grant Turner was appointed CMA historian and will prepare biogs on the Hall of Fame selectees.

On the basis of the wide trade acceptance of the recently released radio survey, it was decided to conduct a supplementary survey to round out the country music picture more completely. A similar survey will be conducted among TV stations.

Following through on plans approved at the last meeting of CMA officers and directors for the preparation of a radio kit on CMA programming, members of John Sippel's committee summarized the vast amount of work already accomplished on the kit for its immediate production. Others on Sippel's committee are Chuck Bernard, Roy Horton, Cal Young, Bill Anderson and Biff Collie.

The next meeting of CMA officers and directors will be held in Nashville May 4-5.

The meetings here were at the Hotel Showboat, the CMA officers and directors being guests of the Showboat's owner, J. K. Housells Jr., following an invitation extended through Rick Richardson, CMA's assistant treasurer and promotion man at the Showboat. The CMA officers and directors were guests of Bill Green, owner of the Golden Nugget at a party Wednesday night.

CMA officers present at the two-day meetings were President Ken Nelson, Vice-Presidents Jack Louatz, Cal Young, and Grelun Landon, Secretary Harold Moon, Assistant Secretary Dorothy Gale, and Assistant Treasurer Rick Richardson.

Directors attending were Tex Ritter, Grant Turner, Ray Odom, Chuck Bernard, Don Pierce, Frances Williams, Steve Sholes, Hubert Long, Harry Peebles, Harlan Howard, and Bill Anderson, and CMA attorney, Dick Frank.

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# THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

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.

FOR WEEK ENDING JANUARY 27

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	2	PEPPERMINT TWIST	By Joey Dee-Henry Glovers—Published by Impact-Ware (BMI)	8
2	1	THE TWIST	By Hank Ballard—Published by Jay & Cee-Armo (BMI)	25
3	4	CAN'T HELP FALLING IN LOVE	By Weiss-Peretti-Creatore—Published by Gladys (ASCAP)	6
4	8	I KNOW	By Barbara George—Published by Saturn-At Last (BMI)	5
5	3	THE LION SLEEPS TONIGHT	By Weiss-Peretti-Creatore—Published by Folkways (BMI)	8
6	12	NORMAN	By John D. Loudermilk—Published by Acuff-Rose (BMI)	3
7	5	HAPPY BIRTHDAY, SWEET SIXTEEN	By H. Greenfield-N. Sedaka—Published by Aldon (BMI)	9
8	9	WHEN I FALL IN LOVE	By Victor Young-Edward Heyman—Published by Northern (ASCAP)	7
9	7	WALK ON BY	By Hayes—Published by Lowery (BMI)	9
10	6	RUN TO HIM	By Keller-Goffin—Published by Aldon (BMI)	10
11	20	THE WANDERER	By E. Maresca—Published by Schwartz-Disal (ASCAP)	4
12	17	BABY IT'S YOU	By Mack David-Barney Williams-Bert Bacharach—Published by Dolfi (ASCAP)	3
13	15	A LITTLE BITTY TEAR	By Hank Cochran—Published by Pamper (BMI)	4
14	11	UNCHAIN MY HEART	By A. Jones-F. James—Published by Tee Pee (ASCAP)	6
15	16	TOWN WITHOUT PITY	By D. Tiomkin-N. Washington—Published by United Artists (ASCAP)	4
16	10	WHEN THE BOY IN YOUR ARMS	By Tepper-Bennett—Published by Pickwick (ASCAP)	7
17	27	DEAR LADY TWIST	By Guida—Published by Pepe (BMI)	2
18	14	LET THERE BE DRUMS	By Nelson-Podorol—Published by Travis (BMI)	10
19	18	COTTON FIELDS	By Dave Fisher—Published by Westside (BMI)	3
20	30	BREAK IT TO ME GENTLY	By Lampert-Seneca—Published by Northern (ASCAP)	2
21	13	GOODBYE CRUEL WORLD	By Shayne—Published by Aldon (BMI)	12
22	—	DUKE OF EARL	By Williams-Edwards-Dixon—Published by Conrad (BMI)	1
23	21	MOON RIVER	By Mancini-Mercer—Published by Famous (ASCAP)	11
24	25	IF YOU GOTTA MAKE A FOOL OF SOMEBODY	By Rudy Clark—Published by Good Songs (BMI)	4
25	26	IRRESISTIBLE YOU	By Kasha-Dixon—Published by Lloyd & Logan (BMI)	2
26	19	PLEASE MR. POSTMAN	By Dobbins-Garrett-Brianbert—Published by Jobette (BMI)	12
27	24	SMALL SAD SAM	By Sunny Skylar-E. V. Deane—Published by R.F.D. (ASCAP)	3
28	23	FUNNY HOW TIME SLIPS AWAY	By Willie Nelson—Published by Pamper (BMI)	3
29	29	DEAR IVAN	By Jimmy Dean—Published by Plainview (BMI)	2
30	—	TWIST-HER	By B. Black—Published by Jec (BMI)	1

**RECORDINGS AVAILABLE**  
(Best Selling Record Listed in Bold Face)

- 1. PEPPERMINT TWIST**—Joey Dee and the Starliners, Roulette 4401.
- 2. 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.
- 3. CAN'T HELP FALLING IN LOVE**—Four Esquires, Terrace 7502; Elvis Presley, RCA Victor 7968; Keely Smith, Dot 16298.
- 4. I KNOW**—Barbara George, AFO 302.
- 5. THE LION SLEEPS TONIGHT**—Tokens, RCA Victor 7954.
- 6. NORMAN**—Sue Thompson, Hickory 1159.
- 7. HAPPY BIRTHDAY, SWEET SIXTEEN**—Nell Sedaka, RCA Victor 7957.
- 8. WHEN I FALL IN LOVE**—Lettermen, Capitol 4658.
- 9. WALK ON BY**—Leroy Van Dyke, Mercury 71834.
- 10. RUN TO HIM**—Bobby Vee, Liberty 55388.
- 11. THE WANDERER**—Dion, Laurie 3115.
- 12. BABY IT'S YOU**—Shirley, Scepter 1227.
- 13. A LITTLE BITTY TEAR**—Burl Ives, Decca 31330; Wanda Jackson, Capitol 4681.
- 14. UNCHAIN MY HEART**—Ray Charles, ABC-Paramount 10266.
- 15. TOWN WITHOUT PITY**—Gene Pitney, Musicor 1009.
- 16. WHEN THE BOY IN YOUR ARMS**—Connie Francis, MGM 13051.
- 17. DEAR LADY TWIST**—Gary (U. S.) Bonds, LeGrand 1015.
- 18. LET THERE BE DRUMS**—Sandy Nelson, Imperial 5775.
- 19. COTTON FIELDS**—Highwaymen, United Artists 370.
- 20. BREAK IT TO ME GENTLY**—Brenda Lee, Decca 31348.
- 21. GOODBYE CRUEL WORLD**—James Darren, Colpix 609.
- 22. DUKE OF EARL**—Gene Chandler, Vee Jay 416.
- 23. MOON RIVER**—Jerry Butler, Vee Jay 405; Henry Mancini, RCA Victor 7916; Fuller Brothers, Challenge 9119; Carmen Cavallaro, Decca 31304; Calvin Jackson, Reprise 10022; Richard Hayman, Mercury 71869; Hollyridge Strings, Capitol 4631; Mantovani, London 2021; Jane Morgan, Kapp 431; Eddie Harris, Vee Jay 420.
- 24. IF YOU GOTTA MAKE A FOOL OF SOMEBODY**—James Ray, Caprice 110.
- 25. IRRESISTIBLE YOU**—Bobby Darin, Atco 6214.
- 26. PLEASE MR. POSTMAN**—Marvelettes, Tamla 54046.
- 27. SMALL SAD SAM**—Phil McLenn, Versatile 107.
- 28. FUNNY HOW TIME SLIPS AWAY**—Jimmy Elledge, RCA Victor 7946.
- 29. DEAR IVAN**—Jimmy Dean, Columbia 42249.
- 30. TWIST-HER**—Bill Black's Combo, HI 2042.

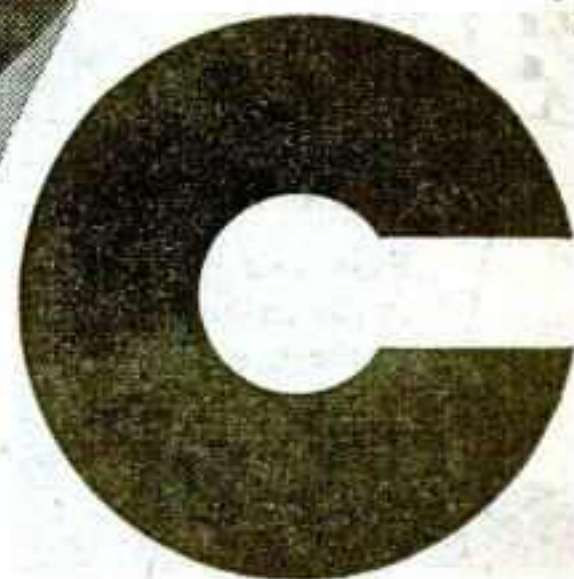
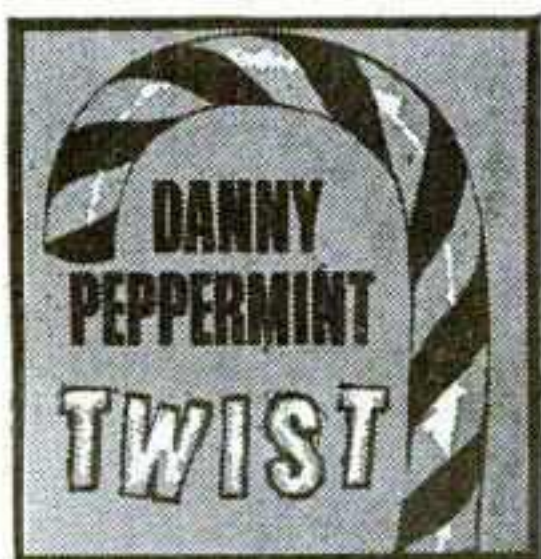
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from Las Vegas to Great Britain...he's Hot!

**DANNY  
PEPPERMINT**

**"ONE MORE  
TIME"**

**CARLTON 567**



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

# ALBUM REVIEWS

## Pop

### THE MANY HEADS OF DICKIE GOODMAN



Rori RLP 3301—Goodman has a strong comedy-music item in this collection. Included are his two hard-selling winners, "The Flying Saucer" and "The Touchables." Rapid-fire use of punchy gag material coupled with bits and pieces of top pop tunes, have scored for the boy on the singles front and he should hit pay dirt just as easily with this yock-jammed LP.

### A COLLECTION OF MILLION SELLERS FOR THE ENTIRE FAMILY



Various Artists. MGM 2E7—This two-LP set, which contains 20 all-time hits from the MGM vaults, is an ingenious idea. It should hold something for everyone, composed as it is of 20 of MGM's biggest all-time sellers. For the older members of the family is Blue Baron's "Cruising Down the River," for the in-betweeners are hit sides by Ella Fitzgerald, George Shearing, Art Lund and LeRoy Dinning and Tommy Edwards among others. A potent collection of hits.

### STANDING ROOM ONLY



The Highwaymen. United Artists UAS 6168 (Stereo & Monaural)—The Highwaymen, who got hot with "Michael," and stayed hot with "Cotton Fields" and "The Gypsy Rover," could have a good-selling album here. The latter two tunes are in the album, as are listenable versions of folk items such as "Black-Eyed Suzie," "The Calton Weaver" and "Wildwood Flower." Cover is attractive, too.

### CRYING



Roy Orbison. Monument SM 14007—Here's the emotional wailer, Roy Orbison, with a fine collection of tunes, including two of his top hits, "Crying" and "Running Scared." Nine of the tunes, including these two, were penned by Orbison and Joe Melson. Boudleaux and Felice Bryant and Buck Ram are also contributors. Strong wax that should hit a good sales pace fast.

### GREATEST STRING BAND HITS—BILLY VAUGHN



Dot DLP 3409 (Stereo & Monaural)—Here's another sock album sales item for Vaughn. It features bright, happy string band treatments of a group of nostalgic oldies. Selections include "Carolina in the Morning," "Happy Days Are Here Again," "Smiles" and "Baby Face." Cheerful programming package for jocks.

### CAMPUS ENCORE



The Four Preps. Capitol ST 1647—The Preps have been a hot vocal group in recent months with a top-selling single, taken from one of their in-person performances, not to mention brisk action in the album field. Here's another live concert album, full of the good vocal sound, humor and class of this fine group. Fans should grab up copies and jocks will find more than one spinnable take on the wax.

### MARIA



Roger Williams. Kapp KL-1266—Williams has a good-selling single in the "West Side Story" tune, "Maria," right now, and this is included here along with some other delightful listening, mostly on the movie and show tune side. "Moon River," "Shalom" and "Tonight" are samples and they all get the tasteful Williams keyboard treatment with pleasant ork backgrounds by Ralph Carmichael and Frank Hunter. A lot of strong programming sides here.

## Classical

### NIGHTFALL



Capitol Symphony Orch. (Dragon). Capitol SP 8575 (Stereo & Monaural)—This album could well draw sales from mood music lovers of the pop world and semi-classical buyers as well as from devotees of the classical field. It is composed of nine pieces for orchestra by nine different composers including Victor Herbert, Ravel, Bizet, Brahms and Tchaikovsky. The set is exquisitely and quietly orchestrated. The special, limited price of \$1.98 for mono and \$2.98 for stereo should add to the attractiveness of an already potent item.

### SCHUMANN: SYMPHONY NO. 3



New York Philharmonic (Bernstein). Columbia MS 6294 (Stereo & Monaural)—A vibrant performance of the Schumann Third Symphony, "The Rhenish" from the New York Philharmonic with Leonard Bernstein as conductor. The brooding majesty as well as the sweeping lyricism of the composition are given explicit form in this recording. The orchestra is bright and sharp in its attack, and Bernstein's command of the huge ensemble is crisp and clear.

### GERSHWIN: CONCERTO IN F; CUBAN OVERTURE; I GOT RHYTHM VARIATIONS



Boston Pops (Fiedler). RCA Victor LM 2586 — Here's another in RCA Victor's new merchandising program, whereby buyers receive a free copy of a special "Keyboard Giants of the Past" LP when they buy one of six albums. The Boston Pops, of course, would chalk up plenty of sales on its own without the deal. Pianist Earl Wilde is also in top form here. Album spotlights exciting ork performance of work which should appeal to beginning collectors and pop buyers.

## Jazz

### VERY TALL



The Oscar Peterson Trio with Milt Jackson. Verve V 8429 —Both pianist Peterson and vibes-playing Milt Jackson have a great sense of swing that's evident on every one of the six bands here. The other two members of the Peterson Trio, drummer Ed Thigpen, and bassist Ray Brown, are on hand to lend their expert assistance. Material is a bit out of the ordinary, composed as it is of such items as "I'm in Love With a Wonderful Guy," "Green Dolphin Street" and "John Brown's Body," to mention three. Strong jazz wax.

## International

### LET'S SING WITH THE IRISH



Eileen Donaghy. Epic BF 19015 (Stereo & Monaural)—With St. Patrick's Day just around the corner, this set should get a good many sales. Miss Donaghy's lovely, lilting voice is nicely accompanied by an all male vocal chorus. This makes it an excellent sing along-type album. A number of old Irish chestnuts ("Galway Bay," "McNamara's Band," etc.), are mixed with lesser known tunes like "Dear Little Shamrock," "Hannigan's Hooley" and "Mountains O'Mourne."

### GUITARS OF PASSION



Sabicas. MGM E-SE 3975—All the wild color and excitement of the authentic Spanish flamenco music comes through here in this virtuoso guitar performance. Many rhythms are expressed—fandango, Bulerias, zapateado—by the brilliant Sabicas' strumming fingers, and he accompanies himself vocally in many numbers with emotional chants and incantations, with hand-clapping, clacking heels and castanet setting the rhythm pace. A fine production.

(Continued on page 24)

## \*\*\*\* STRONG SALES POTENTIAL

### \*\*\*\* LOVE THEMES FROM "EL CID" AND OTHER MOTION PICTURE SONGS AND THEMES

Jerry Murad's Harmoncats. Columbia CS 8553 (Stereo & Monaural)—Here's a solid mood music package of current and old movie themes which should draw strong deejay play. Tasteful, melodic harmonica solo work is showcased on themes from "El Cid," "Breakfast at Tiffany's," "La Dolce Vita," "Never on Sunday," etc.

### \*\*\*\* SUBWAYS ARE FOR SLEEPING

Percy Faith and Ork. Columbia CS 8533 (Stereo & Monaural)—Although the new musical "Subways Are for Sleeping" didn't draw rave reviews, Jule Styne's music is top-drawer and this melodic instrumental treatment of the score should pull plenty of play. Faith's tasteful, lush ork style is showcased on "How Can You Describe a Face?" "Comes Once in a Lifetime," etc.

### \*\*\*\* BILLY ECKSTINE AND QUINCY JONES AT BASIN STREET EAST

Mercury MG 20674 (Stereo & Monaural)—One of the strongest LP's from Billy Eckstine in some time. Set was recorded, as title indicates, at New York's Basin Street nitery with perfectly balanced Quincy Jones accompaniment. The album displays the full Eckstine voice in a well-proportioned program of standards and special

(Continued on page 24)

## LP REVIEW POLICY

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**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.

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

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# A FANTASTIC SOUND IS

The record that launches  
a great singing duo

**CURTIS**  
and  
**DEL**





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

# SINGLES REVIEWS

**Pop**

**LINDA SCOTT**



**TOWN CRIER** (Kilt, BMI) (2:12) — **YESSIREE** (Kilt, BMI) (2:10)—Here's Linda Scott's first disk on the new Congress label. "Town Crier" is a pretty ballad with nice weeper-styled lyrics and a pert thrashing tint. The gal is in vivacious vocal form on the flip, a catchy rhythm tune with plenty of teen appeal. **Congress 101**

**BOBBY RYDELL**



**LOSE HER** (Kalmann-Fajob, ASCAP) (2:17) — Rydell wraps up a happy, rousing tune in fine rocking fashion. Backing by chorus and ork has solid, showmanly beat. Flip is "I've Got Bonnie" (Aldon, BMI) (2:15). **Cameo 209**

**JAMES DARREN**



**HER ROYAL MAJESTY** (Aldon, BMI) (2:08)—Darren has a strong follow-up to his hit "Goodbye Cruel World," in this bright, march-tempo ditty. He sells it with verve and drive. Should step out briskly. Flip is "If I Could Only Tell You" (Alamo-Skyrock, ASCAP) (2:13). **Colpix 622**

**THE ANGELS**



**THAT'S ALL I ASK OF YOU** (Good Songs, BMI) (2:20) **CRY BABY CRY** (Jersey-Central Songs, BMI) (2:43)—The girls, who had a hit recently with "Til," wail with plaintive feeling and heart on "That's All I Ask of You," a tender rockaballad. The lead singer contributes a feelingful reading on the flip, an appealing ballad. Both sides have strong potential. **Caprice 1018**

**TIMI YURI**



**LET ME CALL YOU SWEETHEART** (Shapiro-Bernstein, ASCAP) (2:37) — **SATAN NEVER SLEEPS** (Feist, ASCAP) (2:10)—Two fine sides by Timi Yuro that add up to a very potent hunk of wax. Top side is a driving version of the oldie with a fine guitar figure; "Satan Never Sleeps," is a picture theme tune that could also go all the way. **Liberty 55410**

**BILLY BLAND**



**ALL I WANNA DO IS CRY** (Wemar, BMI) (2:18)—**BUSY LITTLE BOY** (Roosevelt, BMI) (2:37)—Billy Bland turns in first-rate vocals on these two tunes, and could have himself a fine two-sided dinking here. "All I Wanna Do Is Cry" is a plaintive rockaballad, which he sings with much emotion; flip is an infectious rocker handed a stylish performance by the chanter. **Old Town 1114**

**EDDY ARNOLD**



**TEARS BROKE OUT ON ME** (Pamper, BMI) (2:03)—Eddy Arnold could come back on the charts with his fine treatment of a lovely, folkish tune, that's in the vein of "Little Bitty Tear." The backing is first-rate, too. Flip is "Th Do as Much for You Someday" (Milene, ASCAP) (2:50). **RCA Victor 7984**

**B. BUMBLE AND THE STINGERS**



**NUT ROCKER** (Kim Fowley, BM) (1:59)—This wild tune, based on a theme from "Tchaikovsky's "Nutcracker Suite," receives an ear-catching piano treatment from B. Bumble that is both down home and stylish at the same time. Solid teen and adult wax. Flip is "Nautilus" (Mardon, BMI) (2:15). **Rendezvous 166**

**THE ROMEO'S**



**THE TIGER'S WIDE AWAKE** (Folkways, BMI) (2:29)—Here's a mighty funny take-off on "The Lion Sleeps Tonight" that could turn into a solid novelty hit. The Romeos sell it cleverly and the backing is solid, too. Strong item here. Flip is "Hitch-Hikin'" (Aldon, BMI) (2:21). **Amy 840**

**DEAN BARLOW**



**THIRD WINDOW FROM THE RIGHT** (Famous ASCAP) (2:34)—A mighty potent rockaballad is sung with fervor and excitement by Dean Barlow over sock ork support. It's Barlow's best vocal effort in a long time. Flip is "Baby Doll" (Lescay, BMI) (2:24). **Lescay 3004**

**MARC STEWART**



**NO, YOU'RE NOT THE FOOL** (Cedarwood, BMI) (2:30)—Marc Stewart makes a most impressive debut on the label with a sock reading of an answer tune to "Fool # 1." His vocal is impressive and the tune could happen all over again. Flip is "Paul Revere O'Malley" (Cedarwood, BMI) (2:06). **Columbia 42281**

**Country & Western**

**BILLY WALKER**



**CHARLIE'S SHOES** (Pamper, BMI) (2:12) — **WILD COLONIAL BOY** (Blackwood, BMI) (2:33)—Walker, a strong chanter who recently had a solid version of "Funny How Time Slips Away," has two more impressive efforts. Top side is a ballad with a switch on the usual weeper theme, while the flip is a traditional Australian folk-styled tune. Both can go. **Columbia 42287**

**LESTER FLAT AND EARL SCRUGGS**



**JUST AIN'T** (Pamper, BMI) (2:12)—The lads with their Foggy Mountain group turn in a happy rhythm effort that's much in the traditional groove. Good blue grass sound all the way and it can move. Flip is "Cold, Cold Loving" (Peer, BMI) (2:25). **Columbia 4228**

## SPECIAL MERIT SINGLES

**Pop Talent**

**RAMSEY KEARNEY**

★★★★ **KEEP YOUR LOVE FOR ME** (Acuff-Rose, BMI) (2:12)

★★★★ **THINKING ABOUT MY BABY** (Combine, BMI) (1:40) **Hickory 1162**

★★★★  
**STRONG SALES POTENTIAL**

**RAMSEY KEARNEY**

★★★★ **Keep Your Love for Me**—HICKORY 1162—Attractive rendition by Kearney on strong country-flavored tune (penned by the Bryants) with bouncy march-tempo. Dual-market side with pop and c.&w. appeal. (Acuff-Rose, BMI) (2:42)

★★★★ **Thinking About My Baby**—Folksy ditty is warbled pleasantly by Kearney. However, flip is stronger side. (Combine, BMI) (1:40)

**DEBBY WOODS**

★★★★ **Just One More Chance** — EPIC 9489—New lass on the label bows with an unusual rendition of the fine standard. She has a unique voice, with much sincerity, and the backing is first-rate. Has a chance. (Famous, ASCAP) (2:50)

★★★★ **About a Quarter to Nine**—The lass tries hard on this side and turns in a

spirited performance of the tune made famous by Al Jolson. Flip is stronger. (M. Witmark & Son, ASCAP) (2:14)

**ROY HAMILTON**

★★★★ **If Only I Had Known**—EPIC 9492—Feelingful reading by Hamilton with effective multi-track vocal seg on dramatic gospel-flavored theme with driving tempo. (Chapel, ASCAP) (1:56)

★★★★ **Don't Come Cryin' to Me**—Hamilton packs plenty of emotional power into fervent pleader. Dual-market wax with appeal for pop and r.&b. buyers. (Spanka, BMI) (2:11)

**THE RAGING STORMS**

★★★★ **The Dribble** (Twist)—WARWICK 677—Showmanly vocal on catchy Twist tune

with familiar, rocking tempo. Should pull play. (Selma, BMI) (2:42)

★★★★ **Hound Dog** — Hard-driving piano solo work on infectious instrumental tune with good rocking beat. (Selma, BMI) (1:35)

**GRANDISON SINGERS**

★★★★ **Grandison Twist**—RCA VICTOR 7985—A rip-roaring, gospel-styled version of the Twist. The lead chanter gives it a lot of life and the backing pounds along. A well-cut side and it could grab spins. (Hirt, ASCAP) (1:52)

★★★★ **Little Liza** — A happy, rhythmic cake-walk reading of the traditional tune. The group injects a lot of spirit into it. Two exciting sides, with good piano and lead vocal spots. (Hirt, ASCAP) (1:52)

**DICK AND DEEDEE**

★★★★ **Will You Always Love Me**—LIBERTY 55412—The pair had a recent solid hit with "Mountain's High," and this side has something of the same quality. It's in mild rock tempo and it could win spins. (Safari, BMI) (2:10)

★★★★ **Tell Me**—A ballad side by the couple, with pleasant harmonies against triplet-styled rhythm. The gal sings in a high, ethereal style which has a telling effect. (Odin, ASCAP) (2:12)

**CHASE WEBSTER**

★★★★ **The Patty Cake**—DOT 16318—A

(Continued on page 32)

### 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.

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SENDING THIS TO THE TOP

# JUST TO BE LOVED

455

**Monument**  
 RECORDS

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OF HIT LABELS

529 West 25th St., New York 1, N. Y.

The pick of the new releases:

# SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Continued from page 22

## Latin American

### THE GREAT LUCHO GATICA'S BEST

**Capitol ST 10302 (Stereo & Monaural)**—Latin America's top male singer's latest LP emphasizes romantic ballads with a Latin beat, and occasionally of triplets. Gatica's husky voice is especially effective in Spanish versions of Erroll Garner's "Misty" and the theme from "The Apartment." The other songs, all of Latin origin, are, of course, sung as though written for Gatica's style. Anything Gatica turns out is sure to attract a large Latin following.

# SPECIAL MERIT ALBUMS

## Classical

### LUKAS FOSS: TIME CYCLE

**Adele Addison; Improvisation Chamber Ensemble; Columbia Symphony Orchestra (Bernstein), Columbia MS 6280 (Stereo & Monaural)**—The composition by Lukas Foss, which won the New York Music Critics' Circle Award, 1961, is presented here for the first time on records. Though this modern, programmatic work may not be everyone's meat, it will interest adventurous collectors. Soprano Adele Addison and the ork and ensemble play it with excitement.

## Sound

### 10 SAXOPHONES AND 2 BASSES

**Pete Rugulo and his Ork. Mercury PPS 6023 (Stereo)**—Pete Rugulo has a power-packed sound effort here. The band is composed exclusively of top West Coast musicians, many identified with jazz, playing tunes identified with top big bands. The reeds, rhythm and two bassists are beautifully rehearsed and recorded. The two-speaker set-up is used to good advantage by the arranger with strong voicing for baritone, bass, tenor, alto and soprano saxes contrasted against the bassists and one another. Titles include "Skyliner," "Sophisticated Lady" and "How High the Moon."

## Reviews of New Albums

Continued from page 22

material. Included are a group of Ellington compositions and former Eckstine hits.

**★★★★ EDDIE HEYWOOD PLAYS THE GREATEST!**  
**Liberty LSY 7210 (Stereo & Monaural)**—Eddie Heywood's first LP for Liberty shows the veteran pianist in top form, with Belford Henricks' fine arrangements melded to the Heywood style that made his "Begin the Beguine" a national smash. Among the current crop of pianists, Heywood can more than hold his own, especially with the lure of such popular tunes as "Love Is a Many-Splendored Thing," "Ruby," "Stella by Star-

light," "Autumn Leaves," "Ebbtide" and "This Is My Beloved," among others.

**★★★★ BROADWAY'S FAIR**  
**Julie Andrews, Columbia CS 8512 (Stereo & Monaural)**—The lovely British lass, star of "My Fair Lady" and "Camelot," embarks on her own recital here for excellent results. Henri Rene and a large string-dominated ork fill in neatly behind her on such fine songs as "I Feel Pretty," "This Is New," "A Fellow Needs a Girl," "Baubles, Bangles and Beads," etc. Good merchandise abetted by a cover of the gal which is a solid asset.

**★★★★ WARM AND WONDERFUL**  
**Les Paul and Mary Ford, Columbia CS 8488 (Stereo & Monaural)**—The pair have selected some fine numbers for their warm, creamy vocal and multi-guitar treatments on this newest outing, among them such things as "A Cottage for Sale," "It's Been a Long, Long Time," "Am I Blue," "Deed I Do," and others. A fine recording in stereo and the couple's many fans among consumers and deejays alike will go for it.

**★★★★ DANCE TILL TOMORROW**  
**Sammy Kaye and Ork, Columbia CS 8517 (Stereo & Monaural)**—The maestro has cleverly combined his familiar "swing and sway sound," with more modern trimmings like a gentle triplet beat and the Billy Vaughn twin-sax harmony sound here to provide a delightful package for the young as well as older dancers. On several efforts, a soft, harmony vocal group is featured. Numbers include "Deep Purple," "Roses Remind Me of You," "You'd Be Surprised" and "Till Tomorrow." Lots of good dancing and listening in store here.

**★★★★ HER NAME IS ERMA**  
**Erma Franklin, Epic BN 619 (Stereo & Monaural)**—Erma Franklin, older sister of Aretha, shows off her warm and striking vocal stylings in exciting fashion on this new waxing. The songs are mighty good ones and the ork, under Al Kasha, helps her project her chanting smartly. Tunes include her current release "Hello Again," plus "Don't Blame Me," "Pledging My Love" and "Detour Ahead." A fine flock of performances by an exceptional new talent.

**★★★★ TWIST**  
**Jim Tyler and Ork, Time S 2053 (Stereo & Monaural)**—This is a more sophisticated Twist album than most, featuring top musicians and full-scale swinging arrangements. The twisters will find it to their liking, and the stereo sound is first-rate. The tunes range from jazz and rock and roll standards like "One Mint Julep" and "Hallelujah, I Love Her So" to Tyler's originals, including "Bargain Basement" and "Time to Twist."

**★★★★ FABULOUS FAVORITES OF OUR TIME**  
**Various Artists, Liberty LST 7223**—There is something for everybody in this collection of old singles. Included are such former singles hits as Julie London's "Cry Me a River," Martin Denny's "Quiet Village," "A Hundred Pounds of Clay" by Gene McDaniels, Si Zentner's "Up a Lazy River," the late Jimmy Dorsey's "So Rare," and a group of film themes.

**★★★★ HONKY-TONK MAN**  
**Johnny Horton, Columbia CL 1721**—The late Johnny Horton is heard here on a group of country tunes, including the title song, which was one of his early hits and four other items penned by Horton, plus "Sleepy-Eyed John," "Ole Slew-Foot," and others. A strong package with appeal for both the pop and country markets.

**★★★★ JOHNNIE RAY**  
**Liberty LST 7221 (Stereo & Monaural)**—Johnnie Ray's first Liberty album spotlights the veteran warbler in his usual emotional groove. He wraps up a group of nostalgic oldies in expressive, moving vocals. Belford-Hendricks arrangements and the Lois Winter Singers provide able backing. Tunes include "I'll Be Around," "My Melancholy Baby," "Long Ago and Far Away."

**★★★★ SHIRLEY BASSEY**  
**United Artists UAS 6169 (Stereo & Monaural)**—Shirley Bassey is a classy singer who is already on top in her native England, and may soon be in the same boat here, with increasing American TV exposure and night club slottings. Here, she shows the kind of smartly styled, often belting thrashing that has put her up there. Included are some of her biggest hits, like "Climb Ev'ry Mountain" and "You'll Never Know," plus a number of good standards. Wax should make a hit with many deejays.

## MODERATE SALES POTENTIAL

**★★★ DOUBLE TAKE**  
**Jackie Cain and Roy Kral, Columbia CS 8504 (Stereo & Monaural)**

**★★★ DANCING CALYPSO BELLY TO BELLY**  
**Various Artists, Cook 930**

## CLASSICAL LP'S

## STRONG SALES POTENTIAL

**★★★★ WALTON: SYMPHONY NO. 2; STRAVINSKY: FIREBIRD SUITE**  
**Cleveland Orch (Szell), Epic BC 1149 (Stereo & Monaural)**—Another powerful performance from Szell and the Cleveland Orchestra. The Walton work is the composer's latest and this is its first recording. The conductor gives it a vigorous reading with bright flashes of crescendo color and swelling waves of lyricism and warmth. The "Firebird Suite" takes the highlights of Stravinsky's score and links them much as they are linked in the original. Again, Szell captures the mood of the ballet and succeeds in bringing the music, even in this condensed version, vividly to life.

**★★★★ IVAN DAVIS, PIANIST**  
**Columbia MS 6295 (Stereo & Monaural)**—Young Ivan Davis, winner of the Liszt competition last year, brings a certain excitement to his renditions that older versions do not seem to generate, as in Mozart's Sonata No. 12 and Haydn's Sonata No. 40. The five short Scarlatti sonatas provide fewer moments for dramatic contrast but his very restraint is effective. Davis has still to make a strong impact with the record-buying public, but this disk flashes both the temperament and personality to win him a wider following.

**★★★★ "I MUSICI"**  
**HAYDN: VIOLIN CONCERTO NO. 1 IN C MAJOR; GIORDANO: HARPSICHOORD CONCERTO IN C MAJOR; MOZART: DIVERTIMENTO IN B-FLAT MAJOR K 137 AND F MAJOR K 138**  
**Epic B 1150**—This noted Italian ensemble of 12 musicians concertized in strong fashion here, and sales of their disks should be helped by publicity surrounding their U. S. tour. The group is noted for its faithfulness to works of the pre-romantic composers, and this shines through their latest releases. This includes infrequently recorded works consisting of two Mozart divertimentos, a Haydn violin concerto and a harpsichord concerto by Tommaso Giordano. All are played with polish and spirit.

**★★★★ REY DE LA TORRE**  
**Epic BC 1151**—One of the foremost exponents of the Spanish classical guitar, Rey de la Torre's latest collection is highlighted by a sonatina by Torroba and four preludes by Tarrega. Four other composers also are represented by short works. The artist's style and execution are above reproach and the collection should find favor with admirers of the instrument.

**★★★★ SPANISH PIANO MUSIC**  
**Jose Iturbi, Angel S 35628 (Stereo)**—The works of Isaac Albeniz are found on Side 1 with Enrique Granados piano pieces featured on Side 2. The Iturbi touch is as always, light, sure and full of clarity. Spanish music enthusiasts will want this, but fans of Iturbi, who are numerous, may be expected to generate solid demand. The cover, incidentally, is picturesque and appropriate, a colorful painting of a bull-fighting scene.

**★★★★ MOZART: PIANO CONCERTO NO. 22 IN E FLAT MAJOR, K. 482; PIANO SONATA IN E FLAT MAJOR, K. 282**  
**Philippe Entremont, Pianist; Philadelphia Orchestra (Ormandy), Columbia MS 6278 (Stereo & Monaural)**—A worthy interpretation of Mozart's "Concerto No. 22" by Philippe Entremont. The Philadelphia Orchestra under Eugene Ormandy lends eloquent support. The pianist also turns in a forceful performance of the Mozart "Sonata in B Flat Major" on the second side. Should appeal to the legion of Mozart fans as well as followers of the pianist and the orchestra.

## SPECIALTY LP'S

## STRONG SALES POTENTIAL

### FOLK

**★★★★ THE BLUE GRASS GENTLEMEN**  
**Liberty LST 7214 (Stereo & Monaural)**—Here's a new blue grass-styled group that employs a markedly subdued approach to their songs, when compared to the works of such established groups as those of Flatt and Scruggs and Bill Monroe. Nevertheless, the work is pleasing enough in its featuring of bass, guitar, mandolin and banjo. The fiddle, usually a part of such music, is not present here. Songs range from "Long Black Veil" and "Poor Little Ellen," to the unexpected "Malaguena," and Rodgers and Hart's "Lovers."

### SPIRITUAL

**★★★★ I HEARD THE VOICE**  
**J. Robert Bradley; Rev. C. L. Franklin, Battle 6106**—The Rev. C. L. Franklin, minister of the New Bethel Baptist Church in Detroit, and father of Aretha and Erma Franklin, does a good job on this new spiritual album as a singer himself. He and J. Robert Bradley come through satisfactorily on this set, singing such religious items as "Jesus Loves Me," "When I Can Read the Titles Clear" and "Motherless Child."

**★★★★ ROCK MY SOUL**  
**The Loftonaires, Battle 6104**—Exciting and meaningful singing by the 500-voice choir of the Church of Our Prayer in Detroit should help his album do well among spiritual fans. The selections include "Rock My Soul," "When the Saints Come Marching In," "I'll Tell It, Shout It, Everywhere" and "Ezekiel Saw the Wheel."

**★★★★ JOHN'S VISION OF A NEW HEAVEN; ALL THINGS WORK TOGETHER FOR GOOD TO THEM THAT LOVE GOD; EXCEPT I SHALL SEE IN HIS HANDS THE PRINT OF THE NAILS AND THRUST MY HAND INTO HIS SIDE**  
**Rev. C. L. Franklin, Battle 6101-2-3**—Three new albums are presented here on a new label, released through the Riverside organization. In each case the Rev. Franklin, father of pop singers Aretha and Erma Franklin, addresses his congregation at Detroit's Bethel Baptist Church with a sermon taken from a different Bible passage. The fervor of the congregation's chanting and response here lends to the Deep-South styled religious excitement, and in a couple of cases the minister embarks on wildly sung passages with the audience before starting his sermon. Covers are unusual in the use of only black ink on a cream-colored cover, making them stand out on display racks.

**★★★★ ARETHA FRANKLIN; SAMMIE BRYANT AND REV. C. L. FRANKLIN**  
**Battle 6105**—Aretha Franklin's name value should give this package special sales appeal in the spiritual market. She warbles with feeling and sincerity on five fervid religious themes. Also spotlighted on the disk, which was recorded during services at the New Bethel Baptist Church, Detroit, are moving performances by Sammie Bryant and the Rev. C. L. Franklin.

**★★★★ SQUARE DANCES WITH CALLS**  
**Homer Garret, Gordon Terry**  
**SQUARE DANCES WITHOUT CALLS**  
**Gordon Terry, Liberty LRP 3218, 3219**—Two colorfully done packages, one with a caller and one without. The second set duplicates the first except for the calls. Gordon Terry, a country singer on RCA Victor, and also an expert old-time fiddler, is starred here in the latter capacity. On the set with calls, Homer Garret, head of a square dance group known as the Y-Dance Twirlers, does them in clear, understandable fashion. Favorites tunes include "Fire on the Fiddle," "Cripple Creek," "Tennessee Wagoner" and "Cotton-Eyed Joe."

## COUNTRY & WESTERN

**★★★★ ON STAGE**  
**Hank Williams, MGM E-3999**—There are a tremendous number of Hank Williams albums extant. But the fans will love this one for several reasons. It was recorded before a live audience and captures the spirit of country broadcasts during the height of the c.w. field (1949); secondly, the material includes some of the lesser-known repertoire, such as gospel tunes like "Where the Soul of Man Never Dies."

(Continued on page 26)

# prestige has the BIG NAMES



(7213)



(7205)



(7204)



(7199)

OTHER TOP-SELLING PRESTIGE ALBUMS:

**GENE AMMONS**  
Bass Tenor .....7180\*  
Jug .....7192

**JACK McDUFF**  
Tough Duff .....7185

**ETTA JONES**  
Don't Go To Strangers..7186\*  
Something Nice .....7194

**JOHN COLTRANE**  
Lush Life .....7188

**WILLIS JACKSON**  
Blue Gator .....7183  
Really Groovin' .....7196

**MILES DAVIS**  
Steamin' .....7200

**JIMMY FORREST**  
Out Of The Forrest....7202

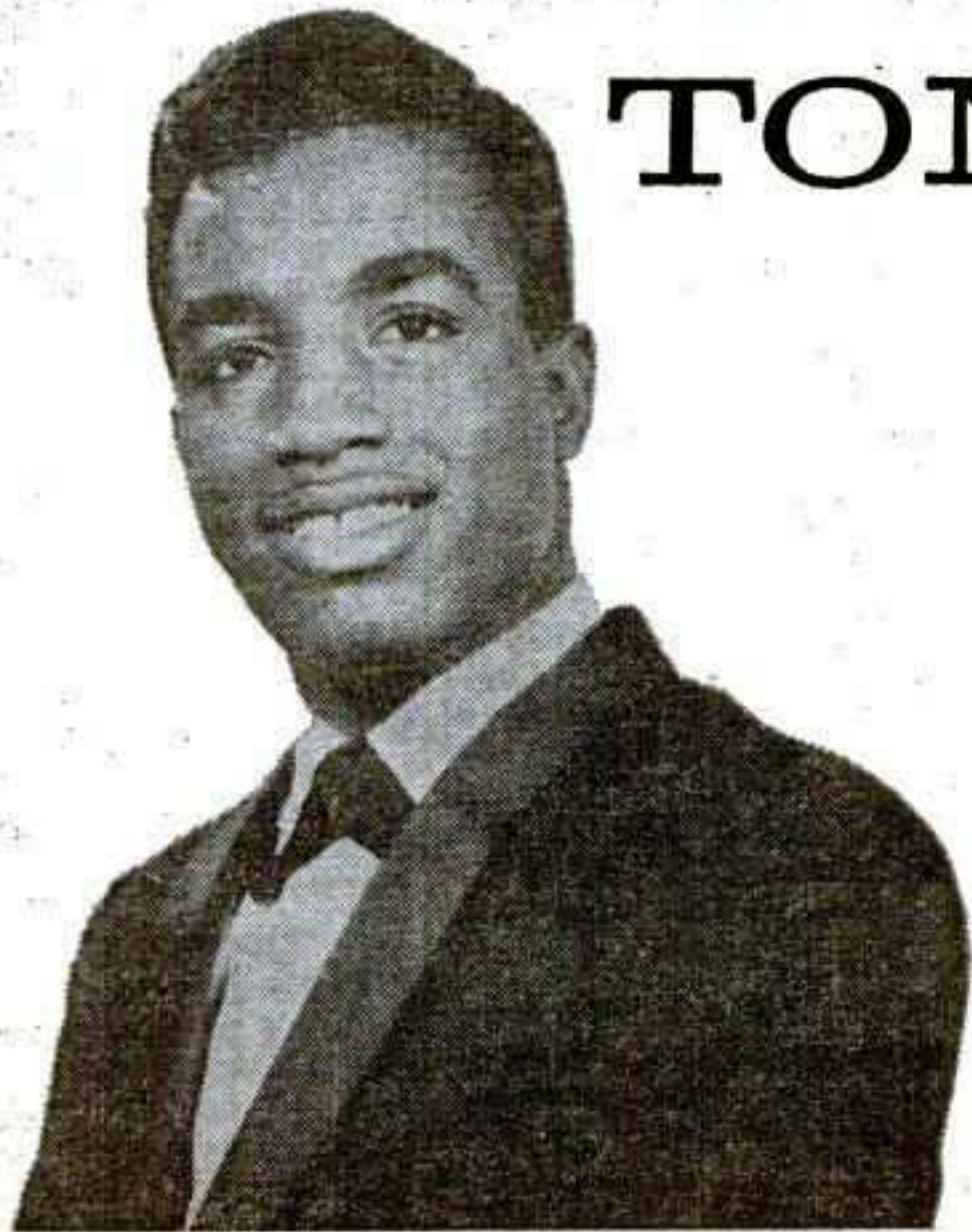
**ROLAND KIRK**  
Kirk's Work (with Jack McDuff) .....7210

**SHIRLEY SCOTT**  
Shirley's Sounds .....7195

\*Also available in stereo.  
Mr. Dealer: Write for catalog.

prestige RECORDS INC., 203 SO. WASHINGTON AVE., BERGENFIELD, N. J.

# TOP SINGLES OF THE WEEK



**TONY MIDDLETON**

**"MEMORIES ARE MADE OF THIS"**

AND

**"DRIFTING"**

UNITED ARTISTS UA 410

**PICK OF THE WEEK**

**The Cash Box**

**SPOTLIGHT SINGLES**

**BILLBOARD MUSIC WEEK**



**JAY AND THE AMERICANS**

**"SHE CRIED"**

AND

**"DAWNING"**

UNITED ARTISTS UA 415

**JOYCE DAVIS ★ "MEAN TO ME"**

UA 413

**RALPH MARTERIE ★ "LILI MARLEEN"**

UA 409

**RICK RANDALL ★ "DINING & DANCING"**

UA 405



The proudest name in entertainment.

UNITED ARTISTS RECORDS • 729 7th AVENUE • NEW YORK 19, NEW YORK





**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.



**CHARLIE DRAKE**  
(United Artists)

**BIRTHDAY:** June 19, 1925. **HOME TOWN:** London. **EDUCATION:** Grammar school. **HOBBIES:** Boxing, collecting daggers, painting and fishing. He writes short stories and scripts for films and is convinced that one day they will be published. **BACKGROUND:** This British recording artist left school at the age of 14 to go into show business, starting with a season as a singer at a London theater.

Following this, he graduated into variety through a series of theater jobs, intermixed with any other type of job he could get to supplement his income. After a four-year stint with the R.A.F., he met scriptwriter Robert Buckland, who suggested that Drake try radio appearances. Drake made his air-wave debut in a program that resulted in numerous bookings through the British Isles. His broadcasting successes spread to include many TV dates, all in England.

**LATEST SINGLE:** Charlie Drake's first wax to be released in the U. S. is his current chart item on the United Artists label tagged, "My Boomerang Won't Come Back."

**BOBBY EDWARDS**  
(Capitol)



**REAL NAME:** Robert Moncrief. **HOMETOWN:** Anniston, Ala. **BACKGROUND:** The son of Rev. and Mrs. George Moncrief. He organized his first band at the age of 14 and had a daily radio show over a local radio station. Edwards got his first break when he came to the West Coast on a 30-day tour with Lonzo and Oscar, noted comedy team from the "Grand Ole Opry." Edwards stayed in Southern California to make many local TV and personal appearances. He was soon signed with Crest Records in California for whom he composed and recorded one of the top singles of 1961, tagged, "You're the Reason." In the fall of 1961, Bobby Edwards was signed to an exclusive, long-term contract by Capitol Records, recording under the supervision of a &r. man Paul Wyatt. **OTHER MUSICAL INTERESTS:** Composer, plays guitar.

**LATEST SINGLE:** His initial release for Capitol, titled "What's the Reason," is currently making its bid for honors on BMW's Hot 100 chart.

**Recorder Mfrs. Push  
'Off-the-Air' Taping**

NEW YORK — Tape recorder manufacturers and their salesmen continue to emphasize the building of libraries by taping music from radio programs—a practice which is of growing concern to record manufacturers and copyright owners.

For example, Sam Jenkins, sales manager of Majestic International

Sales Company, which manufactures tape recorders, told a group of appliance dealers at the National Appliance and Radio-TV Dealers Association in Chicago last week that FM stereo radio offers "a rich new source for acquiring an imperishable musical library of tape."

Jenkins also warned the appliance dealers that they are losing tape recorder sales by default, pointing out that 42 per cent of total tape recorder sales are made by photography shops.

At the same meeting, J. B. Anger, marketing manager of Zenith Sales, also gave stereo FM a boost, describing it as "The brightest segment of the total phonograph picture." Commenting on the rapid rise of stereo FM broadcasting, Anger said there were only 23 stations airing stereo FM seven weeks ago, whereas today there are 56 outlets broadcasting stereo FM. He estimated that there would be 194 stations broadcasting stereo FM by April, 225 by June, and 261 by the end of the year.

However, some dealers fear that even if listeners don't tape music off the air, they will be pleased with the quality of stereo FM broadcasting that henceforth they will prefer to dial their wax rather than buying it. The manager of a

**WKLO HOLDS  
COWLEY DAY**

LOUISVILLE, Ky. — Veteran disk jockey Paul Cowley, WKLO, here, celebrates his 2,500 broadcast on that outlet January 27. The station has tagged the date "Paul Cowley Day." Cowley will do his 10 a.m.-2 p.m. show, via remote, from his own local record store on that date. A flock of record stars will appear with Cowley on the program, and WKLO is rounding up congratulatory wires from record artists and labels, which will be read on the air throughout the broadcast day.

**PROGRAMMING  
PANEL**

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

**THE QUESTION**

**Do you resent it when TV dramatic shows portray disk jockeys in an unfavorable light?**

**THE ANSWERS**

**AL COLLINS**  
KSFO, San Francisco

Disk jockeys haven't been in a favorable light since someone stole the 500-watt fresnel at the Paramount. Come to think of it, that was stolen by a disk jockey. In fact, the term disk jockey is about as unfavorable as you can get. Sounds like a term for round underwear. And as far as that goes, the so-called disk jockeys are portraying television in an unfavorable light. Which brings me back to the Paramount spotlight. Please return it whoever you are.



**GORDON SHAW**  
KLIX, Twin Falls, Idaho

Members of every profession have been portrayed in an unfavorable light. Those of us in the broadcast industry at times, I suppose, have a right to resent all the false accusations and untrue statements directed at our chosen profession. However, will it alleviate this situation to cry: "Hey, Rube?" I don't believe so. Fellow members of the industry know these accusations, and unfair portrayals of our industry are untrue.



**PAUL A. DALY**  
WBZY, Torrington, Conn.

It doesn't add any prestige to the deejay profession when the only portrayal seen on TV dramatic shows continually depicts a two-faced criminal, a screaming madman or some such character. To a listener, to whom a deejay is often only a voice, it's easy to type the entire profession in the image of the TV actor who is, in fact, portraying the exception, and certainly not the rule. It seems a shame that, while most professions are given good treatment on television, the disk jockey is usually degraded. Perhaps this is due to the rivalry which still exists between the two mediums.



department store record-phonograph section, who was attending the meet, commented "Stereo FM has a good chance of killing the phonograph record business. For example, we've had a practice in our home of buying two or three records a month. Since we've had stereo FM we have not bought a record."

**VOX JOX**

By JUNE BUNDY

**THE ALL-NIGHT BEAT:** Jack Lazare, veteran all-night deejays, WINS, New York, has the No. 1 post-midnight program in New York radio, according to a Pulse survey for October, 1961. The study, covering the period from midnight to 6 a.m., gives WINS 22 per cent share of audience; WNEW, 15 per cent; WOR, 15 per cent; WABC, 13 per cent, and WCBS 13 per cent. . . . Meanwhile, the midnight to 6 a.m. show, emceed by Jack Wagner, was dropped by KHJ, Hollywood, last week, when the station cut its broadcast day by 25 per cent.

**THIS 'N' THAT:** Jim (The Singing Cherokee) Witlock, KBUB, Sparks-Reno, Nev., spins country and western music 40 hours a week and needs wax. Witlock also records for the Las Vegas label and is willing to provide other jocks with his latest disk "Losing You" backed by "Just Waste Your Life." . . . Bob Wolfe and Jerry Wilder, KBER, San Antonio, have signed to edit the taped intermission music and commentary for 18 local drive-in theaters. The jocks were selected for the task on the basis conducted by the theater chain to determine the most popular c.&w. deejays in the San Antonio metropolitan area.

New staffers at WSB, Atlanta, include public relations director Phil Harrison, radio music librarian Sandra Alley, radio sales script writer Phyllis Grollman and engineer Kermit Hamby. . . . Bill Randle, formerly with WERE, Cleveland, has added a new show to his regular Saturday afternoon stint on WCBS, New York. Tagged "On Location," the show will spotlight albums featuring performances recorded "live" during concerts, niter dates, etc. The program, which will be aired on Fridays from 10:10 to 10:35 p.m., will cover classical, pop, jazz, folk, comedy and spoken word packages.

Martin Block, WOR, New York, will emcee a new 15-minute "live" music show, produced by the Public Affairs Office of the National Guard, and featuring a flock of big disk names, including Keely Smith, Connie Francis, Nelson Riddle and his ork, Andy Williams, Si Zentner's ork and many others. The program will be aired by WOR as a public service on Saturdays from 8:30 to 8:45 p.m. . . . Jerry Blavat, teen-aged deejay known as the "Geator With the Heater," has returned to WCAM, Camden, N. J., in the 10 p.m.-midnight time slot.

**CHANGE OF THEME:** Allan Newman, formerly program co-ordinator for KSFO, San Francisco, has been upped to program director status at the outlet. He succeeds Hugh Heller who has taken over the program director post at KSFO's sister station, KMPC, Los Angeles. . . . Marty Green, ex-WEAW, Evanston, Ill., has joined KWFR, San Angelo, Tex., in the morning time slot and needs wax. . . . Deejay Bryce Bond has been named production manager of Friendly Frosts' new FM Stereo station WTFM, New York. His daily 6 to 10 a.m. show, "Sundial," has been taken over by Roberto Stampa,

*(Continued on page 28)*

**LABEL-DEEJAY PROMOTIONS**

By NIKI KALISH

**COLUMBIA DISK PLUGGED:** Jimmy Dean's Columbia waxing of "Dear Ivan" garnered much attention last week when Station KXOL, Fort Worth, launched a promotion urging listeners to write their own "Dear Ivan" letters and mail them to the Texas outlet. Earle Fletcher of that station wires to tell that the

contest rules stated the best letter was recorded and played on the station. Also the writer of the best letter received \$50 and all the letters submitted were forwarded to the State Department in hopes they would be passed on to the Russian Embassy. In addition, the letters were photostated and sent to Radio

*(Continued on page 28)*

**YESTERYEAR'S HITS**

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

**POP—5 Years Ago**  
January 26, 1957

1. Singing the Blues, G. Mitchell, Columbia
2. Young Love, S. James, Capitol
3. Don't Forbid Me, P. Boone, Dot
4. Young Love, T. Hunter, Dot
5. Moonlight Gambler, F. Laine, Columbia
6. Banana Boat Song, Torriers, Glory
7. Blueberry Hill, F. Domino, Imperial
8. Green Door, J. Lowe, Dot
9. Banana Boat (Day-O), H. Belafonte, RCA Victor
10. Love Me Tender, E. Presley, RCA Victor

**POP—10 Years Ago**  
January 26, 1952

1. Cry, J. Ray, Okeh
2. Tell Me Why, Four Aces-A. Alberis, Decca
3. Little White Cloud That Cried, J. Ray, Okeh
4. Sin, E. Howard, Mercury
5. Shrimp Boats, J. Stafford-P. Weston, Columbia
6. Tell Me Why, E. Fisher-H. Winterhalter, RCA Victor
7. Any Time, E. Fisher-H. Winterhalter, RCA Victor
8. Slow Poke, R. Flanagan, RCA Victor
9. Tiger Rag, L. Paul-M. Ford, Capitol
10. Slow Poke, Pee Wee King, RCA Victor

**RHYTHM & BLUES—5 Years Ago—January 26, 1957**

- Blue Monday, F. Domino, Imperial  
Blueberry Hill, F. Domino, Imperial  
Love Is Strange, Mickey & Sylvia, Groove  
Jim Dandy, L. Baker, Atlantic  
Ain't Got Me Home, C. Henry, Argo

- Since I Met You Baby, I. J. Hunter, Atlantic  
Honky Tonk (Parts I & II), B. Doggett, King  
Without Love, C. McPhatter, Atlantic  
Thousand Miles Away, Heartbeats, Rama  
You Got Me Dizzy, J. Reed, Vee Jay

# Hear and see the big WALKING CANE

by  
**BILLY DUKE**  
on television

- Dick Clark Bandstand — Coast to Coast—January 23
- Buddy Deane Show — WJZ-TV Baltimore, Md.—February 2
- Bob Clayton Show — Boston WHDH-TV—January 27
- Clark Race Show — KDKA-TV Pittsburgh, Pa., January 20
- DJ's, coast to coast playing on radio—Write for your copy to 20th Fox, 1721 Broadway, New York City.

## HOT RELEASES

### DO YOU KNOW HOW TO TWIST BROADWAY

Hank Ballard King 5593

### FEVER (with fiddles) BO-DA-LEY DIDD-LEY

Little Willie John King 5591

## GOING STRONG

### LOST SOMEONE

James Brown King 5573

### THANK YOU MISTER BALLARD FOR CREATING THE TWIST

The Escos Federal 12445

### THE STUMBLE (instrumental)

Freddy King Federal 12450

### HAND JIVE ONE MORE TIME

Johnny Otis King 5581



### IMMEDIATE SMASH!

# "ONE OF THE GUYS" VINNIE MONTE

JUBILEE #5417

### BEST SELLING ALBUMS!!!

- #820 REDD FOX AT JAZZVILLE
- #823 THE WHOLE OF HATTIE NOEL
- #824 THE NEW LAFF OF THE PARTY Billy Allyn



# "IF YOU JUST WOULD SAID GOODBYE"

## WALKIN' WILLIE

# RSVP 113

DISTRIBUTED NATIONALLY BY RUST RECORDS INC., NEW YORK CITY

# VOX JOX

Continued from page 27

who is narrator on "The Foreign Film Festival" over WOR-TV, New York, and is also host of a weekly "New York-Roma-New York" program for Italy's R.A.I. radio network.

Sam Hamilton is new host on the 7 p.m.-midnight show on WWCO, Waterbury, Conn. Also new at WWCO — on a part time basis — are jocks Bob Rinaldi and Brian Matthews. Meanwhile WWCO program-director-deejay Ken Gaughran has been named emcee-toastmaster for the Distinguished Service Award Presentation and Banquet held by the Waterbury Junior Chamber of Commerce this week. . . . Gene Feehan celebrates his fourth year of consecutive broadcasting on "Speaking of Jazz," New York's longest-running-FM-only jazz show, WFUV-FM, New York, January 31. His show will soon be re-broadcast, via tape, over KSFJ, San Francisco.

Mrs. Jean Ensign has been appointed manager of the Herald Tribune Radio Network's WVIP, Mt. Kisco, N. Y. She is believed to be the only woman to occupy such a post in the State of New York. The honor formerly belonged to Tuddie Judis (now Mrs. Ira Herbert) who was the manager of WNEW, New York, for several years, before she sold out her interests. Mr. and Mrs. Herbert (with Emil Mogul) formally took over ownership and operation of WWVA, Wheeling, W. Va., January 5. Paul Miller will remain as general manager of WWVA, formerly a Storer outlet, and the Herberts said no changes are contemplated in the programming, personnel and policies in the operation of the station. The Herbert-Mogul Group also own and operate stations WAKE, Atlanta, Ga., and WYDE, Birmingham, Ala.

Joseph B. Somerset, formerly program supervisor of WPRO, Providence, R. I., and WROW-FM, Albany, N. Y., has been named director of program operations for WPAT, Patterson, N. J. At the same time David Gordon, WPAT's long-time music director, has been promoted to the newly created post of director of music operations. In his new job, Gordon will continue to create all WPAT music programs and will also function in a broad executive capacity. . . . Johnny Williams is the new music director at KISN, Portland, Ore. He will continue his daily "Fabulous Fifty Hit Parade" show from 3 to 7 p.m. . . . Harold E. Graves, program director of WENE, Binghamton, N. Y., has been promoted to general manager. . . . Tom Fenen is new program director at WSJM, St. Joseph, Mo.

## KALL Listing A Sales Help

Continued from page 6

new stereo sounds and suggests dialers drop in for demonstrations at their local record store.

Meanwhile, stations across the country continue to put more and more emphasis on album programs. Station WNEW, here, which already programs a sizable amount of albums, is starting a new show this week which will feature a flock of old LP's. Tagged "The Golden Age of Popular Music," the series will be emceed by William B. Williams and will feature music played by the big bands of 1930's and 1940's. It will be aired on Mondays from 7 to 8 p.m.

### Switch to LP, Too

Also on a new album kick is Station WARN, Fort Pierce, Fla., which has switched to a "modified sound" during the daytime hours. However, WARN will continue its prest Top 40 format from 6 p.m. to 1 a.m. Al Radlein, WARN's program director, said the change was made after a recent survey of WARN listeners showed that the majority "would like to hear more album cuts." Bill Marlin and Jim Cairns have signed on as new jocks for the album programming segment.

### Breaking for a Hit!

# "Do the New CONTINENTAL" THE DOVELLS

Parkway #833

CAMEO/PARKWAY RECORDS  
Philadelphia, Pa.

## ABC Holds 1st Distrib Meet

NEW YORK—ABC-Paramount Records set a new policy this year at its annual distributor meeting in Florida last week. For the first time, the label's executives held individual meetings with each of the 28 distributors in attendance, rather than holding a mass confab with all of the distributors at one time, which was heretofore the case.

The new policy was established, said ABC-Paramount prexy Sam Clark, because each distributor has individual problems, and most prefer to discuss them privately.

The distributors were informed of the new policy at an opening breakfast, and Clark said reaction was so good that the plan may possibly set the pattern for all future meetings. Clark said more orders were written last week than at any other previous distributor meeting.

ABC-Paramount and its subsidiary labels unveiled for distributors the 1962 campaign, featuring a 12½ per cent discount plan from January 1 through March 31 on 23 new albums—including 12 ABC-Paramount LP's, 6 Impulse, 4 Chancellor, 1 in its new comedy series, Aristocrat, by Allen and Rossi.

ABC-Paramount's new classical subsidiary Westminster and the Enoch Light labels Command and Grand Award were also represented at the meet, but the discount plan did not apply to their catalogs.

### Lerner & Loewe Sue Club

HOLLYWOOD — Copyright infringement suit was filed here last week by Alan Jay Lerner and Frederick Loewe, Miller Music, and Chappel against a Torrance, Calif., spot, Corso's Candle Room, charging that their copyrighted

## LABEL-DEEJAY PROMOTIONS

Continued from page 27

Free Europe. Fletcher reported that reaction was "tremendous." Over 400 "Dear Ivan" letters were received in the second days' mail. The Columbia wax moves into the No. 24 slot on BMW's "Hot 100" this week as a "Star Performer."

**ATLANTIC TWIST PROMO:** Atlantic and Atco Twist albums were the subject of much attention a short time ago at the Concord, Kiamasha Lake, N. Y., a Catskill Mountains resort hotel, where WABC, New York deejay, Bruce Morrow, hosted a Twist competition for the hotel patrons. The winners, from various age groups, were awarded copies of such Atlantic and Atco LP's as Ray Charles' "Doin' the Twist," the Atlanti: All Stars' "The Greatest Twist Hits," and Bobby Darin's LP called "Twisting With Bobby Darin."

**CARLTON PUSHES TWIST TOO:** Carlton Records' promo man, Shelly Hechtman can be seen these days dispensing and deluging the nation's deejays with hordes of striped peppermint canes and life-savers, along with copies of the new platter, in an all-out promotion to push the name of Danny Peppermint and his new single, "One More Time." This waxing is the follow-up, of course, to his hit disk tagged "The Peppermint Twist."

**EVERYBODY FOR THE EVERLYS:** In lieu of personal promotion on their new single titled "Crying in the Rain" by the top Warner Bros. recording duo, the Everly Brothers (currently serving a stint in the U. S. Marines), Ike Everly, the boys' father, as well as Bob Summers of the record label, various promo men of the WB distribs, and Reggie Tobin of the Everlys' West Coast office, all went out on the road to "strike up a little fire" on the new release. In connection with the push on the tune, the label is providing deejays with attractive black and gray autographed cigaret lighters as a reminder to play "Crying in the Rain." The side bounds into the No. 42 slot on the "Hot 100" this week, also a "Star Performer."

**SEATTLE TEEN QUEEN:** Swan Records' Freddie Cannon has a new disk tagged "Teen Queen." The title prompted Chris Lane of Station KAYO, Seattle, to build a contest around the wax to select a Seattle Teen Queen. Voting was by post card, and weekly winners were awarded watches and a date with their favorite deejays.

## Gale Spotlight On Gershwin

NEW YORK—The first package show to be sent out by Gale Attractions during 1962 is called "A Night With Gershwin." The show will feature Rhonda Fleming, Earl Wrightson, the Ray Charles Singers and Skitch Henderson.

The Gershwin package, which will commemorate the 25th anniversary of the death of the composer, will start a four-week tour on March 9, and will cover the U. S. and Canada.

Large cities are being lined up for the show, which will play both arenas and auditoriums. Tim Gale, head of Gale Attractions, produced the "Biggest Shows" which played arenas and auditoriums a decade ago.

song material was performed at the establishment without permission of the ASCAP members. Court was asked to restrain the defendants from future public performance of the tunes in question, and to award statutory damages and court and attorney fees.

## DIRECTIONAL

NEW  
NEW  
NEW



## III SOUND III

A PRODUCT OF PREMIER ALBUMS, INC.  
356 W. 40 ST., N. Y. C.

### D-Y-N-A-M-I-T-E!

CENTAUR #101

## ABBY

(DEAR ABBY)

By HELEN LA CROIX

CENTAUR #102

## MOODY

By TEDDY BART  
HOW MANY?

CENTAUR RECORDS

82 ALDINE ST., ROCHESTER 19, N. Y.

## ANOTHER BIG ONE BY

Wilma Lee & Stony Cooper

## THE MIGHTY BATTLE CRY

Hickory 1157

### FLYING HIGH!

GEORGE JOHNNY and the Pilots

## "FLYING BLUE ANGELS"

Coed 555

## COED

RECORDS  
1619 Broadway  
New York, N. Y.

### A BIG HIT!

## "YES INDEED"

By

Pete Fountain  
Coral 65549

Getting Stronger  
in All Markets!

## GLORIA LYNNE

"YOU DON'T HAVE TO  
BE A TOWER OF  
STRENGTH"

Everest #19428

EVEREST RECORDS

360 Lexington Ave., N. Y. C.



**Chancellor**  
 FRANKIE AVALON  
**AFTER YOU'VE GONE**  
 b/w  
**IF YOU DON'T THINK I'M LEAVING**  
 C-1101

**CIMARRON**  
 LEON McAULIFF  
**CHOO CHOO CH'BOOGIE**  
 b/w  
**HONKY TONK SONG**  
 4052

**11 SIZZLERS TO BRING IN COLD CASH!**

LLOYD PRICE  
**BE A LEADER**  
 b/w  
**'NOTHER FAIRY TALE**  
 ABC-10288

MAXINE BROWN  
**WHAT I DON'T KNOW**  
 (won't hurt me)  
 b/w  
**I GOT A FUNNY KIND OF FEELING**  
 ABC-10290

THE IMPRESSIONS  
**GROW CLOSER TOGETHER**  
 b/w  
**CAN'T YOU SEE**  
 ABC-10289

TEDDY RANDAZZO  
**MOTHER GOOSE TWIST**  
 b/w  
**IT'S A PITY TO SAY GOODNIGHT**  
 ABC-10287

THE PATTERNS  
**AIN'T DOIN' THAT NO MORE**  
 b/w  
**IT'S SO NICE**  
 (I Had To Do It Up Twice)  
 ABC-10284

Sound that sizzles... by artists who tantalize!

HALE & HAYDEN  
**TWIST**  
 Ala Cacciatore  
 b/w  
**MARGIE (Italiano)**  
 ABC-10286

DONNA DEE  
**NOBODY'S GONNA HURT YOU**  
 b/w  
**TELEVISION**  
 ABC-10296

JAMIE COE  
**HOW LOW IS LOW**  
 b/w  
**LITTLE DEAR, LITTLE DARLING**  
 ABC-10267

PAUL ANKA  
**THE FOOLS HALL OF FAME**  
 b/w  
**FAR FROM THE LIGHTS OF TOWN**  
 ABC-10282

**ORDER PLENTY OF THESE NEW RELEASES...YOU'LL NEED THEM ALL!**

**ABC-PARAMOUNT**



## Late Hours & Service Boost Console Sales

MONTGOMERY, ALA.—The Record Shop in the Normandale Shopping Center here stays open three nights per week until 10 o'clock and, according to proprietor Raymond Cohen, accounts for more than 75 per cent of the total turnover in expensive stereo phonograph consoles and combinations.

Accounting for the biggest stereo phonograph volume in the city is a combination of evening-hour selling, when husband and wife can be brought into the store together, and old-fashioned home demonstration. The huge inventory of phonograph records which occupies half the store provides the initial magnet for traffic, and the comfortable separate showroom to the left of the department, where an average of 15 stereo phonographs priced all the way from \$200 to \$850 is shown, creates active stereo prospects.

### Women First

Since 90 per cent of the prospects are women who came into store either for records or for a look at stereo equipment while shopping in the Normandale

Shopping Center, Cohen considers almost every sale as a "one-two punch" proposition. He demonstrates every phonograph, of course, as intensively as possible during the first visit of a prospect, but he has little illusions as to being able to complete the sale at the first call.

Instead, the Alabama dealer offers his prospects a choice of two types of demonstration. If convenient, the prospect is invited to bring her husband around during the evening hours when, with less traffic in the store, a complete and exhaustive demonstration can be carried out. If this isn't convenient, Cohen has a counter offer in simply delivering the stereo phonograph which has interested the prospect to her home for a weekend demonstration.

Careful screening of each prospect and quick Monday follow-up after the home demonstration have sold every phonograph which has been home demonstrated. Whether the prospect buys via the home or store demonstration routes, each gets a tour of the well-equipped service department. Also applied is a guarantee on every phonograph which extends beyond that offered by the manufacturer.

### Extra Fudge

"We even fudge on the guarantee in favor of the customer, where he experiences tube trouble, resistor breakdowns or mechanical difficulties within six months or so after the guarantee has already run out," Cohen said. "That is charged off to good-will building

## Record Distributors Handling Teppaz

CHICAGO — The French Teppaz line of phonographs, recently introduced into the American market, will be distributed through a number of indie record distributors, according to execs of the firm. Firm has already named Summit Distributors, a record outlet here, to handle distribution in the Chicago area. Others are being lined up in various markets. In addition, the firm named Hixon Distributing, Seattle, and O. W. Coombs, Los Angeles, both in the appliance field, as distributors for their territories.

and since it is the most important element in any business, we think it's well worthwhile."

The Montgomery record retailer has never made use of any gimmicks whatsoever to keep up a healthy, steadily growing volume in each department. Instead, sheer service, such as the repair department, the fact that the store will order and deliver any record which a customer requests within 24 hours, are responsible for the 80 per cent increase which has shown since taking over an adjoining shop, knocking out the separating wall, and creating a big well-diversified store.

Nor has there been any price cutting as such for the sake of extra traffic. Instead, Cohen maintains a prestige atmosphere, chooses salespeople who know music and sound reproduction intimately, and adopts a continuous low-pressure approach. Where financing is concerned, Cohen carries his own contracts for the most part, writing them to fit the income of the individual so that few are in any way alike.

## Ampex Audio Drops Lines of Consoles

SUNNYVALE, Calif. — Ampex Audio, known as one of the class lines of high-end phonotape console units, has dropped production of this line of equipment. Five units in the \$800 to \$2,650 price category are involved.

A spokesman said the move was decided on after considerable market analysis. It was explained that at this price level, the firm was in direct competition with component sets, which had the advantage of offering customer selectivity in components. The firm will continue to market its 1200 series of tape recorders and models 934 and 936 playback units.

## Bel Canto Nat'l Sales Mgr. Post to Mayer

COLUMBUS, Ohio—Herb Mayer, sales manager of the pre-recorded tape division of Columbia Records, will succeed Pete Fabri as national sales manager of Bel Canto Stereo Tapes here, when Fabri ankles the firm February 1.

Shelly Tirk, district manager of Bel Canto, left last week with no definite plans. It is known he had been huddling with Mercury Records, for whom he worked five years before joining the Thompson-Ramo-Wooldridge tape division a year ago.

## Dealers Sound Off on 5% Return & Stock Protection at ARD Meeting

NEW YORK—The 5 per cent return privilege on single records was a major topic aired at the monthly meeting of the Association of Record Dealers Chapter of SORD at the Park Sheraton Hotel here Wednesday (17). The dealers also discussed what they called the "ever present danger" of manufacturer price cuts without protection for dealers.

On the matter of the 5 per cent return, the dealers felt that such a provision is inadequate in today's market. The fact is, according to ARD President Mickey Gensler, that a return deal or a guarantee doesn't mean anything if the company goes out of business in the meantime or if they change distributors.

The dealers agreed that they would prefer a lower price on

singles, in the area of 53 cents, under which the return deal could be eliminated altogether. "New York is a prime dumping ground. There's a lot of stuff getting here from outside sources at real low prices. If the local distributors would give us a 53-cent price it would help us compete," Gensler noted.

Also at the meeting a recent exchange of correspondence between Gensler and executives of RCA Victor, Capitol and Columbia, regarding what the firms might do to protect dealers in the event of a price cut on LP's, was read. Comment ran to the effect that the replies from the companies were evasive and failed to promise any type of inventory protection. At the same time it was noted that no protection was received from Time Records on the occasion of a recent cut on some of its merchandise.

Another meeting of ARD will be held on Tuesday, February 20, at the same location.

SAN FRANCISCO — "What's Your Name?" by Don and Juan on the Big Top label moved in as a strong new single in this market last week. Others selling well included "Baby Don't Leave Me" by Joe Henderson on Todd, "Outside Heaven's Door" by Paul Greenwood on Musicor, Jasper Wood's "Hully Gully Papa" on VPM, and "Joey Baby" by Anita on RCA Victor. Singles sales have edged off since the first of the year, with the diminished market shared by a number of strong newcomers, rather than being concentrated on a select few sellers.

## 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-phonograph 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 \$31 AND \$60

Pos. This Issue	Pos. 10/16/61 Issue	Brand	% of Total Points
1	1	Decca	28.7
2	2	Capitol	12.1
3	5	Webcor	11.0
4	6	Voice of Music (V-M)	9.1
5	3	Magnavox	5.3
6	4	RCA Victor	3.6
7	—	Zenith	3.4
8	—	General Electric	3.2
Others			23.6

## 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.

**ATLANTIC-ATCO**—Expires January 31, 1962. Started January 20, 1962. Both labels are offering a special incentive plan on their LP catalogs. Dealers should check with their distributors for details.

**BLUE NOTE**—Expires January 31, 1962. Started January 2, 1962. Dealers are offered a 10 per cent discount on the entire catalog.

**DECCA**—Expires January 31, 1962. Started January 2, 1962. The label is offering a special incentive plan to distributors on Decca, Brunswick and Coral catalog items. See page 4, January 6 issue, for details.

**PRESTIGE**—Extended through January 31, 1962. Started November 4, 1961. Buy seven LP's and receive one LP free. Plan is on entire 7000 series.

**CAMEO-PARKWAY**—Expires February 9, 1962. Started January 8, 1962. "First Anniversary Sale." Label offers a 20 per cent cash discount on the complete Cameo catalog and 10 per cent cash discount on the complete Parkway catalog.

**MERCURY**—Expires February 15, 1962. Started January 1, 1962. Operation Gold Seal. Fifteen per cent merchandise bonus. On general catalog items (exclusive of Wing merchandise) 100 LP's or EP's purchased will allow 15 in a like category to be shipped at no charge. All merchandise purchased under Operation Gold Seal, which is represented in the new January release, will be 100 per cent exchangeable during the last 15 days in May. The rest of the product purchased under the plan will receive usual 10 per cent exchange. "F. 35d" product will be exchangeable on a dollar basis for any LP in the Mercury catalog.

**TIME**—Expires February 15, 1962. Started January 13, 1962. One album free for every six purchased on entire catalog.

**UNITED ARTISTS**—Expires February 15, 1962. Started January 8, 1962. "Sweet 16 for '62." Ten per cent discount on new releases plus entire catalog. "Silver Spotlight Series." One hundred and twenty singles which may be purchased on a one-on-five basis. All available through distributors.

**LIBERTY-DOLTON**—Expires February 16, 1962. Started January 20, 1962. Ten per cent cash discount on new releases plus entire catalogs.

**RIVERSIDE**—Expires February 28, 1962. Started January 16, 1962. Regional distributors and dealers will receive two albums on every 10 ordered on new releases and catalog of the Riverside line and its subsidiary labels, Jazzland, Washington and Offbeat.

**KAPP-MEDALLION**—Expires March 15, 1962. Started January 15, 1962. Ten per cent discount with dating to qualified dealers on 20 new releases plus complete catalog. Contact local distributor.

**PRESTIGE**—Expires March 31, 1962. Started January 7, 1962. Two free 45 r.p.m.'s with every 10 purchased of the Prestige, Bluesville and Tru-Sound singles.

**PRESTIGE**—Expires March 31, 1962. Started December 29, 1961. The label offers two free LP's for every 10 purchased on the International, Bluesville, Lively Arts, Anatolian, Greek and Documentary series.

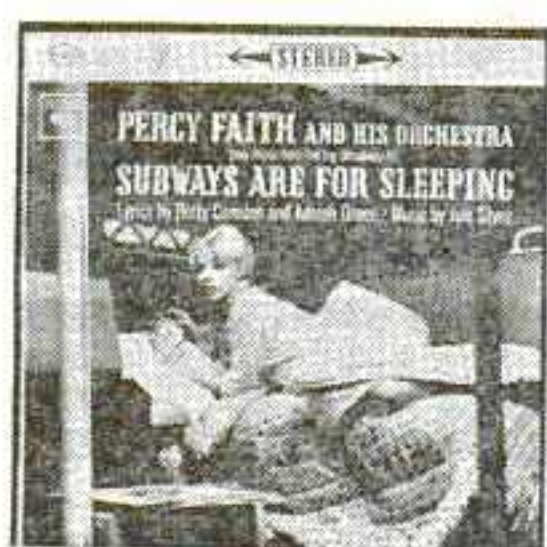
**MONITOR**—No expiration date. Started June 19, 1961. Five LP's are specially priced to the consumer at \$1.98. Soviet Army Chorus and Band, Vol. 4, Beethoven Piano Concerto No. 4 in G, Gilels, Piano; Beethoven Piano Concerto No. 5 in E Flat Major, Gilels, piano; Bach Concerto No. 1 in D Minor; Leonid Kogan Plays Prokofiev, Tchaikovsky and Saint-Saens.

**CONCERT-DISC**—No expiration date. Started September 25, 1961. Complete catalog including new releases offered on a one-free-every-five-purchased basis. Label's "Success in Life" and "The Businessman's Record Club" series available at 10 per cent discount.

## ALBUM COVER OF THE WEEK



**BALLADS OF THE KING**—The Johnny Mann Singers, Liberty LST 7217. A clever cover depicting Sinatra's noted chapeau. The eye-catching colors are vibrant red, blue and gold. Cover designed by Francis & Monahan; photography by Gerrett-Howard, Inc. Prime display material.

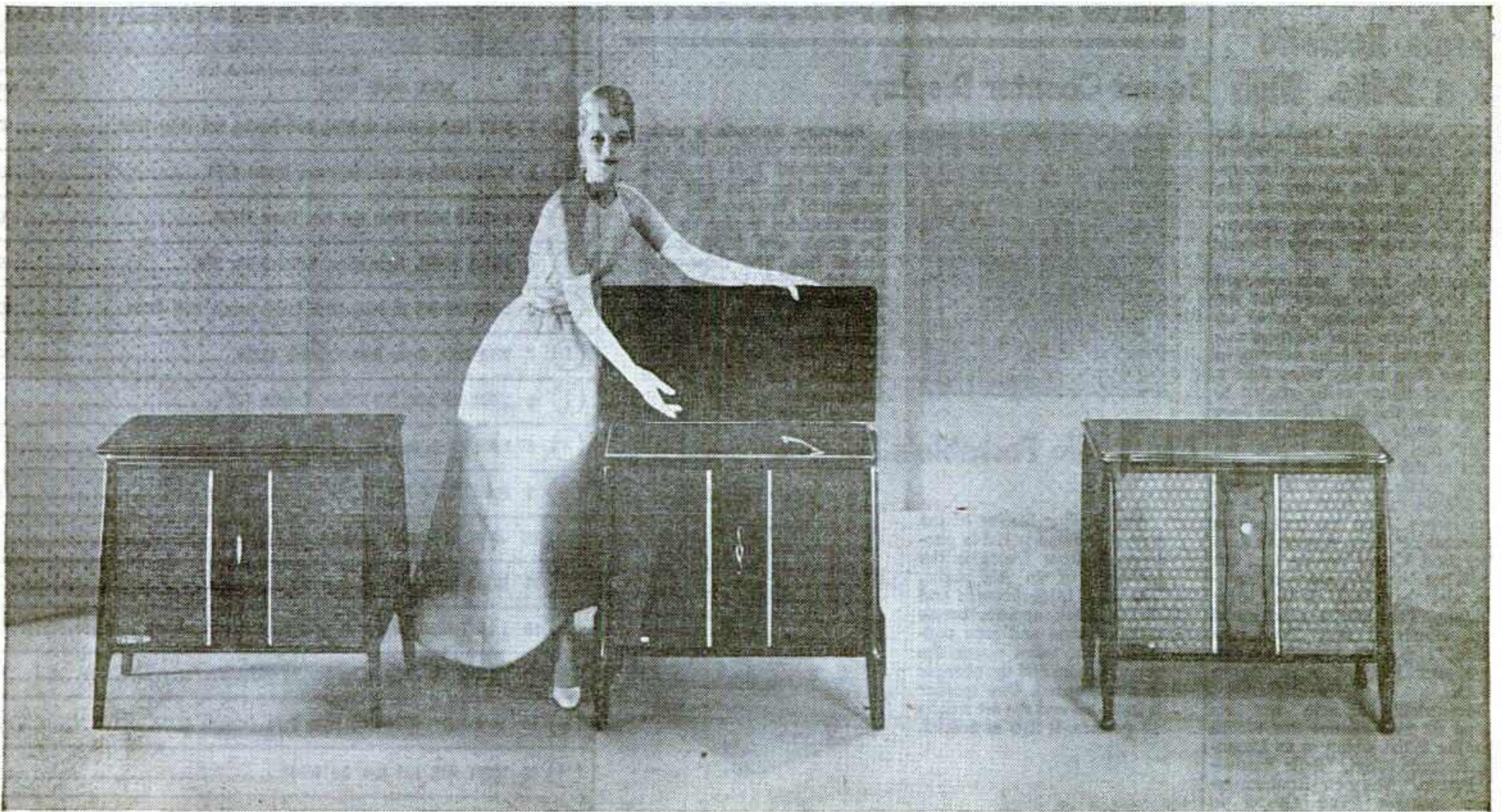


**SUBWAYS ARE FOR SLEEPING**—Percy Faith and His Orchestra, Columbia CS 8533. Another clever cover tie-in with the title. This is a full color photo by Henry Parker of a lovely damsel about to retire for the night. Timely and attractive album for display.

when answering ads . . .

Say You Saw It in Billboard Music Week





Left to right, the Danish Modern Mark XVII, \$239.95; the Contemporary Mark XVIII, \$229.95; the Early American Mark XVI, \$239.95

## RCA VICTOR adds a deluxe FM-AM tuner to its fast selling Total-Sound Stereo...giving you even faster selling combinations from only \$229.95!

Take the Total-Sound stereo console that wowed 'em at \$159.95... add a deluxe FM-AM tuner with AFC and Slide Rule Vernier Tuning... and you've got the hottest thing in sound today!

You've got beautiful, all-wood cabinet styling... and the famous Total-Sound four speaker system.

You've got everything your customers want... at a new low price that will make them *buy!*

RCA VICTOR'S High-Precision FM-AM Tuner with Slide Rule Vernier tuning pinpoints stations... Automatic Frequency Control "locks-in" FM stations... sensitive ferrite rod AM antenna and dipole FM antenna bring in many weak stations with extra clarity. *This* is the superb quality tuner that RCA Victor adds to its fast-selling Total-Sound Stereo consoles... giving you even faster selling combinations at the lowest prices in RCA Victor history!

See Walt Disney's "Wonderful World of Color," every Sunday, NBC-TV Network.



The Most Trusted Name in Sound

Nationally advertised list prices shown, optional with dealer. Slightly higher West, South. Prices, specifications subject to change.

# Joey Dee's Twist Spirals Roulette To a 2-Mo. High

NEW YORK — Thanks to the Twist, Roulette Records chalked up the biggest November-December billing in the history of the company this year, with more than \$700,000 grossed during December, according to prexy Morris Levy.

Although Levy acknowledged that 1961 "began mildly" for the label, he said business picked up this fall ("when more business was written at the fall sales meeting in Chicago than at any other time"). Levy said things really started to swing when the firm released Joey Dee's single "The Peppermint Twist" and his album "Doin' the Twist at the Peppermint Lounge."

The single is No. 2 this week on BMW's "Hot 100" and the album is No. 3 on the best selling monaural LP chart. Roulette's sales chief Bud Katzel reports that the single has already gone over a million and the album is well over 350,000. The label's new sound track album of Joey Dee's new movie, "Hey Let's Twist," has also gone over 100,000, according to Katzel.

Meanwhile, Roulette has released six new albums this month plus the initial album in its Laughing Records series, "Belle Barth—In Person." The new Roulette release includes "The Gospel in Words and Music," featuring sermonettes by the Rev. Adam Clayton Powell, U. S. congressman.

## Added WB Duties For M. Glasberg

HOLLYWOOD—Warner Bros. manager of order service operations, Monroe Glasberg, has been delegated additional responsibilities. He will be responsible for all order service functions in the country, with Matt Gilligan in New York and Gene Benson in Hollywood reporting to him. According to WB President Mike Maitland, object of the new responsibilities is to help service WB distributors more effectively.

Meanwhile WB is offering a special 100 per cent guarantee exchange on the label's new Stereo Workshop series. First three albums in the new line were issued last week, along with in-store display material for dealers.



With Duotone needles, of course. You sell records, magnificent Hi-Fi and Stereo phonographs—all the items to make a customer music happy—but, do you remember to recommend a Duotone needle?

Tell your customers how a worn or imperfectly polished needle ruins expensive records. A Duotone diamond needle is the stylus with the genuine diamond tip that's handset and hand polished to perfect dimensions. What an easy way to easy profits for you.

Write for Free 1962 Duotone Needle Wall Chart.

**DUOTONE**  
COMPANY INC KEYPORT, N. J.

## NEW DEALER PRODUCTS

### Sound Counter Display



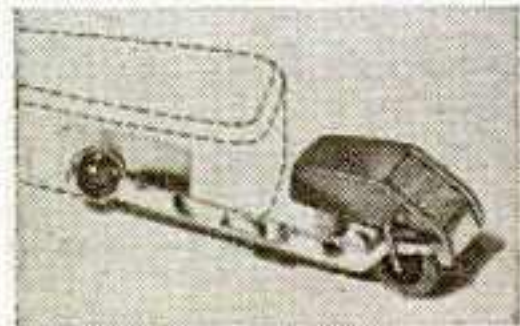
Mercury Records is making counter displays like the one pictured here available to its dealers. The unit is a substantial browser-like box that contains pamphlets on the firm's new f:35d sound record line. The three-color booklet, which is being distributed free to customers, explains the advances and advantages of new Mercury line. It also lists and reproduces the six items in the first release.

### AM Radio Portable's Feature

Outstanding feature of the new Richmond portable phonograph from Decca is the inclusion of an AM radio. The set is front-mounted and dialing knob appears beside usual volume and tone controls. Four tubes power the sound system and the changer is a four-speed. One speaker is included and the set weighs 18 pounds. It lists at \$69.95.



### Dust Bug's Clean Sweep

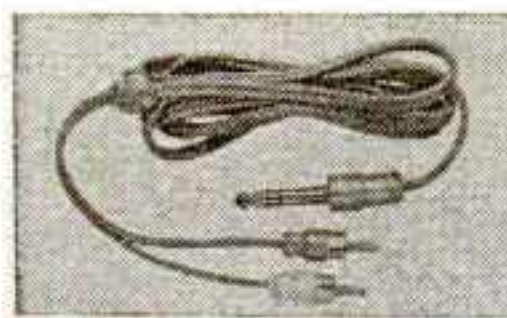


Electrosonic Laboratories of New York is marketing this unit, aptly called the Dust Bug, which is made to

sweep each record clean just prior to playing. The unit utilizes a brush of individually pointed, soft nylon fibers in conjunction with a cylindrical plush pad. Both are dampened with a special anti-static fluid which collects dust and lint and neutralizes electro static charges on the record. The Dust Bug will mount on the tone arm of any unit. It sells for \$4.75.

### Interconnecting Cables

The Switchcraft Company, Chicago, has introduced a new molded cable assembly that makes it possible to interconnect a stereo mixer to stereo or mono recorders without soldering. It is designed for stereo tape recorders with three conductor dual inputs. The list price per set is \$4.



### Three New Stereo Consoles



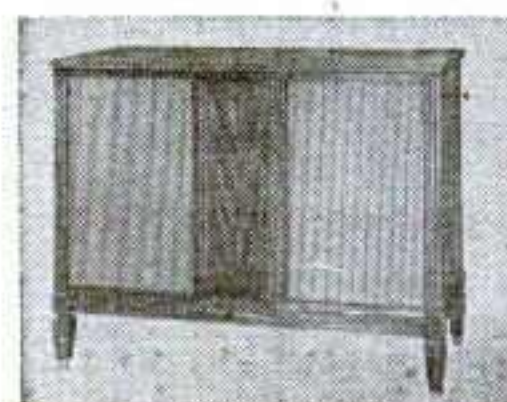
Pictured here are two of the three new stereo consoles being introduced by DuMont Corporation, Jersey City, N. J. The first set pictured is the Massenet, a de luxe stereo console done in French Provincial styling. The set con-

tains FM-AM radio stereo tuner and a four-speed Garrard record changer. The twin speaker systems are powered by 40-watt dual channel amplifier. The instrument, which lists at \$439.95, is co-related to match the same firm's Champlain TV set. Comes in cherry fruitwoods.

Console number two is referred to by the company as the Verdi. It too has self-contained AM-FM radio, a Garrard changer and dual speaker systems. This set is designed to co-relate with the DuMont Jansen TV set. Comes in oiled walnut, with a \$399.95 list.

### Speakers Out of Sight

The Ravenswood Company, Annapolis, Md., is marketing the same speakers featured in the company's stereo consoles in slim-line hideaway cabinets. The system is a four-speaker variety, and each unit measures 20 inches by 16 inches by 6 inches. In utility black, each Ravenswood unit is \$49.95; \$54.95 finished in oiled walnut.



## BILLBOARD MUSIC WEEK EASY LISTENING

This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
Week	Week	TITLE, ARTIST, LABEL	Hot 100
1	1	CAN'T HELP FALLING IN LOVE, Elvis Presley, RCA Victor 7968	8
2	2	WHEN I FALL IN LOVE, Lettermen, Capitol 4658	10
3	5	A LITTLE BITTY TEAR, Burl Ives, Decca 31330	6
4	4	COTTON FIELDS, Highwaymen, United Artists 370	9
5	3	WHEN THE BOY IN YOUR ARMS, Connie Francis, MGM 13051	10
6	7	DEAR IVAN, Jimmy Dean, Columbia 42259	4
7	6	SMALL SAD SAM, Phil McLean, Versatile 107	8
8	8	MOON RIVER, Henry Mancini, RCA Victor 7916	16
9	9	POCKETFUL OF MIRACLES, Frank Sinatra, Reprise 20040	6
10	12	GO ON HOME, Patti Page, Mercury 71906	5
11	11	MARIA, Roger Williams, Kapp 437	7
12	10	I DON'T KNOW WHY, Linda Scott, Canadian-American 129	13
13	13	MOON RIVER, Jerry Butler, Vee Jay 405	16
14	19	TO A SLEEPING BEAUTY, Jimmy Dean, Columbia 42282	2
15	18	HAPPY JOSE, Jack Ross, Dot 16302	3
16	—	CAJUN QUEEN, Jimmy Dean, Columbia 42282	1
17	—	AFRIKAAN BEAT, Bert Kaempfert, Decca 31350	2
18	—	CHATTANOOGA CHOO CHOO, Floyd Cramer, RCA Victor 7978	2
19	20	I TOLD THE BROOK, Marty Robbins, Columbia 42246	4
20	—	WHERE HAVE ALL THE FLOWERS GONE, Kingston Trio, Capitol 4671	2

## Reviews of New Singles

Continued from page 23

swingin' rocker. Webster has other good sides and this is one of the best. Smartly cut with a good femme choral back-up. Good beat and sound. (Wajoma, BMI) (2:33)

★★★★ For Sale—A pretty, country-styled ballad, with Webster in a good crooning setting. Nice performance with a good backing. (Gil, BMI) (2:38)

ETTA JAMES  
★★★★ Something's Got a Hold On Me—ARGO 5409—Gal rocks along in showmanly fashion on gospel-flavored ditty with solid rhythm and good support from chorus. Dual-market wax with pop and r.&b. appeal. (Figure, BMI) (2:48)

★★★★ Waiting for Charlie to Come Home—(Hill & Range, BMI) (2:08)

THE SEVILLES  
★★★★ Don't You Know I Care (Parts 1 & 2)—CAL-GOLD 172—A lot of shouting here in the gospel blues tradition. A cat handles the lead against the group with a wild piano pounding it out in the background. A whole lot going on here, both sides. (Escort, BMI) (2:04)

THE SCOUTS  
★★★★ The Mr. Custer Stomp—RENDEZ-VOUS 165—This is a pretty wild side. Based to some extent on sounds from the Larry Verne hit of last year, it is a hard-rockin' instrumental that features war whoops, strong rhythm and powerful guitar work. (Pattern, ASCAP)

★★★★ Senior Stomp—Nice teen dance item on this side. It's an instrumental that features guitar work out front and compulsive rhythm. (Balladeer-Renco, ASCAP)

THE WAYFARERS  
★★★★ Whistle Down the Wind—LONDON 9510—This is an instrumental version of the theme from the film of the same name which stars Hayley Mills. Side has a pleasant melody that's played by an instrumental group featuring strings, accordion and human whistling. (Harvard, BMI) (2:05)

★★★★ Think of a Stranger—Another instrumental theme from a flick. This one is from "The Roman Spring of Mrs. Stone." Flute takes most of the lush melody with vibes and bells very much in evidence. (Witmark, ASCAP) (2:17)

JOHNNY WALSH  
★★★★ Bleached Blond — WARNER BROS. 5252 — Old-fashioned, Dixie-styled waxing is handed an infectious go by the combo here with a good vocal by Johnny Walsh. Watch this one. (Odin, ASCAP) (2:00)

★★★★ All My Dreams Are Tumbling Down—(Odin, ASCAP) (2:04)

WINK MARTINDALE  
★★★★ The Thing—DOT 16316—Pleasant revival of the Phil Harris hit by Wink Martindale. Worth exposure. (Hollis, BMI) (2:10)

★★★★ Melody of Love—(Shapiro-Bernstein, ASCAP) (1:53)

THE DELL-COEDS  
★★★★ Hey, Mr. Banjo—DOT 16314—A cute novelty tune here done in the style of the 1920's. The group features both girls and boys and some fine banjo pickin'. Could get some action for its cute novelty feeling and happy feeling should make it a juke favorite. Both sides bought from the Taurus label. (Mills, ASCAP) (2:08)

★★★★ (I Want a Little) Love in Return—(Bloor, BMI) (2:26)

SUSAN SUMMERS  
★★★★ Mommy and Daddy Were Twistin'—DIAMOND 106—Side, getting action in N.Y.C.'s boro of Brooklyn, is a hard-driving Twist item sung with strength by the girl. Story is cute, capitalizing on Twist craze and funny lyric. In addition, there's a rough-rising combo and vocal chorus backing up the lass. (Pokvan, Tobl-Ann, BMI) (2:25)

★★★★ My Little Johnny—(Vanno-Richard Irwin, ASCAP) (2:26)

JOHNNY CABOTT  
★★★★ On My Own Again—COLUMBIA 42283—The new chanter has good teen-age croon sound. He does this soft ballad against a chorus, bells and strings. Bob Crewe wrote the tune. Pleasant wax. (Saturday, ASCAP) (2:55)

★★★★ Night and Day—(Harms, ASCAP) (2:38)

THE VIRTUES  
★★★★ Guitar Boogie Shuffle Twist —

**SURE 1733** — Down guitar, horns and rhythm lead the way on this danceable blues instrumental. Good sound and good beat and the side has a chance. (Aqua-Virtu, ASCAP) (2:13)

★★★ **Guitar Boogie Stomp**—(Aqua-Virtu, ASCAP) (2:27)

**BOBBY COMSTOCK**

★★★★ **The Garden of Eden—FESTIVAL 25000**—The Joe Valino hit of several seasons back is done stylishly by Comstock to a strong beat. The chanter belts this one in all-out style. Solid wax that has a chance. (Republic, ASCAP) (2:31)

★★★ **Just a Piece of Paper**—(Medal, BMI) (2:17)

**ARTHUR (GUITAR BOOGIE) SMITH**

★★★★ **Guitar Boogie Twist—STARDAY 576**—Here's a new version in Starday's Hall of Fame series of Smith's old hit "Guitar Boogie," retitled "Guitar Boogie Twist" to cash in on current fad. Solid guitar solo work makes side eminently spinnable for pop and country jocks. (Shapiro-Bernstein, ASCAP) (2:28)

★★★ **Napoleon's Retreat**—(Starday, BMI) (1:58)

**JIMMY FORTUNE**

★★★★ **I Feel a Heartache Comin' On—CHANCELLOR 1097**—Strongly stylized delivery by Fortune on catchy r.&r.-type ditty with effective flute passage on backing. (Debmarr, ASCAP) (2:12)

★★★ **Moonlight Shadows** — (Rambled-Curton, BMI) (1:58)

**BUZZ CLIFFORD**

★★★★ **Magic Circle—COLUMBIA 42290**—Buzz Clifford sells this medium-tempo rocker with feeling, aided by a good arrangement, and attractive ork support. It could grab spins. Tune was penned by Gene Pitney. (January, BMI) (2:40)

★★★ **Forever**—(Tybee, BMI) (2:30)

**BIG SAMBO**

★★★★ **The Rains Came**—Emotional lament is chanted with tenderness and a bluesy flavor. Should appeal to pop and r.&b. buyers (Crazy Cajun-Corette, BMI) (2:15)

★★★ **At the Party**—(Crazy Cajun, Corette, BMI) (2:40)

**THE G-CLEFS**

★★★★ **A Girl Has to Know—TERRACE 7503**—Gentle reading by the group on appealing ballad with pretty melody, and effective narration bit on bridge. (Aldon, BMI) (2:30)

★★★ **(There Never Was a Dog Like) Lad**—(St. Nicholas, ASCAP) (2:12)

**BUDDY KNOX**

★★★★ **Chi-Hua-Hua — LIBERTY 55411**—Ranchero beat sets the pace on this one as the boy sings. Knox is in fine voice on this humorous side. Bristling brass, strings and vocal chorus add to the proceedings. (Knox, BMI) (2:15)

★★★ **Open (Your Lovin' Arms)**—(Buddy Knox, BMI) (2:00)

**COUNTRY & WESTERN . . . . .**

**RAY SANDERS**

★★★★ **You're Welcome Anytime — LIBERTY 55406**—Attractive multi-tracking for the boy against wide vocal chorus makes this a nice sounding country item. Simple backing adds to the disk. (Central Songs, BMI) (2:41)

★★★ **Punish Me Tomorrow** — (Pamper, BMI) (2:13)

**THE EMBRACEABLES**

★★★★ **(There's a) Wall Between Us**—The boys sing a typical rockaballad neatly with high voiced lead selling it with emotion. Good wax. (Whit Cliff, BMI) (2:14)

★★★ **Sam (The 8th of May)**—(Whit Cliff, BMI) (2:12)

**THE FLAKES**

★★★★ **One-Two-Three-Wall—NAME 7**—An interesting instrumental disk here. Side is an easy rocker built on a simple theme that gains impetus through repetition and addition of soft voices. (Lizann, BMI) (2:42)

★★★ **The Flake**—(Lizann, BMI) (2:18)

**JIMMY JAY**

★★★★ **Take Ten—BELMONT 4006**—An instrumental answer song to the Dave Brubeck hit. Unlike the Brubeck side though, this is more in a rock and roll groove rather than jazz. Side sports good tenor sax and three-quarter rhythm. (Bel Star, BMI) (2:37)

★★★ **Turbine Drive** — (Bel Star, BMI) (2:20)

**JIMMY WITHERSPOON**

★★★★ **Warm Your Heart — REPRISÉ 20029**—The oldie receives a warm and meaningful performance by the chanter over big backing. Worth exposure. (Progressive, BMI)

★★★ **Hey, Mrs. Jones**—(Frederick, BMI)

★ ★ ★  
**MODERATE SALES POTENTIAL**

**GEORGE WYLE WITH THE GUS NORMAN SINGERS**  
★★★ **Ma He's Making Eyes at Me** (Mills, ASCAP) (1:49)—★★★ **Ballin' the Jack** (E. B. Marks, BMI) (2:22). DENNY 328

**MARC ANTONY**  
★★★ **I Get a Feelin'** (Dunsue, BMI) (2:24)—★★★ **Leavin' Town** (Dunsue, BMI) (2:01). DENNY 334

**NINO TELLO**  
★★★ **Angela Mia** (Crawford, ASCAP) (2:23) — ★★★ **I Hear a Rhapsody** (Gower, BMI) (2:45). ARTISTIQUE 704

**JIMMIE MADDIN**  
★★★ **The Crescendo Twist** (Dunsue, BMI) (2:00)—★★★ **Twist Around the**

**World** (Dunsue, BMI) (2:10) DENNY 344

**TEDDY AND THE ROUGH RIDERS**  
★★★ **Money and Gold (Parts I & II)** (Dove, BMI) (2:32, 2:02). HURON 22008

**RICHARD HAYMAN**  
★★★ **Shortnin' Bread Twist** (EmArcy, ASCAP) (1:45)—★★★ **Pakistan** (Goman, ASCAP) (1:47). MERCURY 71920

**ROSEMARY**  
★★★ **Not Much (Do You Baby)** (Sonic, BMI) (2:12)—★★★ **In the Doorway Crying** (Lois, BMI) (2:05). FEDERAL 12447

**SKIP LANE**  
★★★ **It's All Up to You** (Dominion, BMI) (2:15)—★★★ **The Joke of the**

**Year** (Dominion, BMI) (2:17). FESTED 8637

**LOE AND JOE**  
★★★ **Little Ole Boy-Little Ole Girl** (Fuqua, BMI) (2:43)—★★★ **That's How I Am Without You** (Tri-Phi, BMI) (2:02). HARVEY 112

**THE DENEIS**  
★★★ **Here Comes the Ho-Dads** (Strat, ASCAP) (2:28)—★★★ **Massacre Stomp** (Giant, BMI) (2:15). BAMBOO 517

**DAVID WINTERS**  
★★★ **Bye Bye** (Roosevelt, BMI) (2:18)—★★★ **Dori Anne** (Callope, BMI) (2:05). RORI 703

**RONNIE SELF**  
★★★ **Instant Man** (Champion, BMI) (2:00) — ★★★ **Some Things You Just Can't Change** (Champion, BMI) (2:20). DECCA 31351

**SUNNY GALE**  
★★★ **Mama - Papa Do the Twist** (Leeds, ASCAP) (2:14)—★★★ **It's a Pity**

**to Say Goodnight** (Leeds, ASCAP) (2:10). STAGE 516

**TIM WHITSETT**  
★★★ **I Don't Care** (Trecco, BMI) (2:10)—★★★ **Scalywag** (Trecco, BMI) (2:00). ATLAS 1253

**THE ORIGINAL CHECKERS**  
★★★ **Over the Rainbow** (Felst, ASCAP) (2:00)—★★★ **Love Wasn't There** (Jay & Cee, BMI) (2:37). KING 5592

**DONNA DEE**  
★★★ **Nobody's Gonna Hurt You** (Hennessy, BMI) (2:25)—★★★ **Television** (Ben-Tone & Sepe, ASCAP) (2:15). ABC-PARAMOUNT 10296

**ROY BELITIER**  
★★★ **Summertime** (Gershwin, ASCAP)—★★★ **As I Am** (Zibell, BMI), SUCCESS 101-102

**JIM SCOTT WITH THE CRUSADERS**  
★★★ **Moving Out** (BMI) (2:24)—★★★ **Betty** (BMI) (2:38). 7 TEEN 289  
*(Continued on page 34)*

Announcing  
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for 1962:

IN BILLBOARD MUSIC WEEK  
FEBRUARY 10 ISSUE

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Issue

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**BILLBOARD MUSIC WEEK HOT C & W SIDES**

This Week	Last Week	TITLE, ARTIST, LABEL & NUMBER	Weeks on Chart
1	1	WALK ON BY, Leroy Van Dyke, Mercury 71834	21
2	2	CRAZY, Patsy Cline, Decca 31317	11
3	7	LOSING YOUR LOVE, Jim Reeves, RCA Victor 7950	7
4	3	BIG BAD JOHN, Jimmy Dean, Columbia 42175	15
5	4	SOFT RAIN, Ray Price, Columbia 42132	16
6	5	LONESOME NUMBER ONE, Don Gibson, RCA Victor 7959	6
7	10	THE COMMANCHEROS, Claude King, Columbia 42196	11
8	16	MISERY LOVES COMPANY, Porter Wagoner, RCA Victor 7967	3
9	11	THAT'S MY PA, Sheb Wooley, MGM 13046	3
10	13	DAY INTO NIGHT, Kitty Wells, Decca 31313	8
11	6	IN THE MIDDLE OF A HEARTACHE, Wanda Jackson, Capitol 4635	10
12	8	YOU'RE THE REASON, Bobby Edwards, Crest 1075	21
13	15	ANYWHERE THERE'S PEOPLE, Lawton Williams, Mercury 71867	13
14	14	AIR MAIL TO HEAVEN, Carl Smith, Columbia 42222	3
15	19	WALKING THE STREETS, Webb Pierce, Decca 31298	17
16	12	TENNESSEE FLAT-TOP BOX, Johnny Cash, Columbia 42147	6
17	9	WHAT I FEEL IN MY HEART, Jim Reeves, RCA Victor 7950	7
18	26	BACKTRACK, Faron Young, Capitol 4616	17
19	17	GO HOME, Lester Flatt & Earl Scruggs, Columbia 42141	9
20	21	A WOUND TIME CAN'T ERASE, Stonewall Jackson, Columbia 42229	2
21	25	HAPPY JOURNEY, Hank Locklin, RCA Victor 7965	3
22	—	THE WALTZ YOU SAVED FOR ME, Ferlin Husky, Capitol 4650	1
23	30	TENDER YEARS, George Jones, Mercury 71804	32
24	—	THINGS THAT MEAN THE MOST, Carl Smith, Columbia 42222	1
25	22	HOW DO YOU TALK TO A BABY, Webb Pierce, Decca 31298	17
26	28	I WENT OUT OF MY WAY, Roy Drusky, Decca 31297	20
27	27	THROUGH THAT DOOR, Ernest Tubbs, Decca 31300	11
28	23	WHAT A PLEASURE, Connie Hall, Decca 31310	2
29	24	BE QUIET MIND, Del Reeves, Decca 31307	12
30	20	IT'S YOUR WORLD, Marly Robbins, Columbia 42065	19

BMI (2:41)—★★★ Half a Chance (Beeline, BMI) (2:27) FLAT-GIT-IT 701

**FREDDIE HART**  
★★★ Some Do, Some Don't, Some Will, Some Won't (Cedarwood, BMI) (2:03)  
—★★★ Like You Are (Central Songs, BMI) (2:08) COLUMBIA 42285

**HYLO BROWN**  
★★★ Picture in the Wallet (Starday, BMI) (2:45) —★★★ Hills of Georgia (Starday, BMI) (2:10) STARDAY 578

**DAVID PRICE**  
★★★ Save a Little Corner (Newkey, BMI) (2:09) —★★★ Please Dim the Lights (Blackwood, BMI) (2:30) EPIC 9494

**DON WINTERS**  
★★★ Disappointed (Tannen, BMI) (2:05)  
—★★★ Blue Sun Down (Tannen, BMI) (2:20) DECCA 31252

**JIMMIE HOLT**  
★★★ Bring Back Country Music (Ralph's, BMI) (3:32)—★★★ Little Rosa (Acuff-Rose, BMI) (3:03), BRYTE 224

**DEL AND SUE SMART**  
★★★ To Cry Alone (Johnstone-Montel, BMI)—★★★ Valley of Old San Joaquin (Chris, BMI), TUMBLEWEED 500

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**RHYTHM & BLUES**

**LITTLE SONNY**  
★★★ Love Shock (Excellorc, BMI) (2:00)—★★★ I'll Love You Baby (Until the Day I Die) (Excellorc, BMI) (2:04) EXCELLO 2209

**(CHUCK) BROWN**  
★★★ Hard Times at My Door (Excellorc, BMI) (2:19)—★★★ Lead Me to Lover's Land (Excellorc, BMI) (2:30) EXCELLO 2210

**LIMITED SALES POTENTIAL**

**POPULAR**

**CARA STEWART**  
The Midnight Blues (McGinty, ASCAP) (2:44)—Beginning to Love You (McGinty, ASCAP) (2:15), ROXIE 310

**THE THUNDERBIRDS**  
T Bird Rock (Quachita, BMI) (2:18)—End Over End (Quachita, BMI) (2:21), UNITED SOUTHERN 115

**GEANNIE FLOWERS**  
There Oughta Be a Law (Quachita, BMI) (1:47)—Lock, Stock and Barrel (Quachita, BMI) (2:22), UNITED SOUTHERN 114

**MARY DEE**  
The Big Dream (Lillian, BMI) (2:20)—Welcome Home (Lillian, BMI) (2:10) Lily 507

**FOLK TALENT & TUNES**

By BILL SACHS

Clyde (Barefoot) Chesser, c.&w. deejay at KOKE, Austin, Tex., promoted another country music show there last Thursday (18), featuring Johnny Cash, Don Gibson, Skeeter Davis, Gordon Terry, Ray Frushay and Roger Miller. Chesser has just taken over personal management on 17-year-old Frushay, currently sporting a new Allstar release, "High Cost of Living," written by Rusty Gabbard. . . . Sonny Burns was the feature Friday (19) at the Farmer's Daughter Club, San Antonio, where he put emphasis on his new United Artists release, "Blue House Painted White." . . . Billy Deaton introduced his new Smash Records release, "Love Doesn't Live Here Anymore" on "Grand Ole Opry," Nashville, January 13.

Good business in the face of sub-zero weather prompted Ray Perkins, owner of the Flame Club, Minneapolis, to hold over the Ferlin Husky show for an extra six-day stretch ending last Saturday (20). On the bill with Husky were Smiley and Kitty Wilson, Bobby Smith and sidekick Simon Crum and band. Late in February, Ferlin and his wife Bettye, Smiley and Kitty Wilson and members of the Husky band jet to Hawaii for a combination work-vacation jaunt starting March 1 and running through the 17th. . . . Bill Anderson, who recently joined the Hubert Long talent stable, has also inked an exclusive writer's pact with Long's Moss Rose Publications. Anderson, currently sporting a brand-new Decca album, "Bill Anderson Sings Country Heart Songs," last week stopped off at the Bradley Studio in Nashville to cut a new single, "And Down Came the Rain," slated for early release.

Bud Phillips, formerly for seven years steel man with Joe Taylor's Red Birds out of Fort Wayne, Ind., has rejoined the group after a year's absence. Taylor, on the staff at WGL, Fort Wayne, posts that Georgie Riddle's new United Artists release is breaking out in the Tri-State area. Getting the most reaction, says Joe, is "I'll Never Let Go of You." Flip side is "Lonesome Ole Town." . . . Alvis Evans, lead guitar and singer, well known in the Dallas-Fort Worth sector, is up and about on crutches after spending some time in a hospital and at his home recuperating from injuries sustained in an auto accident Christmas week. . . . Herb Shucher, Imperial Records' Nashville rep, has Slim Whitman skedded for another waxing session there this week. Slim is slated to cut an album and a flock of singles, Shucher reports.

Tex Williams has just waxed for Capitol Records "Ghost of

**TERRY LEE**  
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**WAYNE TURSSO**  
Oh Those Lips (Pereco, BMI) (1:37)—Won't You Hold Me? (Pereco, BMI) (2:30), PERRY 802

**ANN DARRIS**  
Twist (Skyway, BMI) (2:00)—The Broken Juke Box (Louie Diaz, BMI) (2:45), SKYWAY 133

**JUNE CARROLL**  
Depends on How You Look at Things (Publishers, ASCAP) (2:47)—The Other One (Publishers, ASCAP) (2:30), CMP 62

**KRIS ARDEN**  
Baby Brown Eyes (McGinty, ASCAP) (2:00)—If You're Gonna Love Me (McGinty, ASCAP) (2:30), ROXIE 303

**COUNTRY & WESTERN**

**RAY, BRENDA AND BETTY**  
Had a Talk With My Heart (Cedarwood) (2:30)—Fakin' Kisses (Cedarwood) (2:30), McDOWELL 509

**GEORGIA SLIM**  
Over the Waves — Wednesday Night Waltz. LONGHORN 518

a Honky Tonk Slave," first introduced by Howard Vokes via the Del-Ray label. Tune was penned by Louise Webb, formerly of Nashville and now making her home in Copper Center, Alaska. . . . Charlie Phillips' new release on the Columbia label couples "I Guess I'll Never Learn" and "Now That It's Over." . . . California now has 13 full-time country music stations, with two more slated to go full time soon from a six-hour schedule now in force. . . . Jim Small, head of Jim Small Promotions and ABS Records, with headquarters in De Land, Fla., is back in harness after a siege of plural pneumonia which kept him bedded for 16 days.

A country music package comprising Johnny Cash and the Tennessee Three, Patsy Cline, Carl Perkins, Johnny Western, Gordon Terry, George Jones and Barbara Mandrell, began an eight-day tour for Harry (Hap) Peebles, Wichita, Kan., promoter, at Tulsa, Okla., Saturday (20). Unit followed with Kansas City, Mo., Sunday (21), and Sioux City, Ia., Monday (22), and picks up with Sioux Falls, S. D., January 23; Lincoln, Neb., 24; Omaha, Neb., 25; Joplin, Mo., 26, and Wichita, Kan., 27. . . . Ron Moore, of Station KFBB, Great Falls, Mont., reports that country ragtime pianist Del Wood recently opened her new nitery act at the Park Hotel there, where she was greeted warmly by a well-filled room in the face of 26-degree-below-zero weather outside. Miss Wood is currently on a six-week tour that includes club dates in Havre, Missoula and Butte, all in Montana.

(Continued on page 37)

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## FESTIVAL SCHEME

# Club-Via-Dealer Plan in England

By DON WEDGE

LONDON — Associated Recordings managing director D. M. Bennett has developed a scheme designed to embrace the benefits of the record club operations yet operates almost entirely through the dealer.

"No industry remains stable unless its retail outlets are stable," Bennett, a marketing consultant before entering the disk industry by launching A-R three years ago, told BMW. At present, teen-agers are well catered for. It is the market of their elders that has to be opened up. By vast advertising in national newspapers and magazines, and direct mail, the record clubs are beginning to reach this, as happened in America.

"The convenience of record clubs took business away from American dealers and it seemed that no one went to help them. A-R, planning a vast expansion of its own product, has chosen to do so through dealers, yet offer consumers the same benefits as a club and reach new consumers in the same way as clubs—national press advertising."

### Big Ad Budget

According to Bennett, A-R is backing its club scheme by \$280,000 worth of publicity budgeted for 1962. The campaign starts February 18 with announcements including a single page in the Sunday Express costing \$14,000. Dealers are already being told about the scheme, which was put to their two trade groups—the Gramophone Record Retailers' Association and the Music Trades'

Association—some weeks ago during the initial planning stages.

This is the way it will work. The whole of the present and future LP repertoire of the various A-R labels will be involved. Only disks specially prepared will be three "introductory" albums—each complete tracks of classical, pop or light music—to sell at \$1.40. These can be bought by new members either from the retailer or A-R itself.

The consumer then gets a membership card and catalog from A-R and mailings indicating new releases. Subsequent purchases of albums are made from member-dealers. It can be by post, with the dealer paying postage to consumer and cost of packaging (supplied by A-R), or by the usual amount for the A-R line, which varies from \$2.73 to \$5.74 according to label.

### Bonus Record

Purchases are recorded by dealers on the membership cards and after every three a bonus disk "at half price" is supplied by A-R, usually direct, but if the dealer wishes, through him. Bennett feels that the scheme will provide an answer to the clubs in that consumers can buy albums without stirring from the fireside, yet if they prefer the opportunities to browse through a stock, listen before buying and enjoy the advantages of personal contact with an expert dealer, they are also available.

The price of lower range A-R labels is cheaper than what the clubs offer and the bonus record equals the clubs. Although publicity is being concentrated on 100 disks at first, the scheme embraces the whole A-R repertoire. This is particularly strong in classical material, and Bennett is now negotiating for some pop and jazz material from American catalogs. He is constantly on the lookout for material from all sources.

### Low-Price Extension

Bennett's scheme to answer what most dealers feel to be the menace of the clubs is an extension of that provided by the four major groups—Decca, EMI, Philips and Pye. In the past three years, all have provided low-price album lines selling around \$3.26. Pye's Golden Guinea series has consisted mainly of new material. The emphasis with the others has been on reissues. None, however, has given a club basis to its whole catalog. Additionally, none has offered bonus disks. No sales have been to outside dealers.

Pye has been heavily involved in national promotion since launching its low-price line—mostly through television commercials. Philips has lately followed suit. Decca used national press for its Ace of Clubs low-price line (which is not a club, but pointedly designed to combat them) and stepped it up considerably last fall after launching a similar Ace of Hearts label, adding to its copy the advantages to consumers of paying only for the record, not for post, packaging, etc.

## WITH THE COUNTRY JOCKEYS

By BILL SACHS

Richard D. Glosser, for the last 10 years associated with Station WFHD, Augusta, Ga., in the promotion of country music, has moved to WGUS, only all-country, western and gospel station in Augusta, Ga. He asks that artists, publishers and diskeries revise their mailing lists accordingly. . . . Jocks needing a copy of Jimmie Crane's new Mercelene release, "Break a Heart Each Night" b.w. "Down on the Bayou," are asked to direct their requests to Melvin Mazy at 1033 Willow Street, Abilene, Tex. . . . "I read your column each week and, as you seem to come to the rescue of so many deejays, I thought you might help this one," writes Aunt Louise Foster, spinner of c.&w. melodies at Station KAND, Corsicana, Tex. "I have an hour-long gospel show each Sunday and for the past year the records have been coming in sorta slow like. The show is established, having been on the air over seven years, and the mail count is good. Would appreciate any help."

ville, Ala., reports that he has just hired Jimmie Hendrix, a veteran of several years as a country deejay, to work in sales and do a stint on the air. Reeder infers that he's getting heavy action these days on Webb Pierce's "You Are My Life," George Jones' "Aching, Breaking Heart," Kitty Wells' "Unloved, Unwanted," Skeeter Davis' "Where I Ought to Be" and Loretta Lynn's "The Girl That I Am Now." . . . Imperial Records' Nashville rep, Herb Shucher, says he still has available deejay copies of Slim Whitman's latest release, "It Sure Looks Lonesome Outside." White to him at Box 232, Madison, Tenn. . . . Sam Short Jr., of Del-Ray Records, 4 Center Street, Harrington, Del., invites stations and jocks to write in for the latest EP by country artist Howard Vokes and the first single by Tex Belin.

Tommy Edwards, prominent jock up Akron and Cleveland way, both in pop and country, has opened a retail record shop featuring only country music at a location across the street from the Denison Square Theater in Cleveland, where he emcees the weekly Saturday night jamboree. "I opened up December 1," typewrites Tommy, "and have been doing a land-office business with the largest stock of country records in Northern Ohio. I have named the record shop Hillbilly Heaven. Am looking for all kinds of country records, especially blue grass. Would like to have manufacturers and distributors of country music contact me." Edwards is still doing his country show on WADG, Akron, four days a week; a two-hour show on Saturday afternoon which he does from Akron, plus three other shows which he broadcasts from his store.

Tom Reeder, general manager and deejay at WARI Radio, Abbe-

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by

Roy Beltier

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**BILLBOARD MUSIC WEEK HOT R & B SIDES**

This Week	Last Week	By special survey for week ending 1/27 TITLE, ARTIST, LABEL & NUMBER	Weeks on Chart
1	1	I KNOW, Barbara George, AFO 302.....	10
2	2	UNCHAIN MY HEART, Ray Charles, ABC-Paramount 10266.....	6
3	3	LOST SOMEONE, James Brown & the Famous Flames, King 5573.....	6
4	6	THE TWIST, Chubby Checker, Parkway 811.....	7
5	4	POOR FOOL, Ike & Tina Turner, Sue 753.....	5
6	5	TURN ON YOUR LOVE LIGHT, Bobby Bland, Duke 344.....	8
7	8	THE LION SLEEPS TONIGHT, Tokens, RCA Victor 7954.....	4
8	9	PEPPERMINT TWIST, Joey Dee & the Starlifters, Roulette 4401.....	5
9	7	PLEASE MR. POSTMAN, Marvelettes, Tamla 54046.....	20
10	18	DUKE OF EARL, Gene Chandler, Vee Jay 416.....	2
11	10	IF YOU GOTTA MAKE A FOOL OF SOMEBODY, James Ray, Caprice 110.....	3
12	21	LETTER FULL OF TEARS, Gladys Knight & the Pips, Fury 1054.....	5
13	11	JUST GOT TO KNOW, Jimmy McCracklin, Art-Tone 825.....	15
14	25	SO MEAN TO ME, Little Milton, Checker 994.....	3
15	22	BABY IT'S YOU, Shirelles, Scepter 1227.....	4
16	12	REVENGE, Brook Benton, Mercury 71903.....	4
17	20	SMOKY PLACES, Corsairs, Tuff 3030.....	3
18	—	DON'T THROW YOUR LOVE ON ME SO STRONG, Albert King, King 5575.....	7
19	13	SOOTHE ME, Sims Twins, Sar 117.....	17
20	19	WHAT'S SO GOOD ABOUT GOODBYE, Miracles, Tamla 54053.....	3
21	15	THE ROACH, Gene & Wendell, Ray Starr 777.....	9
22	14	BUT ON THE OTHER HAND BABY, Ray Charles, ABC-Paramount 10266.....	6
23	17	MOON RIVER, Jerry Butler, Vee Jay 405.....	4
24	23	I'M BLUE, Ikettes, Atco 6212.....	3
25	24	SEPTEMBER IN THE RAIN, Dinah Washington, Mercury 71876.....	10
26	29	TUFF, Ace Cannon, HI 2040.....	4
27	16	GYPSY WOMAN, Impressions, ABC-Paramount 10241.....	11
28	—	DEAR LADY TWIST, Gary (U. S.) Bonds, LeGrand 1015.....	1
29	26	THERE'S NO OTHER (Like My Baby), Crystals, Phillies 100.....	9
30	28	JAMIE, Eddie Holland, Motown 1021.....	3

**FOLK TALENT & TUNES**

Continued from page 35

Lefty Frizzell has been booked for the second straight year at the Rodeo Days Celebration in Tucson, Ariz., February 23-24. . . . Sky Johnson, heard on Dot Records, has been set on a string of West Coast dates by Steve Stebbins,

of Americana Corporation, Woodland Hills, Calif. Sky was formerly a regular on "Big D Jamboree," Dallas. . . . Freddie Hart has been booked by Americana for a February 3 stand at the "Big D," Dallas, to be followed by six other Texas dates. . . . Eddie Ray and the Stetsonaires are the regular features at Henry White's new Dallas nitery, the Spot. . . . Thurston Moore's new 1962 country & western Scrapbook came off the presses last week. Book is directed at deejay and promoters who pitch such items on their shows. Sample copy is available by writing to Moore at Heather Publications, 2855 South High, Denver 10.

Recent bookings by Ott Devine, "Grand Ole Opry" talent chief, include the following: Ernest Tubb, Austin, Tex., January 26; Odessa, Tex., 28, and El Paso, Tex., 31; Jim Reeves, Raleigh, N. C., Jan-

Will there be **POLIO** epidemics this summer?



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**NIGHT CLUB REVIEWS**

**Water, Water Everywhere**

Appropriately enough, a new night club review with the watery title "Seacoast of Bohemia" has opened in what was once a sponge cloth factory in the lower reaches of New York's Greenwich Village. The show is a frothy excursion into what Julius Monk has aptly termed cabaret theater. It is a compilation of comedy vignettes, improvisations and quick takes which opens on calm seas and rises on a tide of hilarity.

The title, incidentally, is drawn from a Shakespearean goof in "The Winter's Tale," where he sets the scene at the "Seacoast of Bohemia"—a land-locked area as every seventh grader knows.

The ex-factory, now night club, is called Second City at Square East, and the players, with only one exception, have all migrated from the recently closed Broadway production that bore that name, and from the second city itself—Chicago. They are a talented lot, there's no doubt about that, for, during the more than 20 tableaux that form the evening's entertainment, each is called upon to do multitude of characterizations.

Severen Darden and Barbara Harris come in for special commendation for their highly flexible portrayals. Darden is tops as a Viennese doctor, Khrushchev's translator and a swishy clothing salesman among a number of other roles. Miss Harris scores for her ability to switch from little girl, to pseudo-psychologist, to a member of the Everly Sisters. The other adroit performers are Howard Alk, Andrew Duncan, Allan Arkin, Eugene Troobnick and Lynda Segal.

The skits are too numerous and varied to recount here, but some of the better ones are a Khrushchev-Kennedy interview, in which the President and the Premier (through his interpreter, Darden) answer questions from the audience, "The Vender Buddy," "Clothes Make the Man," and a take-off on a Broadway musical of the 1920's.

While the young people of the show lack professional polish occasionally, and the material becomes somewhat amateurish in spots, there is certainly enough in the almost three-hour program to delight light-hearted patrons. As of this writing, no record company has as yet landed the property. An enterprising firm, looking for an off-beat album might very well find it in quantity and quality on the "Seacoast of Bohemia."

★ ★ ★

**Della Scores With Gospel**

Even as country music recently stormed New York's Carnegie Hall, so did gospel music, a real rocking, socking kind of gospel, move in on Gotham's Copacabana Thursday (18), thanks to thrush Della Reese and her four fine gospel companions.

The gospel seg, which opened Part Two of Miss Reese's program, was easily the highspot of her act. The four colorfully gowned gospel thrushes swept on to the floor, capes a-flowing, and immediately joined the star in a rousing "Wade in de Water." Two more numbers, "I Shall Not Be Fooled" and "99½ Won't Do," followed with the intensity of the performance mounting every minute. The Copa crowd dug it all with clapping hands and stomping feet.

Beyond this, Miss Reese pleased the customers (and RCA Victor execs with mucho plugs for the label) with full-voiced treatments of her disk hits like "Don't You Know" and "And That Reminds Me," plus "I'll Take Romance," "Bill Bailey," and an oft-repeated (one more time) closer "Someday You'll Want Me to Want You." Miss Reese gets fine support from her musical director, whom she failed to name, but her Amos 'n' Andy styled clowning with him could better be dropped. It doesn't quite fit the Copa.

Another feature of the bill was Decca's album-selling comic, Charlie Manna, who has a very funny line of patter that sneaks up after a slow start. His much-played astronaut bit went over fine as did his very clever parody on musical comedies, titled "Back to Alcatraz," complete with a dance scene of a prison break and love duet with the girl friend on the other side of the visitor's screen. A funny man indeed.

Ren Grevatt

uary 22; Wilmington, N. C., 23; Charleston, S. C., 24; Columbia, S. C., 25; Gastonia, N. C., 26, and Anderson, S. C., 27; Patsy Cline, Sioux City, Ia., January 22; Sioux Falls, S. D., 23; Lincoln, Neb., 24; Omaha, Neb., 25; Joplin, Mo., 26, and Wichita, Kan., 27; Ferlin Husky, Miami, Fla., January 24; Belle Glade, Fla., 25, and Vero Beach, Fla., 26; Roy Drusky, Corpus Christi, Tex., January 26, and Ray Price, Vancouver, B. C., January 24; Seattle, Wash., 25; Portland, Ore., 26; Pendleton, Ore., 27; Spokane, Wash., 28; Medicine Hat, Alta., 30, and Swift Current, Alta., 31.

"Grand Ole Opry" bookings continued: Skeeter Davis, Miami, Fla., January 24; Belle Glade, Fla., 24, and Vero Beach, Fla., 26; Faron Young, Vancouver, B. C., January 24; Seattle, Wash., 25; Payette, Idaho, 27; Spokane, Wash., 28; Wilburn Brothers, Hempstead, Long Island, N. Y., January 27; Brooklyn, N. Y., 28; Flatt and Scruggs, Holly Springs, Miss., January 24; Sparta, Tenn., 25, and Greensboro, N. C., 26; Del Wood, Havre, Mont., January 17-24; Butte Mont., February 5-18, and Sheffield, Ala., 23.

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**"MEET ME AT THE TWISTIN' PLACE"**

**Johnnie Morisette #126**

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**"GOD IS STANDING BY"**

**Soul Stirrers #124**

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# 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.

<b>CAN'T HELP FALLING IN LOVE AND ROCK-A-HULA BABY</b>	<b>ELVIS PRESLEY</b> RCA Victor 7968
<b>RUN TO HIM AND WALKIN' WITH MY ANGEL</b>	<b>BOBBY VEE</b> Liberty 85388
<b>BREAK IT TO ME GENTLY AND SO DEEP</b>	<b>BRENDA LEE</b> Decca 81348
<b>IRRESISTIBLE YOU AND MULTIPLICATION</b>	<b>BOBBY DARIN</b> Atco 6214
<b>THE GREATEST HURT AND THERE'LL BE NO NEXT TIME</b>	<b>JACKIE WILSON</b> Brunswick 55221
<b>TO A SLEEPING BEAUTY AND CAJUN QUEEN</b>	<b>JIMMY DEAN</b> Columbia 42282
<b>CHATTANOOGA CHOO CHOO AND LET'S GO</b>	<b>FLOYD CRAMER</b> RCA Victor 7978
<b>I TOLD THE BROOK AND SOMETIMES I'M TEMPTED</b>	<b>MARTY ROBBINS</b> Columbia 42246
<b>I'LL SEE YOU IN MY DREAMS AND PICTURES IN THE FIRE</b>	<b>PAT BOONE</b> Dot 16312

## Variety Roll Down Bowler Play Is Shuffle Alley—Sans Puck

CHICAGO—Chicago Dynamic Industries' new Variety Roll Down Bowler is actually more like a shuffle alley, but uses balls not pucks.

The unit is built to shuffle alley specifications (though it is 9½ feet long instead of the standard 8½). Big difference is that the player slides the ball, not rolls it, down the alley, just as he might slide a puck down the board.

Balls may be shot direct or banked. Up to six can play and eight different games are featured.

New to Variety is Bonus, which provides for three bonus frames during the game. Ordinarily, strikes score 600 and spares 400. In the

bonus frames, the strikes score 1,000 and spares score 600.

Other games include Red Dot, Super Strike, "300" Champ, Regulation, Flash-O-Matic and All Strike.

In Super Strike, players can press a "strike or bust" button to double the value of their strike from 300 to 600. If they miss, they get only the regular pin count. Otherwise spares would score 200.

With Red Dot, players get different values for strikes and spares in each frame, depending upon how many dots flash on the score panel.

Cabinet is a modified shuffle-alley type, with a ball-return gutter on the right hand side.

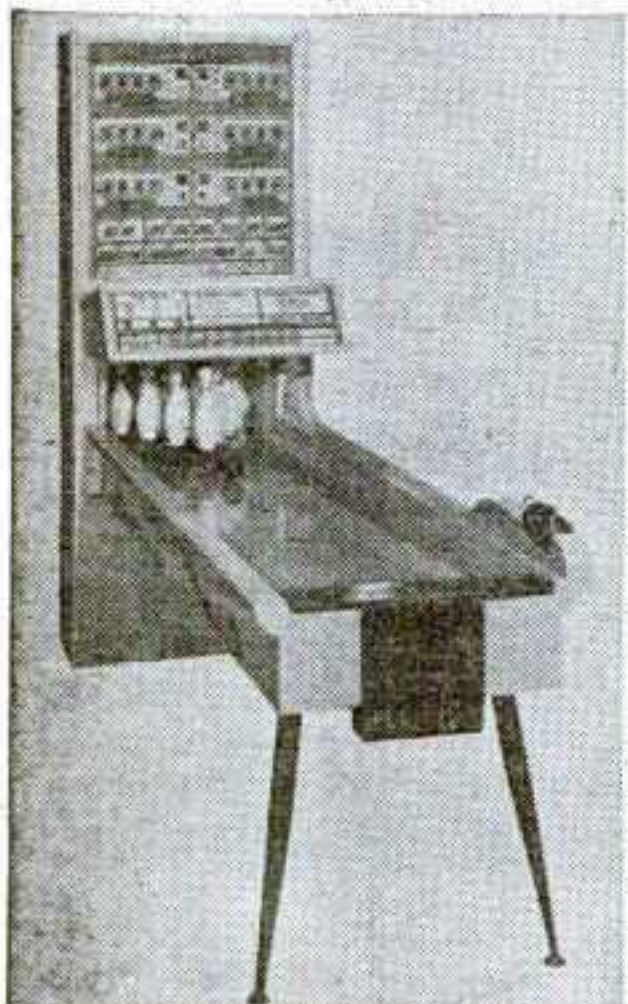
## Number of Juke Boxes in Memphis Takes Slight Dip

MEMPHIS—A total of only 800 juke boxes were licensed as of December 31, 1961, a drop of 56 from the previous year, Sloan O. Craig, collector of licenses and privileges, reports.

He said 856 were licensed at the end of 1960.

However, he said, he expected there is not so much a decline in phonographs on location as on the shifting of equipment and he expects operators to be licensing additional machines in coming weeks.

He said sometimes operators license machines in January and by month's end the 56 decrease may well be overcome.



VARIETY ROLL DOWN BOWLER

# Harris Would Exclude Amusement Pins From Proposed Johnson Act Changes

By MILDRED HALL

WASHINGTON — Chairman Harris of the House Commerce Committee has bluntly asked for a specific exclusion provision for amusement pinball machines in Senate-passed legislation to tighten the ban on interstate shipment of gambling pins and slot machines. Other committee members also closely questioned Attorney General Robert Kennedy during hearings last week on the Eastland bill to tighten the Johnson Act, as to whether the amusement pinballs and possibly other amusement devices could be snared in the broad definition of "gambling devices" contained in the bill.

Rufus King, of the Washington firm of Rice & King, said he felt such fears were groundless, and that the bill (S. 1658) would be applied only to the type of machine clearly designed for multiple odds and play. King spoke during part of the hearing as representative of the American Bar Association, which endorses the bill, and part of the time as a representative and expert witness for D. Gottlieb Company, manufacturer of amusement pinballs.

### Many Others Testify

Scheduled for testimony later in the week (18) was Martin M. Nelson, attorney for the Bally Manufacturing Company, who blasted the broad wording of the bill during Senate Judiciary Committee hearings last June as being "in-

definite and of shotgun character."

Also slated to testify on the controversial measure were Rep. William C. Cramer (R., Fla.), Rep. Seymour Halpern (R., N. Y.), Rep. Edna Kelly (D., N. Y.), William S. Howard, for the Amusement Association of Washington State; Irving Golder, of Chase Vending Machine Company and president of the Amusement Machine Operators' Association of Greater Baltimore; John Pierce, of the Pierce Amusement Company, New Orleans, and Irving Belfer, of Columbia, S. C.

In spite of sympathy for its aims, the Eastland bill, which passed Senate Judiciary Committee and received a Senate okay in the first session of this Congress, will probably have to add some protective wording to exclude the amusement pinballs and similar amusement machines before it will be acceptable to the committee. Such wording was recommended during the Senate committee consideration by Deputy Attorney General Byron R. White, but was bypassed by the Senate group.

The Eastland bill defines a gaming device by "what they are designed for" and "what they do," proponents pointed out. Kennedy claimed that such a definition automatically excludes the amusement device which is not designed to pile up the numbers of free games or increase the odds. It was pointed out that some gaming machines can run to 999 free games before play is made, and odds can run the betting up to \$60 on a single play.

(Internal Revenue Service has ruled all one-ball pinball machines are gaming devices per se and liable for the \$250 tax, even without evidence of payoff or mechanical gimmicks such as meters and push buttons, because the machine is a "horizontal slot machine" and adapted for gambling.)

Chairman Harris remained unconvinced that amusement games might not be snared, since the ultimate decision is left to the discretion of the attorney general under the wording of the Eastland amendment. He asked who could foretell what some future attorney general might decide was a gambling device?

As an example, Harris said federal law officers might find that in some locality an amusement pinball machine was being used by gamblers or was being used heavily by school children and pay-offs were being made. The law enforcement officer could decide that the "purpose" of this machine was for use in gambling.

Harris held that under the Eastland definition, gambling devices could even include mechanical card shufflers, dice shakers, bingo boxes, (Continued on page 40)

## Subways are For Metro Pinball Play



WILLIAMS' METRO

CHICAGO—A European subway theme, with a bevy of pretty Continental girls, is featured in Williams' new Metro two-player pinball game.

Metro has a disappearing bumper which is moved by hitting a top (Continued on page 40)

## 7-Way Play On United's Crystal Unit



UNITED CRYSTAL

CHICAGO — Seven different ways of playing, including a new Bonus game, are featured in United's new Crystal shuffle alley.

Bonus allows the player to earn a bonus score each frame in addition to his regular score. The bonus score is not transferred to the player's score until the end of the game, at which time the player shoots an extra 11th frame. If he gets a strike, he gets the full bonus transferred to his score; if he gets a spare, he receives a half bonus.

Other games on Crystal include Regulation, All Strike, All Spare, Special (formerly called Progressive), Flash and Advance.

Crystal has a modernized cabinet and comes in standard 8½-foot length. Up to six can play at one time.

## DISPUTE CENTERS OVER DEFINITION OF GAMING

WASHINGTON — The main dispute arising over the Eastland bill to tighten the Johnson Act lies in its broad definition of a gambling device, which may not be transported in interstate commerce. The new wording would put the gambling tag on "any machine or mechanical device designed and manufactured primarily for use in connection with gambling and which when operated may deliver, as the result of the application of an element of chance, any money or property."

Additionally, the machine is a gambling device if by its operation "a person may become entitled to receive, as the result of the application of an element of chance, any money or property." Exception is made for pari-mutuel betting equipment. House Commerce Committee Chairman Harris believes a similar exclusion would be written in for the amusement pinball game, and possibly other purely amusement devices.

At present the Johnson Act defines a gambling device by two categories: the old one-arm bandit, with its drum or reel which pays

off in property or in the "right to receive" property or money; the second category includes the coin-operated device which delivers money or property only. This left a loophole for a machine without drum or reel in the first category, and for any machine which pays off in credit rather than money or property, or if it is not coin-activated, in the second category. This opened the door to interstate movement of the in-line or bingo-type gaming pinball machine.

**New Registration Rules**  
New registration rules would require "any person" engaged in business involving gambling devices, and knowing they have been transported in interstate commerce, to register with the attorney general. This is broader wording than the Johnson Act and would cover all who make, repair, recondition, deal in or operate such machines, as well as the manufacturer. Exception would be made for those States which allow gambling, as in Nevada and in four counties in Maryland.

Under present law, only an in- (Continued on page 45)

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N.W. 10-Col. 1c Tab Gum Machine	18.00
N.W. Model #33, 1c Perc. Con- verted for 100 ct. B.G.	6.50
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Pistachio Nuts, Vendor's Mix	.50
Pistachio Nuts, Sheik, Red	.70
Cashew, Whole	.60
Cashew, Butts	.60
Peanuts, Jumbo	.45
Spanish	.35
Mixed Nuts	.37
Baby Chicks	.32
Rainbow Peanuts	.32
Bridge Mix	.32
Boston Baked Beans	.32
Jelly Beans	.28
Licorice Gums	.28
M & M, 500 ct.	.47
Hershey's	.47

Rain-Bio Gum, 72 ct.	.32
Mail-Order, 100 ct., per 100	.35
Rain-Bio Ball Gum, 140 ct., 170 ct., 210 ct.	.32
Rain-Bio Ball Gum, 100 ct.	.34
300 lb. minimum prepaid on all Rain-Bio Ball Gum.	
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30
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Say You Saw It in  
Billboard Music Week

**Bulk Operators Find 5-Cent Units Really Pay Off in Coin Laundries**

DENVER—Dallis Burky, bulk route operator in suburban Aurora, recently switched to exclusively 5-cent machines. His locations are all coin laundries. The reason for this major change is simply the fact that an experiment with bulk vending in coin operated laundry and dry-cleaning plants has convinced Burky that where plenty of change is already available, customers would just as soon as spend a nickel as a penny.

In fact, claims Burky, women who have a half an hour to one hour to wait while their cleaning or laundry is done in the automatic machines far prefer a nickel's worth of jelly beans, candy corn, mixed nuts, or Boston beans to getting up several times to operate a one-cent type of venter.

**Saw Opportunity**  
Burky, a salesman, experimented with penny venders exhaustively before deciding to switch into the 5-cent field. When coin-operated dry-cleaning shops came along—and there are more of them in Denver than in any other city in the nation—he saw both an opportunity to gain worthwhile new locations, and to merchandise bulk items at 5-cent rather than 1-cent.

In order to establish the market, he visited more than a dozen such laundries, and watched the housewives who patronized the machines. Invariably, he found such women were likely to become bored during the 55-minute cycle required by most automatic dry-cleaning machines, particularly when they came alone.

The usual reaction, as in other parts of the country, was for such customers to reach first for a magazine, and then indulge their sweet tooth with whatever the vending machines were selling.

Explaining his mission to many laundry owners, Burky got permission to try out 5-cent machines in a half dozen locations, and since then he has been

offering his customers four choices of appetite-whetting products.

**Varied Menu**  
Included are mixed nuts, which leave peanuts out altogether, tasty candy corn, Boston baked beans, and plain old-fashioned jelly beans. All of these have proven equally popular, with a shade of preference going to jelly beans where women are concerned, and to mixed nuts, where men are involved.

"We had bad luck in attempting to vend anything but nuts in hotels, and motels which cater to businessmen and executives," Mrs. Olive Burky, who is on the job every day with her husband operating the routes, indicated.

"By now we know that one vending machine for mixed nuts in each location is enough to take care of the limited number of men who come in, while women will invariably prefer the sweeter corn candy, or Boston baked beans, and children will always go for colorful jelly beans."

**Frequent Service**  
The Colorado couple service every location at least once a week, sometimes twice a week, and make it a point to do the family dry-cleaning and laundry in a different laundry whenever the need comes up, in order to get the whole picture.

Many locations have been landed simply because a co-operative dry-cleaning or laundry owner was helpful enough to tip them off to other stores of a like nature to be opened in the area.

Sticking exclusively to Aurora, which means that no location is more than three miles from home base, the Burkys have found sales volume in coin-ops much better than expected, averaging anywhere from two to four times as great as in other typical bulk vending stops.

Undoubtedly, the combination of the fact that laundry customers always have nickels on hand, and that they must usually spend an hour or more awaiting their cleaning to be done has been responsible for this profitable volume.

**Harris Proposal on Johnson Act**

Continued from page 39

carnival wheels, etc. Harris said he wanted to be sure that the Justice Department could not tell some manufacturer that his machines were illegal, just on the attorney general's sayso. It is not enough for the present attorney general to say, "We do not have these in mind," said Harris. "The government should let people know exactly where they stand under the law." Attorney General Kennedy promised to look into the possibility of putting some sort of wording in the legislation to safeguard the amusement machines from the gambling device snare, but he was adamant about listing "mechanical" characteristics of identification for gambling machines. He insisted that when enforced by the federal gov-

ernment, and by the "experienced" Internal Revenue Service men, the thrust of the law would be only to the syndicate type of gambling operation involving big money.

Kennedy said specific characteristics were considered by law enforcers as distinguishing the gaming machines from the amusement machines. The gaming machine provides for (1) Increasing the odds; (2) for metered registry of plays for pay-off. (In large-scale gambling, the lessor would never trust the word of the lessee on the take, but would have to have it recorded somewhere in the machine, which is generally kept locked, another characteristic of the gaming device.) (3) A "clearing" device for accumulated free games won.

**Pinballs Declared Legal**

Kennedy pointed out that in many States amusement pinballs are declared legal under statute, and in these States the amusement machine would not come under jurisdiction of the Eastland amendment. Harris asked for a list of States specifically exempting the amusement pinballs from liability. Gaming pins and slots are illegal in all States except Nevada and four counties in Maryland.

In case of dispute as to whether a machine is game or amusement, the burden of proof will be on the government, Kennedy pointed out, and will be open to court action. Under the proposed bill, which tightens registration and reporting requirements, the lessee is also liable to prosecution if he knows the gambling machine leased has been shipped in interstate commerce. Penalties under the U. S. Code provide for fines up to \$5,000 and up to two years in prison.

Rufus King enlarged on the Kennedy promise that no one intended prosecuting a location owner or operator for simply awarding a free

**Eppy, Guggenheim On National Tour**

CHICAGO—George Eppy and Bob Guggenheim, whose two charm manufacturing firms merged recently, kicked off a national promotion tour here last week.

The pair indicated they planned to acquaint their customers with the new firm and discuss sales and promotional policies.

After Chicago, they'll hit Atlanta and Dallas, with other stops to be announced later.

**Metro Pinball Play**

Continued from page 39

or center hole. The bumper increases values of other bumpers, roll-overs and holes.

Metro also has two kickout holes, cyclonic rebounds and flipper control. A ball-in-play indicator on the back-glass keeps the player informed of his progress. Metro also has single or twin chutes, slug ejector, locked coin box and a Plasticote finish on the playing field.

game on an amusement pinball. King termed the gaming pins "wolves" which had adopted the "sheep's clothing" of the amusement machines to escape the penalties for gambling slots.

**Meeuwenberg, Vet Bulkman, Dead at 67**

DETROIT—Ray Meeuwenberg, 67, Detroit area bulk operator for over a quarter of a century, died Wednesday (10). He operated originally in his own name, soon switching to the Automatic Sales Company, and had cigaret and candy machines as well as his extensive bulk operations.

Meeuwenberg was a successful operator in his field over nearly three decades despite the handicap of blindness, and his methods of operation were extensively reported in The Billboard some years ago.

He at one time was a teacher in the Michigan School for the Blind at Lansing, and was past president of the Detroit League for the Blind.

In recent years he made his home at Northville, near Detroit. His widow, Alwilda, and a son, Wallace, survive. The body was cremated at Woodmere Cemetery.

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Chicle Chicks, 320 & 520 ct.	37 1/2¢ lb.
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Tab (short stick), 100 ct.	38¢ box
5-Stick Gum, 100 packs	\$1.90
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# Strong Presentation Could Block Mass. Tax Passage

BOSTON—Prompt and vigorous action by the National Vendors Association and the Massachusetts Automatic Merchandising Council may have quashed a per-machine tax in Massachusetts. The proposed measure would have levied annual taxes of from \$10 to \$125 per machine and provided for a \$200 machine approval on each type of vending equipment.

The open hearing was held Tuesday (16) in Gardner Auditorium here before the Legal Affairs Committee of the Massachusetts House of Representatives. The bill had been filed at the request of the State Director of Standards.

Some 700 persons attended the the hearings, with 32 witnesses appearing to testify against the measure and only three advocating it.

The bulk vending industry was represented by Harold Folz, Long Island operator with routes in 48 States. He appeared as a representative of NVA.

Folz pointed out that a \$10 per-machine, per-year tax on penny machines would tax Bay State operators out of business. He cited a Price, Waterhouse survey of his own operation, which showed that the average machine yielded \$1.70 a year after all expenses, and buttressed his argument by citing Billboard Music Week and NVA figures which showed an annual profit of \$1.75 per machine.

Folz told the committee members that more than 100 Massachusetts operators have some 15,000 machines on location, and that the cost of these machines is \$15 each. He pointed out that the annual tax would actually be two-thirds the price of the machine.

### Cites Contradiction

Then Folz cited a contradiction made by the proponents of the measure. Gov. John Volpe said the bill was designed to raise revenue, which he estimated would be about \$10 million a year.

However, his spokesman before the committee, Charles Gibbons, former speaker of the Massachusetts House of Representatives, said that House Bill 546 was a regulatory measure, and that it would bring in \$1,500,000 a year.

Folz challenged the proponents of the bill to tell him whether it was proposed for regulation or revenue. He pointed out that if it was for revenue, vending operators pay the same income, corporation and property taxes as other citizens and firms.

If it was a regulatory measure, Folz argued, no need for regulation had been cited and that as purveyors of food, bulk operators are subject to the same regulations as are all other retailers.

In addition to Gibbons, two representatives of the AFL-CIO had appeared to endorse the bill, although their reasons were not made clear.

### Creates Jobs

Folz pointed out that the vending industry, rather than eliminating jobs, actually creates jobs by employing servicemen and other workers to sell merchandise which would not have otherwise been sold.

He cited the case of New York City, which had considered a \$10 per-machine, per-year tax and had dropped the idea after studying the books of local operators. The New York legislators had decided that such a tax would have been confiscatory.

Also appearing in the three-hour session in opposition to the bill was Walter R. Guild, managing director of the Massachusetts Automatic Merchandising Council; Samuel Goran, Metro Automatic Sales Company; Louis Risman, Mystic Automatic Sales Company, and William C. McConnell and Bert Steir, Automatic Merchandising Corporation.

### Opposed to Bill

More than 30 Massachusetts legislators went on record as being opposed to the bill, and State House sources feel that chances are that it will not pass.

Richard W. Funk, legislative council for the National Automatic Merchandising Council, pointed out that two other vending bills are before the Massachusetts General Court (Legislature).

House Bill 3131 calls for a flat \$50 per-machine tax, while House Bill 2323 calls for a flat \$50 operator fee.

# VICTOR'S NEW 2000



Vends VICTOR'S V or V-1 Capsules . . . 100-Count Gum at 1c. Also 3 Balls 100-Count Gum for 5c. AND NOW—

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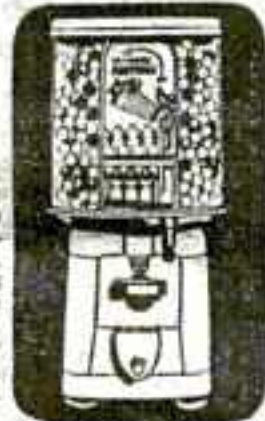


The machine that will bring in extra profits for smart operators is this new Oak Vendor. The machine holds 144 flat pack products. The Oak slip clutch handle is standard equipment on each machine. Measuring 26 1/2" high, 6" wide and 4" deep, this machine will refuse coins when empty and is equipped with an Ace lock and a lock protector. Available with a 25c or 50c coin mechanism. Wall hinge (pat. pend.) simplifies servicing.

25c mechanism \$29.50  
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Sanitary Products, \$3.50 per fill

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1c Ball Gum Vendor  
The bases are loaded with profits for the smart operators who install Oak's Big League on key locations. The machine provides a fun-filled game while it vends ball gum. Adaptable to any seasonal game and also to present Oak equipment.

ONE "BIG LEAGUE" VENDOR and 10 lbs. of Ball Gum ONLY \$23.75

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## U. S. Mint Asks for Advice of NAMA

CHICAGO—A shortage in the supply of coins—caused largely by the increased use of vending machines—is beginning to worry the U. S. Mint. So the Mint is making a survey to determine coinage needs and has asked the National Automatic Merchandising Association for help.

In a letter to Thomas B. Hungerford, NAMA executive director, Mint Director Eva B. Adams explained that "the tremendous growth in the use of vending machines has increased the need for coins. Anticipating a still greater use of automatic equipment, we wish to make certain that the supply will be adequate."

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CITY & STATE \_\_\_\_\_  
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(SIGNED) \_\_\_\_\_

## EUROPEAN NEWS BRIEFS

### Juke Boxes in Berlin Battle

EAST BERLIN—Communist East Germany has banned the playing of West German music on phonographs. The ban has been instituted in East Berlin, and apparently applies to the entire country. Despite the trials and tribulations of the Berlin crisis, there are still about 55 phonographs operating in the East Berlin area, all at State-controlled locations. They have been programming Western music generously, including West German tunes. West German music flows into East Berlin from West Berlin and is favored by East German juke box operators because of the technical excellence of the pressings. Two of the main tunes involved are "Wonderland by Night" and "Wedding Cake."

### Phonos Hide in Landmarks

HAMBURG — Several West German coin machine producers are eyeing a new type of hideaway phonograph unit designed for castles and other landmark locations. The unit would be concealed in location decor, and would be either completely concealed or would blend into the local setting. For example, West Germany's numerous castle caravansaries are interested in the installation of juke box mechanisms in suits of armor. There are also proposals to mount mechanisms in antique chests and other suitable pieces of furniture. The idea generally is to carry the console principle a step further, placing the phonograph mechanism in a housing which not only harmonizes with the location but which adds aesthetically to the location.

### Nazis Return—In Pop Music

MUNICH—Operator associations are asking co-operation of members in preventing juke box play of tunes based on Nazi airs and music associated with Hitler and the Nazis. The hot tune of this type at the moment is a rock and roll version of the Nazi drinking song the "Horst Wessel Lied." A Swedish firm produced a disk titled "Alpenrose." The Swedish disk is being exported widely and has distribution throughout Europe. Authorities report that some 10,000 pressings have been imported into West Germany. Some juke box operators have programmed the controversial disk on the grounds that "the war is over" and "music is music." It has been argued, additionally, that "what is good enough for the Swedes should be good enough for the Germans."

### Ops Get GEMA—Less Disks

MAINZ, W. Germany—Distribution of so-called "GEMA-free" phonograph records is planned on a trial basis to West German juke box operators. The disks are produced by an independent group headed by Karl Klingler, chairman of the Rhineland-Palatinate Operators Association. Klingler says, however, that the operator group is not participating officially in the project. The phrase "GEMA-free" refers to German operators' running battle with the West German copyright society over its royalty demands on the operators. Klingler's organization, which reportedly is backed by German disk interests, is experimenting with the production of disks based on music not controlled by GEMA. Klingler intends using such "GEMA-free" music as a lever to force the moderation of GEMA's demands.

### See Break in British Market

LONDON—Britain will prove a juke box market for 30,000 machines by 1963, according to German trade surveys. The surveys, compiled in connection with the big German export drive aimed at the British market, predict a "big jump forward" for the United Kingdom market in 1962. British phonograph growth was rapid until 1959, reaching a box count of around 20,000. Since then, however, growth has been slowed by introduction of fruit machines and by a shift toward replacement of existing equipment in preference to expansion into additional boxes.

### Belgians Made for Juke Box

BRUSSELS—This is the juke box capital of Europe, there being over 2,100 phonographs in Brussels alone, according to the Bureau of National Statistics. Brussels' population is under the million mark. Trade sources believe the actual juke box count may be even greater, the statistical bureau having merely circularized locations. Belgium as a whole (with a population of 10 million) has over 30,000 juke boxes, giving this country the greatest juke box density in Europe if not the world. Brussels' 2,100 juke boxes are predominantly American, with Seeburg leading the list.

### French, German Ops Mull Tie

PARIS—French juke box operators are studying proposals for a line-up of French and German operators on issues of primary interest to both national groups—first and foremost performing rights royalties. The German trade is embattled with GEMA, the German performing rights society, and French operators with the S.A.C.E.M., GEMA's French counterpart. Operators in both countries contend that the royalty organizations are making excessive demands on the trade, demands which could force a substantial number of operators out of business. Main impetus behind the link-up proposals comes from the European Common Market, the French trade now realizing that the fusion of national economies in the supermarket must be paralleled by the unification and standardization of each trade represented in the market.

## Germans Push Own Uniform Payout Legislation for Foreign Countries

WEST BERLIN—Efforts will be made by German payout machine producers to export this country's model payout machine legislation to foreign countries.

The theory is that the main stumbling block to the export of payouts is prejudice caused by inadequate or discriminatory payout legislation in most foreign countries.

A prime example is Holland, which has a local option patchwork of laws regulating payouts, no two laws being the same. What is legal in one Dutch local area may be illegal a few miles distant.

#### Dutch Interest

The Dutch have recently indicated interest in enacting a national payout law patterned on the German measure. Dutch operators complain that "any law" would be better in their case than the present legal no man's land.

"We would just about as soon have payouts outlawed altogether, if it has to be that way," an operator in Utrecht commented. "Then at least we would know where we stood, and would be able to plan accordingly."

By and large, Europe is a payout machine legal quagmire, with laws and interpretation of laws varying not only from province to province but almost literally from city to city and even neighborhood to neighborhood.

#### Legal Formula

With the exception of West Germany, that is. The Germans have a remarkably successful legal formula for regulating payouts. It has not spared the trade from merciless press attacks, but it has provided all facets of the trade with a precise set of operating rules applicable to the whole country.

It has resolved (apparently to the satisfaction of all concerned) the ubiquitous bickering over what is skill and what is chance. The German payout law works—and works well, in the opinion of the trade.

The German law is effective primarily because it makes the State an active participant in the

regulatory process—in a positive rather than negative role.

The State Bureau of Technological Standards at Brunswick certifies every payout before it may be placed in operation. Each machine, moreover, has an arbitrary life of three years, when it must be scrapped entirely and replaced with a new machine.

This is done to provide effective enforcement of the three cardinal principals of payout programming in this country: a fixed payout percentage of at least 65 per cent to the players; restriction of play to small accounts; restriction of play time to a minimum of 15 seconds per play.

The limit put on German payouts is one mark (25 cents) per play, and most machines are under 50 pfennigs (12 cents) play. Placing of machines is controlled under a liberal policy. Machines are neither placed indiscriminately

nor are they rigidly restricted to casinos.

The machines provide German phonograph manufacturers with a financial base for music box production, and they serve a similar function for many, if not most, German phonograph operators.

Not all segments of the German trade cotton to the payouts, but the majority view seems to be that they are a necessary—and essentially harmless—stabilizing financial factor.

If payouts are suitable for Germany, runs this reasoning, they should be suitable for the rest of the world, or most of it. The example cited most often is England, which legalized fruit machines for private club operation.

Most countries have lotteries and some form of national football pool. The German "mint" machines are regarded by its fans as being in a similar category.

## Rutter Drops Phono Route to Concentrate on Food Vending

SALT LAKE CITY — Sweeping changes have taken place at the former J. H. Rutter Company, Wurlitzer distributorship here.

Pioneer Utah operator J. Heber Rutter, who has been both an operator and a distributor for many years, has sold his last phonograph route, and as part of the change to 100 per cent distribution has retitled the firm as Interstate Distributing Company. Rutter, who developed many techniques in juke box operation, location building and merchandising which are now standard with area operators, plans to spend much of his time out in the territory, helping phonograph operators build up volume in all types of locations.

Among the campaigns which he has successfully carried out has

been urging operators to use Wurlitzer billboard-type panel displays over phonographs, which suggest popular hits, novelties, etc., to do a visual selling job.

#### Pilot Route

In expanding distribution, Rutter has taken an unusual step with the operation of a pilot route of coffee and soup machines, first entry of the Salt Lake City firm into this field. Coffee and soup machines are currently being operated at 13 locations, under a test program which will help substantially in selling this type of vending equipment, according to Rutter.

Two more potential routes are coming up, which will feature soup and hot chocolate, along with coffee, as a vending practice more in harmony with Mormon prohibition of coffee to its church members.

## Chi Take Holds Despite Cold, Snow

CHICAGO—Record sales to the juke box industry last week dipped slightly, as the city's operators dug their way out of the third major snowstorm and cold wave in less than a month.

Close to 12 inches of snow fell in Chicago, with temperatures dropping below zero. Traffic was snarled and operators had trouble making emergency service calls, let alone their regular collection stops.

Records, however, continued to be bought and the city's one-stops reported business good, though slightly off from the same period last year.

#### Pat Boone's Hot

Pat Boone has a hot one going with "I'll See You in My Dreams." Both Singer One Stop and Music Box One Stop reported good operator action on the side. Singer is even picking it as a two-sided record, with good action also on "Pictures in the Fire."

Retail store action on the record appears to bear Singer out. Both sides have alternated in Midwestern breakouts and deejays are picking both tunes.

Other hot sellers to operators at Singer include: "Let's Go" and "Chattanooga Choo-Choo," another two-sided disk, by Floyd Cramer. "Chattanooga" hit BMW's Hot 100 last week, and Fred Sipiara, of Singer, describes "Let's Go" as a "good beat side that can do the operator a lot of good."

"Go On Home," by Patti Page, is moving well at Singers and got an extra boost when Patti sang the number on the Ed Sullivan show last Sunday, said Sipiara. Also being bought is "If I Should Lose You," Dinah Washington.

Sipiara noted that sales were slightly down to operators and blamed the poor weather. "They're

making only the stops they have to make," he said.

At Music Box, Russ DiAngelo noted that good sales to operators were being chalked up with "Hollywood Twist," Si Zentner; "Midnight in Moscow," Kenny Ball (looks like it could be very big, said DiAngelo); "Archie's Melody," the Byliners; "Norman," Sue Thompson, and "Roll Him Over," Georgia Brown.

#### Two Hit Sides by Brenda

Also a two-sided hit by Brenda Lee, "Break It to Me Gently" and "So Deep"; "Double Exposure," the Rotators; "My Melancholy Baby," Hollyridge Strings, and a few calls for "Let Me Call You Sweetheart," Timi Yuro.

DiAngelo re-emphasized the big operator demand for old standards and the need for some hot new material aimed at the operator market. DiAngelo's views on the same subject, first aired publicly last week (BMW, Jan. 20), brought considerable agreement from the coin machine trade.

DiAngelo noted that as an example, he put a real oldie, Al Morgan's "Jealous Heart," out in the operators' bins and a large number were immediately taken.

Disk sales to operators were about even with last year at Music Box, though last week's snow slowed the walk-in business, causing a pick-up in the mail-order traffic.

## Jenkins, Garvey Exit Bally Firm

CHICAGO—Two Bally Manufacturing Corporation long-time veterans, Art Garvey and George W. Jenkins, resigned last week. Both indicated they would announce their plans later.

Garvey and Jenkins have been with Bally since the '30's. Jenkins joined the firm in 1934 as a salesman, became sales manager in the late '30s and was named assistant to the president after World War II.

Garvey joined Bally in 1937 as assistant sales manager and has served in that capacity until the present.

Both men have had long, colorful careers in the coin machine industry. They are expected to remain in the industry in some capacity.

# West Coast Sees '62 Seeburg



**LOU WOLCHER**, head of Advance Automatic Sales, center, braced against the table, was host to nearly 400 music and vending operators for the introduction of the Seeburg SDS at the Jack Tar Hotel, San Francisco. At the right is Bob Portale, long a member of the Advance firm. Left background looking on is Joe Mendel, of the Advance staff, in charge of vending sales.



**CLARE WOLCHER**, left, enjoys the program staged by her husband, Lou, when his Advance Automatic Sales introduced the Seeburg SDS in San Francisco. With her are Warden Smith and wife Elsie.



**ENGAGED IN A LIVELY** conversation at the Advance Automatic dinner introducing the Seeburg SDS in San Francisco were, left to right: Clyde Love, Visalia, Calif., operator; Stan Raens, Bill Weeks and Jerry Taylor. The event was held in the International Room of the Jack Tar Hotel.



**ON HAND FOR THE SHOWING** of the Seeburg SDS at the Jack Tar Hotel, San Francisco, were, left to right: Jack Gordon, Seeburg vice-president in charge of phonographs; Arnell Silverman, division manager, phonograph sales; Stu Auer, Seeburg vice-president in charge of background music, and Tom Herrick, Seeburg vice-president in charge of marketing.

## ACCENT ON YOUTH

# Financial Weekly Puts Spotlight On Kiddie Ride Industry Growth

**NEW YORK**—The December 15 issue of Barron's, a financial weekly, devoted its lead article to the kiddie ride industry, tracing the backgrounds of leading manufacturers and operators. The article, "Kiddie Rides Grow Up," was written by Goody L. Solomon. Emphasis was on publicly held companies in the industry.

"The industry which makes and operates all these rides," the article said, "is a postwar baby that has matured rapidly. Annual volume in 1952—the earliest year for which figures are available—was reported to be \$500,000. For 1961, the industry estimates it at \$10.5 million.

"Nor is that the end of the road. At least the companies involved project continuous expansion on the basis of the nation's rising number of births, already 5,000,000 a year, and expected to go higher. They look also for increased sales and profits from the growing number of retail outlets and shopping centers which have installed the rides. From 1959 to 1961, the number in use rose from 11,000 to 15,000."

### Publicly Held Firms

Three companies, it continued, are publicly held. They are All-Tech Industries, Inc., Hialeah, Fla., a manufacturer; Automatic Concessions Corporations, Westbury, N. Y., manufacturer and operator, and Techno-Vending Corporation, manufacturer, distributor and operator.

A fourth firm, Kiddie Rides, Inc., Chicago operator, is expected to go public this month.

The article also cited one of the nation's major coin machine makers, the Bally Manufacturing Company, which claims to be the nation's largest manufacturer of kiddie rides. More than 99 per cent of Bally's production, though, is in coin-operated games and vending

## Berger Named Metalcraft Rep.

**NEW YORK**—Harry Berger of West Side Distributors this week was named East Coast distributor for the vending machine line made by the Precision Metalcraft Corporation, Minneapolis.

The firm makes cigaret, cigar, cookie and detergent vending machines, and, according to Berger, will soon be in production of candy, hot drink, cold drink and hot food machines.

Berger, a veteran amusement game distributor and jobber, plans to spend a week in the PMC plant early in February.

machines. Both Bally and Nationwide Playlands, Inc., another Chicago-based firm, are privately held. Nationwide is an operating firm, operating all types of amusement equipment and specializing in discount house locations.

### Kiddie Rides, Inc., Growth

In 10 years, the article continued, Kiddie Rides, Inc., parlayed a \$25,000 investment to more than \$2,000,000, with headquarters in Chicago, Boston and Los Angeles. Profits before charges for depreciation, interest and income taxes, has averaged about \$200,000 a year, according to Jerome Braverman, president.

The growth of Automatic Concessions was traced. The firm got its start in 1950 as Kiddielane, a 100-ride operation. Today, Kiddielane is a wholly owned manufacturing subsidiary of Automatic Concessions, which operates more than 4,000 units. The latest financial statement of the company lists assets of 1,600,000. Earnings per share rose from 6 cents in 1958 to 47 cents in 1960. No 1961 figures were available.

Here's what the article had to say about the Techno-Vending Corporation:

### Techno-Vending

"Techno-Vending was incorporated in May, 1961, at which time it acquired all the outstanding stock of five corporations: Capitol Projector Corporation; Capitol 16, Inc.; Midget Movies, Inc.; Movie Mat, Inc., and Kings-Midge Enterprises, Inc. It also acquired interest in Bowlers Amusement Company, Inc.; Ranger Amusement Company, Inc., and Ken-D Enterprises, Inc.

"The company looks for gross income of some \$650,000 for fiscal 1961, 70 per cent of it equipment sales, 30 per cent operating income. It expects net after taxes for the 12 months ended April 30, 1962, to reach \$61,000, or 24 cents per share, as against 8½ cents in the comparable period a year earlier."

Jerome Braverman, head of Kiddie Rides, Inc., was quoted as estimating that the retailers makes an annual profit of from \$12 to \$20 a square foot on kiddie rides commissions, as against the supermarket average of 12 cents annual profit per square foot on merchandise.

### Export Potential

"One final potential source of greater sales and profits for kiddie ride firms," the article concludes, "is the foreign customer. While the field never has had much of an ex-

port market, recently Europe has shown increased signs of interest.

"With American-style supermarkets and shopping centers going up all over the world, and with U. S. tastes rapidly girdling the globe, the opportunity of exporting kiddie rides and related amusement devices soon may become a significant means of widening the scope of the horse and stagecoach, the helicopter and the space ship," the article continued.

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Go. Sky Gunner.....	95.00
Midway Shooting Gallery.....	325.00
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Wms. Kismet 4P.....	WRITE
Wms. Space Ship 1P.....	WRITE
Wms. Reserve 1P.....	WRITE
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SEEBURG KD-200.....	395
SEEBURG 100-R.....	375
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**Atlas Music Named as North Illinois Game Distrib for Bally**

CHICAGO—Atlas Music Company here, large distributor for AMI and Rowe equipment, has been named to handle Bally Manufacturing Company's game line for Northern Illinois.

Atlas is owned by A. C. Automatic Services, Inc., a division of Automatic Canteen Corporation of America.

Bally was formerly handled in the area by Donan Distributing Company. Donan, which also recently gave up the Rock-Ola line, will concentrate on operating.

**No Change in Plans**

Joel Kleiman, head of A. C. Automatic Services, Inc., noted that Atlas had been one of the few juke box distributors that didn't have a game line.

He said there will be no change in the organization or plans for the company and that Atlas definitely does not plan to operate.

Atlas officials noted that the firm now had a completely diversified line of juke box, game and vending equipment for the coin machine operator.

**Canteen Funds Available**

Of less significance is the vast resources of Automatic Canteen Company of America that Atlas

will indirectly be drawing on for its efforts.

Atlas actually started in the game business as Atlas Novelty Company some 30 years ago. In recent years it has concentrated on juke box sales and has not actively distributed games.

Atlas' Nate Feinstein said the firm will hold an open house in the near future and will also schedule service schools on the Bally line.

Atlas will carry a complete stock of parts and will offer complete service facilities.

**L. A. Operators See New Wurlitzer Unit**

LOS ANGELES—The Wurlitzer 2600 was unveiled here Monday (15) at the Wurlitzer Company with Ray Barry, branch manager, hosting operators and servicemen throughout the day.

Barry was assisted in entertaining the operators, some from Long Beach and San Bernardino, by John Scarvada, Royce Gaddis, Leonard Hicks and Clayton Ballard.

A light buffet and beverages were served.

**ROSSI'S COMMON MARKET MEC LABEL BY MID-1962**

• Continued from page 4

special musical requirements of the phonograph trade are ignored.

All this Rossi intends rectifying with his MEC label. He proposes to give juke box operator associations in each member country a full voice in determining MEC policies.

Specifically, he proposes offering reduced disk prices to operators; producing disks on an international basis reflecting the spirit of the European Common Market; and using only top orchestras and singers.

Rossi is moving deliberately, believing that it is all-important to build a sound operating structure before entering volume output of titles. Nevertheless, he believes that with all the international links forged, MEC can build a repertory of 1,000 titles within a few years.

**Knows Juke Box Trade**

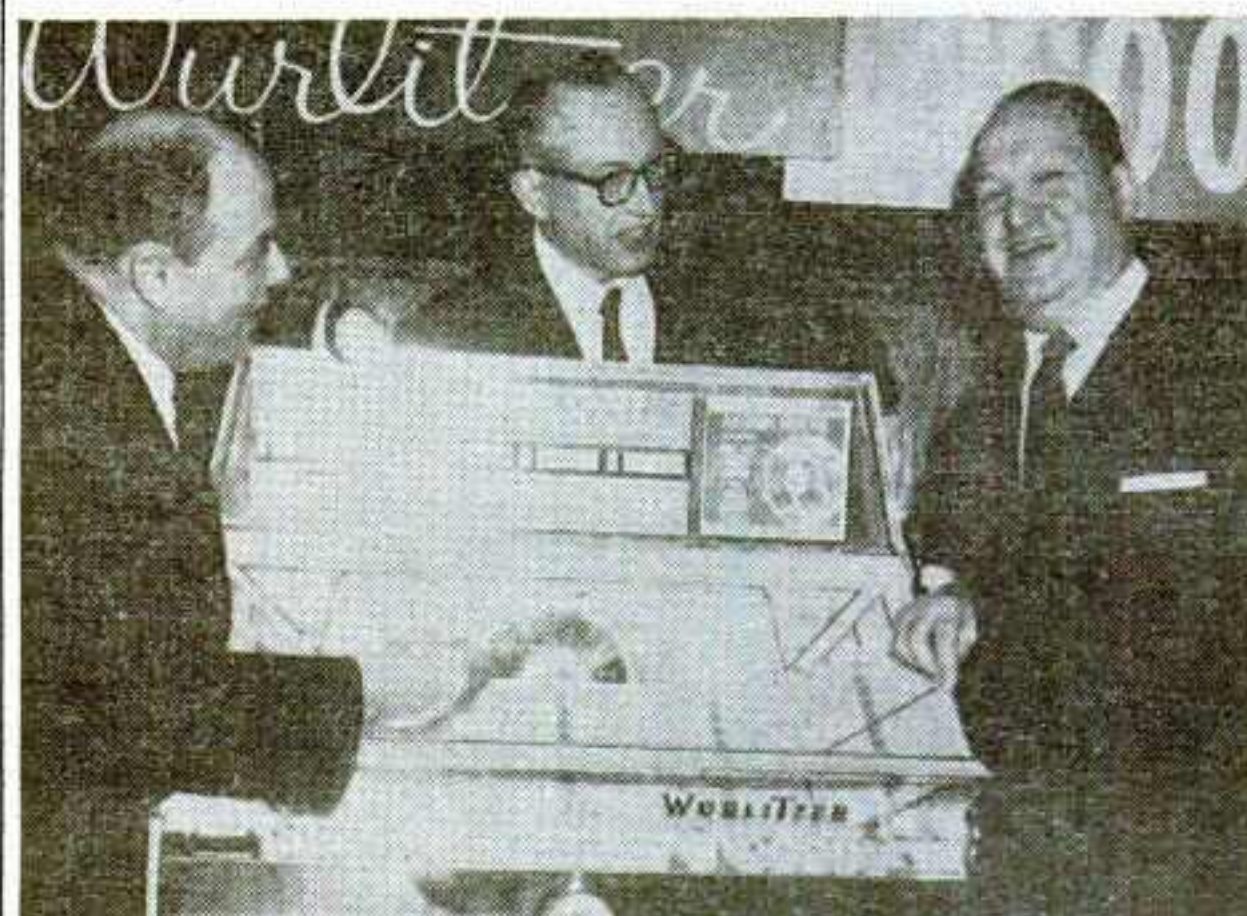
West German phonograph operators in particular are inclined to take Rossi at his word, for he is one of the Continent's few music trade figures with a background of juke box operation.

Publisher of the Milan trade journal Edizione Juke Box, Rossi, assisted by his brother Alfredo, operates a music publishing house which supplies a network of 4,000 phonographs with records.

What the Rossis count on with their MEC label, of course, is a colossal expansion of the European disk and juke box market through Common Market stimulus.

Statistically, the Common Market matches the United States as an economic market. Economists predict a tremendous economic upsurge in the Common Market countries once Europe's tariff walls are dismantled and the Continent unified economically.

This suggests to the Rossis that Europe in time will duplicate the U. S. juke box count of 500,000—and provide a tremendous market for MEC label juke box disks. It seems that simple.



JOHN BILOTTA, left, and Bob Bear, center, Wurlitzer sales manager, look over the new Wurlitzer with Dave Solomon, Joy Automatics, Elmira, N. Y., at the showroom of the Bilotta Distributing Company, Newark, N. Y.

**Lesnick Asks For MOV's Co-Operation**



HY LESNICK

RICHMOND, Va. — President Hy Lesnick of the Music Operators of Virginia called upon MOV members to co-operate in promoting bills to protect the industry in the Virginia General Assembly, now in session.

Speaking at the first 1962 MOV meeting here Sunday (14), Lesnick expressed regret at the demise of the Coin Machine Council and said the operators must bear a large measure of the responsibility for not supporting that organization.

AMI, Rock-Ola, Seeburg and Wurlitzer distributors held open houses after the meeting, as operators and their families stayed to enjoy the evening.

Date for the 1962 State convention was set for September 6-7 at the John Marshall Hotel, Richmond.

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Shuffle Alleys  
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Bowling Alleys  
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GAMES  
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BIG END-OF-YEAR CLEARANCE SALE  
Received a Large Lot of Games in Trade, Including One Lot of 10 to 20 Guns.  
WHAT DO YOU NEED?  
8 C.C. King Bowlers, 20 Ft. at \$500.00 each. Lot of 8 Must Be Taken at This Price.  
Write or Call Us Collect.  
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Write for Our Price List on Full Line of Coin-Operated Machines.  
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✓ National Coin Reflector in each chute  
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RECONDITIONED  
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**SEEBURG**  
222 .....\$689.00  
201 ..... 589.00

**THIS WEEK SPECIAL**

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SEEBURG 3W1—rec.—  
100—sol., w. b. .... 39.00

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**INVITE DISTRIBS  
TO NEB. MEET**

OMAHA — The Nebraska Music Guild holds its next regular meeting at the Fontenelle Hotel here February 3-4, and distributors are invited to display their latest equipment at the session. There is no charge for display space. Registration is Saturday (3) at 5:30 p.m., with dinner following in two hours. The business meeting will be held 2 p.m. the following day.

**Circuit Court Rules  
Big Tent Is No Slot**

NEW ORLEANS—The Fourth Circuit Court of Appeal here has ruled that Big Tent is not susceptible to seizure as a "slot machine" outlawed by the State gambling statute.

This ruling upsets the decision by Judge O. P. Carriers who had denied an injunction against destruction of the machine sought by its operator, Admiral C. Vaughan. The machine was ordered restored to Vaughan.

The Circuit Court opinion held that it would be easier to build an automatic payout machine than to convert Big Tent.

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IDEAS FOR  
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Also conversion ideas for existing games

Will also develop and build your ideas

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**Game Definition**

• Continued from page 39

Inventory and record of sales or deliveries must be filed with the attorney general. The new amendment in S. 1958 expands this to require that records be maintained of all gambling devices manufactured, purchased or otherwise acquired. The amended act would require persons covered to report not only devices they hold for sale, but those leased and operated at other locations. This would include all those placed for repair, modification or storage.

Under the amended law, every gambling machine would have to be stamped on the front with the name of the manufacturer, the date of manufacture, and a number which would remain throughout its existence. Under the present law, more than one person may number the machine and it is difficult or impossible to trace the origin or follow the chain of ownership. Component devices would also require identification, Attorney General Kennedy pointed out during hearings, although he admitted this might become quite a problem.

The new law would require that records for each month be kept on the premises of the registrants and held for five years. Agents of the FBI would have access to the records. Production of the records could be compelled, but a grant of immunity would be given if privilege against self-incrimination is asserted.

The original Eastland bill would also have banned shipment of gambling machines in foreign commerce, but the latter proviso was deleted as impractical by the Senate Judiciary Committee. Justice Department had no objections, and also okayed changes to give exceptions to other types of betting or gambling equipment used at licensed gambling casinos where betting is legal under State laws.

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Princess  
PHONOGRAPH  
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look to ROCK-OLA for advanced products for profit

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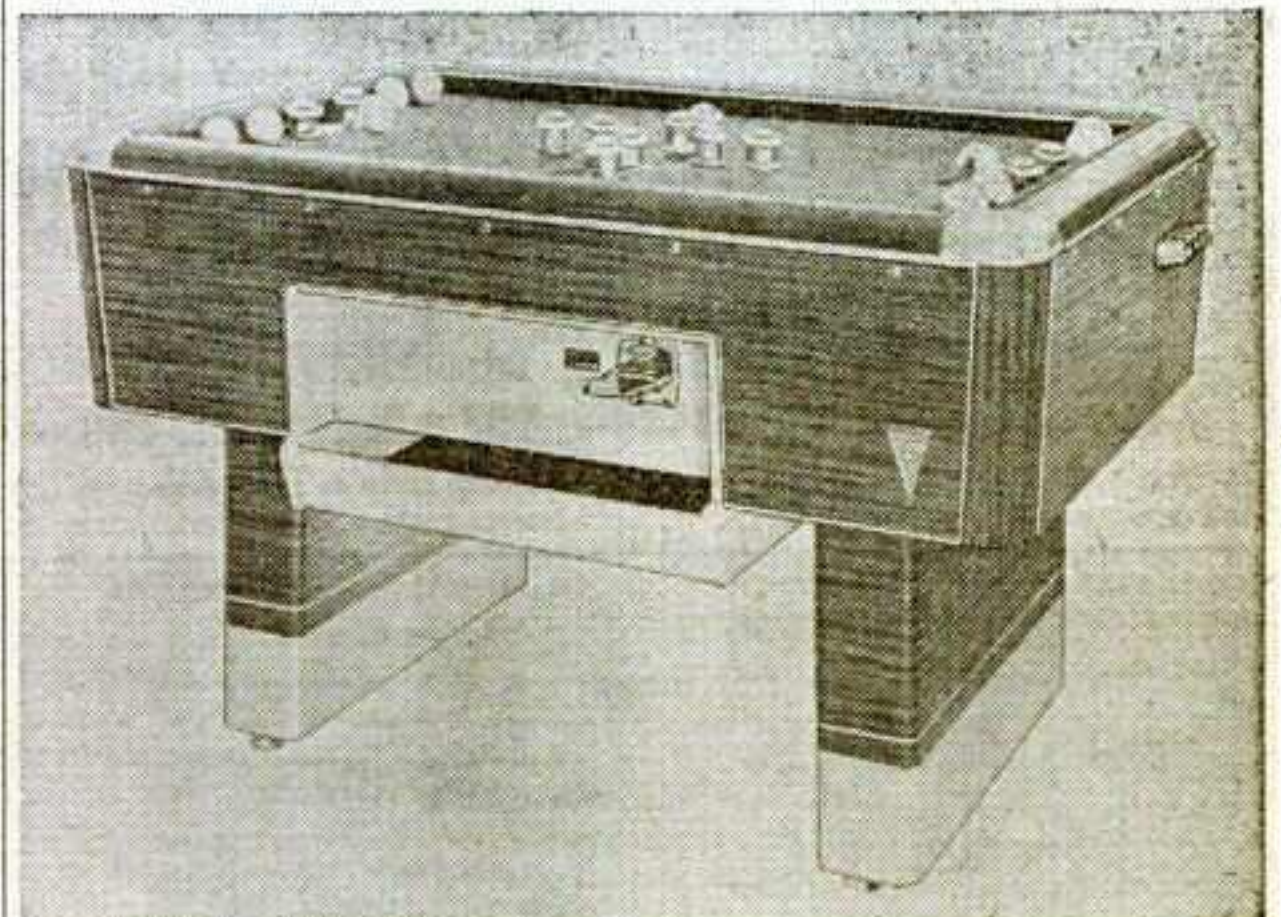


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MULTI-COLOR FINISH  
Tough, durable lacquer  
NEW DESIGN!  
NEW MECHANISM!

MODEL 745A  
75 x 42 x 31

See your distributor or write for details

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The **NEW**  
CROWN

**FIESTA**  
by Fischer

**GOOD LOOKING!** Most exciting new Bumper Table design on the market . . . beauty that revitalizes player and location interest. Can double, then triple cash box receipts!

**LOW PRICED!** Unsurpassed quality, offered by your distributor at a price that makes good sense! Check with him now!

**FIESTA FEATURES CREATE PLAY INCENTIVE—REDUCE OPERATING COSTS**

- WRAP-AROUND FORMICA RAILS • ALUMINUM CORNERS • METAL BUMPERS • RECESSED PULL-OUT DRAWER MECHANISM • DURAN CLAD-ON MAHOGANY FINISH • REMOVABLE TOP FRAME • TOP QUALITY BALLS—SUPERIOR QUALITY CLOTH • REGULATION SIZE.

Now at your Distributor. See it soon or call or write Bill Weikel for details.

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FOR ALL  
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**SPECIALS**

- 5 Bally Bikini (New) . . . . . Phone
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- Bally Marksman (New) . . . . . \$395.00
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**SPECIAL**

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Reconditioned D-80's, Ea. . . . . \$95.00

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# Memphis Cigaret Units Up 544; '61 Total Sets Record City High

MEMPHIS—A total of 2,679 cigarette vending machines were in operation in Memphis at the end of 1961, an increase of more new machines put out on location in one year in the city's history.

The total at the end of 1960 was 2,135.

Sloan O. Craig, collector of licenses and privileges, said the 2,679 machines licensed as of December 31, 1961, was an increase of 544 over the previous year, the largest by far in any one year since the machines came into popularity some years ago.

The phenomenal growth indicates strong public acceptance of them, he said.

This is good news in the Mid-South not only for the operator, for wide public use of the machines to buy cigarettes means profits to him, but the distributors, who are selling

now more and more new, more modern, sleek machines with vast improvements.

An idea of the growth of cigarette machines here is seen in Craig's figures dating back to 1950, when only 327 were on location. By the end of 1955 there were 844, a big growth in five years of 517, but still less than the 544 increase in the single year of 1961.

In the late 1950's the business began to grow steadily. By the end of 1957 there were 1,976 machines licensed, and at the end of 1959 some 2,018.

Operators and distributors generally agree that the former standard one-third of all sales through cigarette vending machines has increased in this area with the tremendous growth of cigarette vending, and future years hold greater growth.

# Illness Hospitalizes Two Southern Ops

MEMPHIS—Johnny Novarese, partner with Joe Cuoghi in Poplar Tunes Music Service here, is recovering from a dislocated shoulder suffered in a recent auto collision. He was in the hospital for a while.

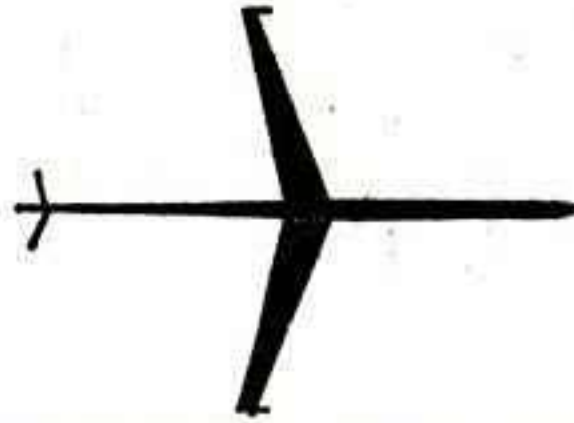
Lloyd Barber, B. & C. Music Company of Forrest City, Ark., has also been in the hospital. He suffered a heart attack, was taken to Baptist Hospital in Memphis. He is out now and recovering. His partner, Wayne Cartiller, is operating the route.

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in top or center hole moves  
**DISAPPEARING BUMPER**  
UP or DOWN  
**INCREASES VALUES**  
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- 2 Kickout Holes
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IT'S MORE FUN TO COMPETE! YOURS FOR FAST ACTION!

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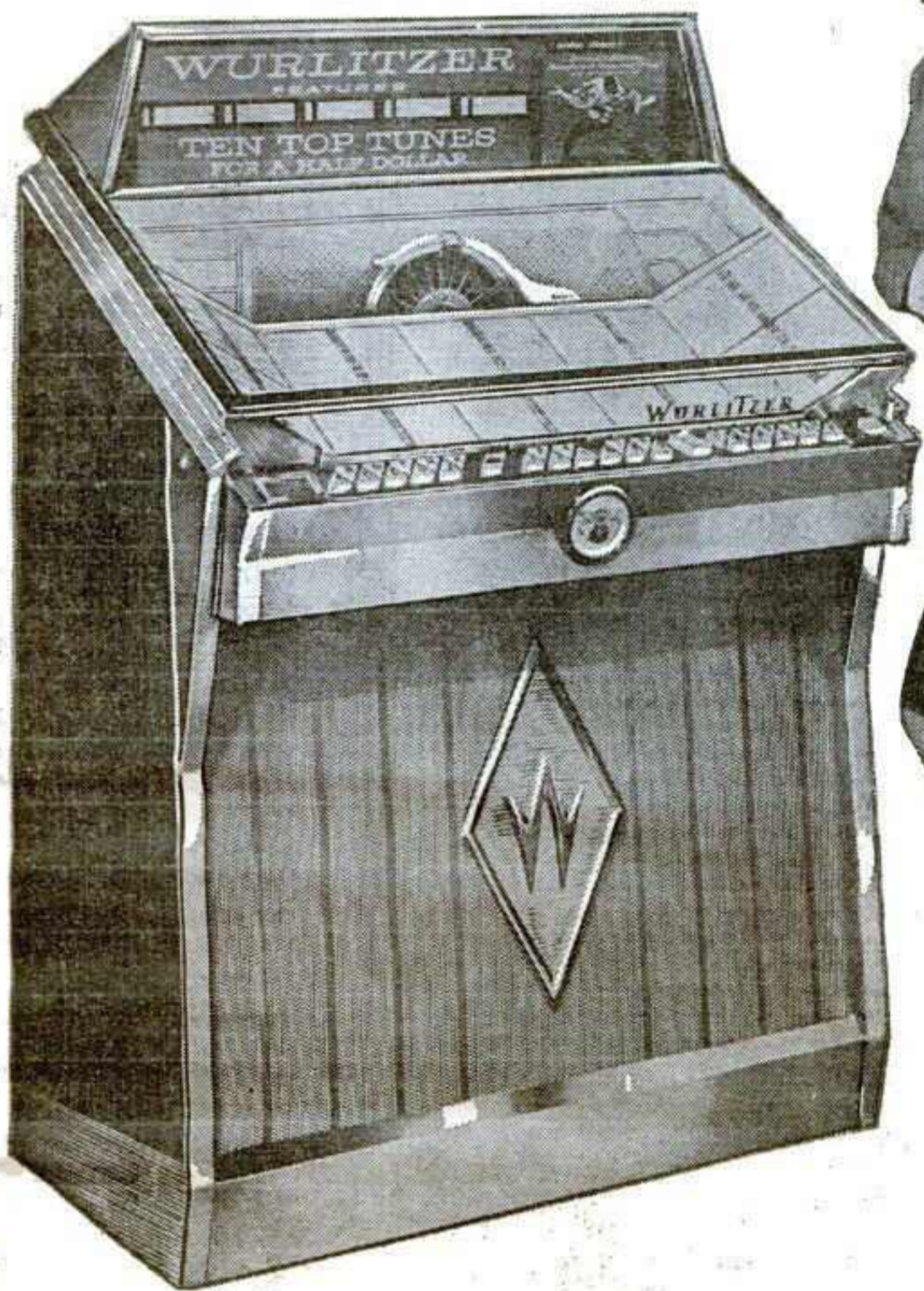


- Single or Twin Chutes
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Plasticote Finish on playfield

LOCATION TESTED FOR PROFITS!





ONLY  
**WURLITZER**  
 HAS THE  
**TTT**

... and we don't mean the tuneful, twirling twist. It's the Ten Top Tunes. Here is a money-making feature that has proved to be the greatest phonograph play-promoter ever created.

In addition, the new Wurlitzer 2600 is alive with other extra features.

They all add up to this fact. The Wurlitzer 2600 gives you MORE for your money — will make MORE MONEY for you.

See your WURLITZER distributor.

THE NEW *Wurlitzer* 2600

THE WURLITZER COMPANY • NORTH TONAWANDA, NEW YORK  
*106 Years of Musical Experience*

**EYE-ARRESTING  
 DOME DISPLAY PANEL**

Interchangeable plastic panels . . . for Location Personalization . . . Ten Top Tunes feature . . . Music of the Week . . . 33-45 RPM Intermix, and Five Quick-Change title strips to identify special records.



**BUY WITH CONFIDENCE**

**SPECIALS**

Bally Acapulco ..... \$595  
 Bally Beauty Contest ..... 375  
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 Bally Sharpshooter ..... 385  
 C.C. Red Arrow ..... 350  
 C.C. Ray Gun ..... 395

**WANTED**  
**100 SEEBURG R's**  
 Liberal trade or will purchase.

**CANDY VENDORS**

Sweet Sixteen ..... \$195  
 Stoner 6 col. .... 125  
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 DuGrenier 8 col. .... 150  
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 National 9 ML ..... 125  
 National 11 ML ..... 175  
 Continental 20 ..... 185  
 Continental 30 ..... 225  
 DuGrenier K 14 ..... 125  
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**WURLITZER**

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 1650 ..... 145  
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**ROCK-OLA**

1432 ..... \$ 95  
 1438 ..... 165  
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E-120 ..... \$125  
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 2029 PROSPECT AVE., CLEVELAND 15, OHIO  
 All Phones: Tower 1-6715

**M. S. GISSER**  
 Sales Manager

## So. California Ops View New Seeburg Line

LOS ANGELES — With the showing of the Seeburg SDS in Bakersfield on Saturday (13), Badger Sales Company, distributor of the line in Southern California, ended its schedule of introductory displays.

The shows were hosted by William R. Happel Jr., head of the firm, with his staff along with Jack Gordon, Seeburg vice-president in charge of phonographs; Arnold Silverman and Dick Wright, divisional managers for phonograph and vending sales, respectively. Buffets were served at all of the shows.

Prior to the local showing on Sunday (7), the new phonograph was unveiled at the King's Inn in San Diego.

## Sam Stern on European Trip



**SAM STERN**

CHICAGO—Sam Stern, Williams Electronic Industries head here, leaves on a European junket to further explore the export market for his firm.

Stern will attend the coin machine exposition in London, remaining there from January 28 to February 2. He'll stay at the Dorchester Hotel.

Afterwards he'll meet with Williams' distributors on the Continent.

The trip emphasizes the importance that the export business holds for Williams, which officials have indicated has "maintained at a good pace and comprises an important segment for the firm."

## Indiana Counties Hike Coin Property Taxes

INDIANAPOLIS — Property taxes on coin-operated equipment have gone up in 69 of Indiana's 92 counties since January 1.

The property tax rate on coin machines has risen by 128 per cent since 1952, the Indiana Taxpayers Association reported.

**BE AN EGG HEAD OPERATOR!**

GET GOTTLIEB'S BRILLIANT NEW GAME ON LOCATIONS FOR CHALLENGING, EXCITING, PROFITABLE ACTION WITH REALISTIC "TIC-TAC-TOE" SKILL PLAY. ORDER TODAY!

**WANT TO BUY**  
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**WANTED**  
 10 GOTTLIEB  
 SUPER JUMBO 4-PLAYERS

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 Buckingham 1-8211

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AMERICAN'S *Imperial* offers more and steadier profits for coin operators.

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 5-4633

**Now! 16 winning "tic-tac-toe" combinations!**

**GOTTLIEB'S Egg Head**

**"X's" and "O's" controlled & activated by skill play!**

Rollover buttons and targets select whether bumpers score "X's" or "O's".  
 Hitting bumpers then lights "X's" or "O's" in "tic-tac-toe" panel.

Completing horizontal, vertical or diagonal line of "X's" or "O's" scores special and lights rollovers for additional specials.

- Make specials by high score, too.
- Match feature
- Sparkling design

**Revolutionary "tic-tac-toe" Panel Eliminates Confusion**  
 Either "X's" or "O's" light in exactly the same place in each square. It's cute! It's new! See your Gottlieb Distributor for a demonstration today!

**D. Gottlieb & Co.**  
 1140-50 N. KOSTNER AVENUE • CHICAGO 51, ILLINOIS  
 It's Always Profitable to Operate Gottlieb Games!

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

A Gottlieb FLIPPER SKILL GAME

AT LAST! A Ball Bowler that fits all Locations!  
**Chicago Coin's SENSATIONAL BRAND NEW**

# VARIETY ROLL DOWN BOWLER

(NOT A PUCK-TYPE GAME)

THE ONLY 9½ FOOT BALL BOWLER  
 FEATURING AN "INCLINED" PLAYFIELD!  
 (BALL IS PUSHED LIKE A PUCK)

NEW EFFORTLESS TYPE OF PLAY!  
 NO STOOPING! NO THROWING!



*"Jet-Action"*  
**AUTOMATIC BALL RETURN**  
 Speedy and Quiet Return of Balls Assures FAST ACTION and MORE PLAY!  
 SAME BALL ACTION AS ON A REGULAR BOWLER . . . Straight Ball or Hook.

**3-3 inch Hard Rubber Balls**

• ALL STEEL CASH BOX!

• 1 to 6 CAN PLAY 10c PER PLAYER

**8 WAYS TO PLAY**

RED DOT	REGULATION
SUPER STRIKE	FLASH-O-MATIC
BONUS FRAME	LITE-O-MATIC
"300" CHAMP	ALL STRIKE

NOW AVAILABLE AT YOUR CHICAGO COIN DISTRIBUTORS

NO ONE BUT CHICAGO COIN OFFERS SO WIDE A VARIETY OF GAMES . . .

**RED • DOT**  
 INTRODUCING TWO OF THE NEWEST AND HOTTEST PLAY FEATURES EVER CREATED IN ONE GAME!

SUPER STRIKE SCORING | RED DOT SCORING

6 GAMES IN 1  
 6 CAN PLAY

Entirely New, Long Range

**RIFLE GALLERY**

IMAGINE! THIS RIFLE GALLERY LOOKS LIKE IT'S 15 FEET LONG!  
 The players marvel at the illusion—and people flock around to play it.

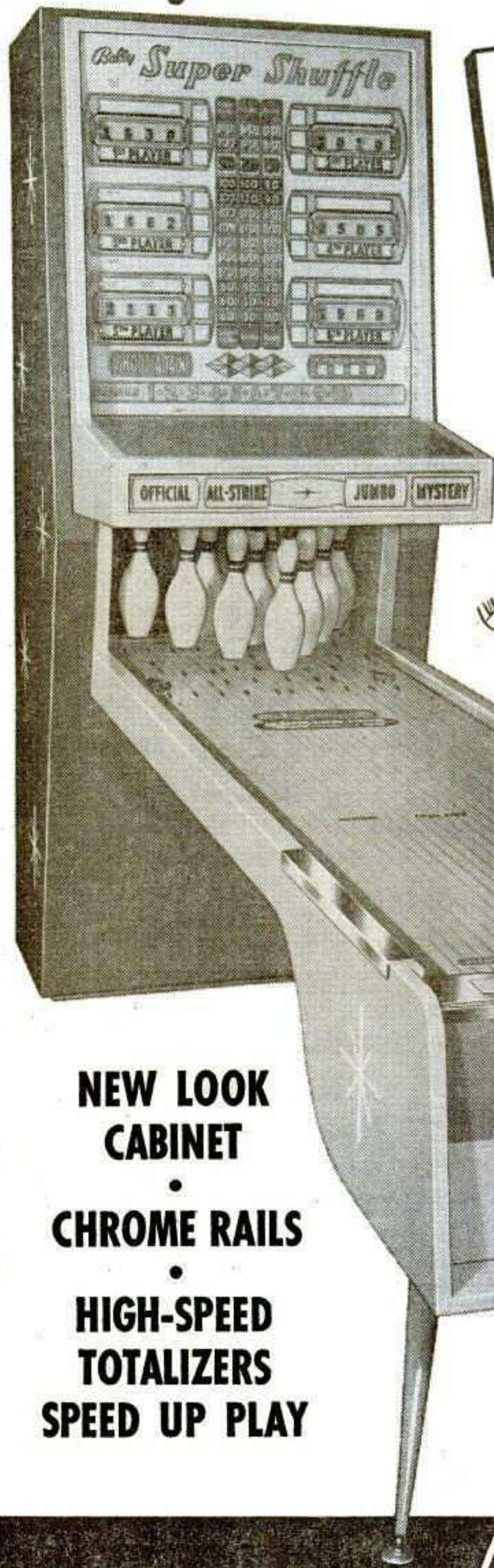
**CONTINENTAL**  
 With "TRIPLE GOLD PIN" SCORING

5 GAMES IN 1

TRIPLE GOLD PIN  
 FLASH-O-MATIC  
 "ALL STRIKE"  
 REGULATION  
 "300" CHAMP

*Chicago Dynamic Industries, Inc.* 1725 W. DIVERSEY BLVD. CHICAGO 14, ILLINOIS

# Players' favorite ways to score earn top money



**OFFICIAL**  
for A. B. C. bowling fans  
TOP SCORE 300



**JUMBO**  
for speed-control skill-appeal  
PLUS SUPER-STRIKES  
TOP SCORE 6000

**ALL-STRIKE**  
for fast competitive play  
TOP SCORE 18



**MYSTERY**  
popular skill "equalizer"  
PLUS SUPER-STRIKES



**NEW LOOK  
CABINET**  
•  
**CHROME RAILS**  
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**HIGH-SPEED  
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