

November 6, 1961

50 Cents

# BILLBOARD MUSIC WEEK

FRANCIS C LAUDA  
118 MIDDLENECK RD  
PORT WASHINGTON L I N Y  
1131 801230 32AR 67801206

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

## W. Berlin Coinmen Seek American Aid

By OMER ANDERSON

BERLIN — Coin machine manufacturers and operators in this communist-beleaguered city are seeking closer contact with their U. S. counterparts.

Berlin manufacturers would like tangible assistance from the American trade, and the operators are badly in need of moral support, if nothing else.

A mere show of interest by the U. S. trade in the problems and plight of West Berlin's coinmen would hearten the trade here. It is being suggested that an invitation be issued for a visit to West Berlin by a committee representing the U. S. trade—manufacturers, distributors and operators.

### Technical Advice

Manufacturers would like to enlist support from their American counterparts in getting credits and U. S. orders. There seems to be a considerable amount of technical advice and assistance U. S. producers could give to Berlin producers.

Operators would like support of the American trade in pressing the West Berlin city government for tax relief and the relaxation of certain restrictive legislation.

West Berlin operators also feel they should receive special concessions from GEMA, the German copyright society, and from diskeries.

(Continued on page 56)

## SOUND FAIR SEEKS REPRESENTATION FROM MUSIC INDUSTRY SEGMENTS

Invite Tape, Phono, Component, Design, Accessory Firms And Publications to Exhibit for Both Trade & Consumers

NEW YORK—The first International Sound Fair, a combination business conference and trade and public exhibit of products, is now being projected to bring together all facets of the record business, with special emphasis on the retailer.

The fair will be under the active management of James O. Rice Associates, specialists in the field of convention program development and management. The International Sound Fair Corporation will be headed by Coleman Finkel as president. Finkel is a vice-president of the Rice firm. Hal B. Cook, who is active currently on the disk scene with Record Source,

Inc., will be vice-president and executive co-ordinator of the fair. Cobo Hall, Detroit, has been selected as the locale for the first of the annual fairs, with dates already set for next July 25 through 29.

### Broad Representations

There will be 11 different categories of exhibitors according to current plans. These include records and record merchandising, phonos, components, tape units, blank and pre-recorded tape, display fixtures and merchandising units, business machines for retailers, interior design of sound systems, decorators and decor, accessories and publications.

According to the principals of the fair, the need has long existed for an all-encompassing record industry convention and consumer public relations effort. The fair, a gathering for the whole disk industry—distributors, dealers, manufacturers and juke box elements—will fill this need, say the spokesmen.

As presently envisaged, the trade part of the fair would open on Wednesday July 25 with educational business sessions and forums occupying the morning. The exhibits would be open to the trade in the afternoon. Additional forum sessions would occur Wednesday

(Continued on page 2)

## Dealers Join SORD Group

HOLLYWOOD—The Southern California Record Dealers Association last week joined the Society of Record Dealers (SORD) to become the eighth regional dealers' group in the nation to climb aboard the national Society's band wagon. The group changed its name to SORD-Southern Angeles, and elected Harold Martin (Martin Music) as its president.

At the same meeting, discussion was centered around the future of the local dealer group's buying cooperative which has experienced difficulty in getting under way.

(Continued on page 52)

## WSM, CMA Hold Annual Events

### Politicos Active on Nashville Scene

By REN GREVATT

NASHVILLE—A number of high political figures lent a colorful note to the 10th annual WSM Country Music Festival here last week, as country deejays from the United States and Canada flooded into convention headquarters in the Andrew Jackson Hotel. Among those extending their unqualified endorsement of country music were Louisiana Gov. Jimmie Davis,

Sen. Estes Kefauver (D., Tenn.), Gov. Buford C. Ellington, former Gov. Frank Clement, Sixth District Congressman Ross Bass and Nashville Mayor Ben West.

Beyond this, the annual round of hand-shaking, back-slapping and thanks from artists to jockeys was highlighted by new evidences of the broadened base of country music. Friday morning (3) guests attending the WSM welcome breakfast were told that a troupe of the leading performers of "Grand Ole Opry" would appear in a concert at New York's Carnegie Hall Wednesday evening (29). In addition, it was noted that this 10th annual country

bash was being covered in depth by The New York Times, The Wall Street Journal, and the magazine, Showbusiness Illustrated.

The Carnegie Hall affair will be conducted as a benefit for a newly formed organization known as the Musicians Aid Society, Inc., dedicated to building a relief fund for aging musicians. Dr. Gregory Brooks, an executive of the group, said the Society has already put a deposit on a hotel on the New Jersey shore which will be used as a home and rehabilitation center for musicians.

Featured speaker at the WSM (Continued on page 52)

### Association Lists Gains, New Plans

NASHVILLE — Country Music Association members attending the group's annual meeting here Thursday (2) were told by Treasurer Bill Denny that the organization now has \$10,900 in its coffers, \$3,000 more than at any other time, and that there is a possibility for the addition of a donation of \$25,000 more during the coming year.

It was also brought out that there are now more than 700 organizational and individual memberships in CMA. During the meetings here, Columbia Records joined Capitol and RCA Victor among the major diskeries holding membership.

## Deejay Program Service Merger Covers All Music

NEW YORK — A 24-hour, seven-day-a-week disk jockey programming service is now available to stations as the result of a merger between Jim Ameche Productions and Worldwide Programming Service, Inc.

The two companies supply taped deejay shows to stations, and currently provide programming for 13 outlets across the country—supplying more than eight hours a day in some cases. Programming covers every type of music—classical

(Continued on page 8)

## Index to Contents

General	Hot R&B, Sides	35	Vox Jax	.....
International Music	Programming Guide—Singles by Category	37		
Manufacturer News	Top LP's	.....		
Talent News	Top LP's by Category	.....		
	Top Mark	.....		
Music Pop Charts	Year	.....		
Best Buys in Records		37		
Best Selling Phonographs & Tape Recorders		.....		
Bubbling Under the Hot		.....		
Double Play Disks		.....		
Hits of the Week		.....		
Honor Roll		.....		
Hot 100		.....		
Hot C&B		.....		





EDITORIAL

# May Unite Trade

A long hoped-for development in the record and allied industries appears to be nearing fruition. This is the First International Sound Fair, scheduled to be held at Cobo Hall, Detroit, July 25-29 (see separate story).

The concept of such a fair is a challenging one, and the need for such an all-encompassing effort has long been recognized. Given the support of manufacturers and other segments of the record and sound industries, the benefits accruing would be tremendous. Implicit in the planning is a public relations effort which would bring to our industry very real values.

The record dealer organization, SORD, is already enthusiastically supporting the project, which will be under the management of James O. Rice Associates, an experienced firm in this field.

We urge record manufacturers, distributors, dealers, as well as the equipment facets of the business, to grasp the opportunity and participate in the forthcoming venture at Cobo Hall. The Fair, with its consumer and trade aspects, could easily be a milestone in the developing maturity of our industry.

## Giving the Industry the Business

By J. PIERPONT FRUMMP  
President, Glopp Records

How to Succeed in the Record Business Without Really Trying? Simple! You do it with failures. Big, loud "bombs." Bloopers. We did not become a billion-dollar industry overnight, you know. We, as an industry, had to unlearn so much!

Tried and tested formulas? Out the window, Charlie! Research? Ha! When I think back to The Good Old Days—the chances we missed, the idiocies we perpetrated! A.&r. men with Ph.D.'s in Music! Can you imagine our naivete? Studio musicians from Juilliard! Arrangers! Great song writers! All right, so we were insane. But, we never quit; we at Glopp Records groped from the darkness, overcame our glaring inadequacies, to lead

How?

By groping, that's how! Boy, was I lucky when I discovered the importance of hair! Of course, it is only today that this seemingly simple education is regarded as a milestone paralleled only by the invention of the phonograph, itself.

Remember how they howled when we hit 'em with the Hair-doo's? It wasn't until the Permanent Pompadour cut "Crazy, Crazy, Crazy!" that they started to cop Glopp ideas and profit from Glopp initiative! Ask yourselves: Where would the Curliers, the Pony Tails, the Dandruffs, the Wild Roots, the Scissor Cuts, the Bouffants, the Crew Cuts and the Duck's A's be NOW, without Si DeBurns?

Slowly, we mastered the art of groping. We took our microphones out of the studios! "Lunacy!" they all cried as we recorded wrestler's groans, the sounds of wrestlers (angry, hungry and at play), marital quarrels, a cell-block riot. Who

but Glopp would have ever conceived of the all-time recording masterpiece: "The Autobiography of Roger Maris," a 28-disk collection in a Limited Edition of 61 copies!

In closing, to get back to answering the BIG question: How to Succeed in the Record Business Without Really Trying? The real answer is: Try everything—then, if you don't succeed, try MUSIC!

## UPSTAIRS AT CARNEGIE

# Intriguing Backstage Negotiations Surround Columbia-Richter Issue

By BOB ROLONTZ

NEW YORK — Columbia Records this week will release the first of five individual two-album sets by Sviatoslav Richter. The sets, the first of which is titled "Sviatoslav Richter at Carnegie Hall" are the tapes of his five widely acclaimed Beethoven concerts held in New York in the fall of 1960. These mark the first U. S.-made LP's by Richter to be released by Columbia. And thereby hangs a remarkable tale, even for the record business, classical or otherwise.

When the tapes of the Russian pianist's concerts were made at Carnegie Hall last fall, Sol Hurok, who presented the concerts, was unaware that they were being made. It is understood they were recorded by Ramco Trading Corporation, the company headed by J. J. Frankel. Ramco has an arrangement with the Russian Cultural Ministry to issue Russian tapes on the Artia label, as well as to release Russian-made recordings on the MK label. It is not known whether they were recorded in the concert hall itself, or by a guy in the first row with a button mike pinned to his suitcoat and the tape machines two blocks away.

Be that as it may, Ramco began

offering the tapes to prospective purchasers. Columbia, anxious to have Richter tapes, both for the sale value and for the cultural value — since these five Carnegie Hall concerts were considered an epochal event—put in the highest bid, \$60,000, as an advance for the entire set. Ramco sold the tapes to Columbia for this sum, and at the same time offered Columbia indemnification against a possible lawsuit.

Up to this time, only RCA Victor had issued any American-made Richter tapes, through an arrangement with Hurok.

### Split With Russians

Since Russian artists do not negotiate their own recording pacts, Ramco Trading Corporation made its agreement with the Russian ministry as to the split of the \$60,000 from Columbia for the tapes.

Columbia, after buying the tapes, decided that it should have a contract with the Russians themselves saying that it was okay to release them. And so it went to the Russian Trade Ministry for an agreement. Weeks of negotiations followed between Schuyler Chapin, Columbia classical a.&r. chief, and the Russians.

During this time, Hurok was ap-

prised of the fact that Richter Beethoven concert had been recorded. Meanwhile, those close to the situation indicated that Carnegie Hall people, whose permission for the use of the Carnegie name had not been obtained, were insisting upon the usual fee for such a use.

At the same time Columbia was going ahead with mastering the tapes, and pressing the first LP with the pianist.

By October the firm had a ready to be shipped out to distributors, and had even placed an ad in a consumer magazine to advertise the albums. Two weeks ago Columbia put the set on its regular release list — but still without shipment of the albums.

### Comes to a Head

Then, a week ago, everything came to a head. The Russian Trade Ministry came through with an agreement that satisfied Columbia Records. Hurok held talks with Ramco Trading Corporation. As it is understood, the Carnegie Hall board is making its peace with Ramco as well. As to the disposition of the \$60,000 advance, it is understood that the Russians will receive well over \$40,000 of the \$60,000 laid out by Columbia, almost \$4,000 per record for the 10 LP's. How much Richter will receive is not known.

Meanwhile, Columbia is issuing its first U. S. Richter albums this week. They will probably sell like hotcakes, but the recording engineer will never receive any credit.

# SOUND FAIR SEEKS REPRESENTATION FROM MUSIC INDUSTRY SEGMENTS

Continued from page 1

evening. The same general sequence would take place on Thursday. A Friday morning business seminar capped by a final luncheon would close out the trade part of the fair.

On Saturday and Sunday, all exhibits would be thrown open to the public. And, assuring a substantial public turnout, would be a series of top talent public concerts in such classification as "teen beat," country, pop and classical. Four

## McCraklin Hits In Dallas Region

DALLAS—Hottest newcomer to go into sales orbit here is Jimmy McCraklin's "Just Got to Know" (Art-Tone). Another impressive seller in Dallas-Fort Worth market area is the McGuire Sisters' "I Do, I Do" (Coral). Singles sales here are retaining their brisk pace.

important but separate markets would thus be attracted.

### Attendance Target

An attendance target of between 2,000 and 4,000 dealers is projected with 40,000 to 50,000 consumers expected. On the dealer front, Howard Judkins, president of the Society of Record Dealers of

## S. F. Warm for Tokens and Greco

SAN FRANCISCO — An array of strong starters here last week included "The Lion Sleeps Tonight" by the Tokens (RCA Victor) and "Hallelujah, I Love Her" by Buddy Greco (Epic). Barbara Dane's "I'm on My Way" (Rey) enjoyed brisk sales following her appearance at a nightspot here. Fabian's "Wild Party" is also enjoying a healthy reception, while Silvio Silvera's "Bridgitte Bardot" is continuing to win impressive attention.

America (SORD) has already pledged his organization's co-operation in the event. A number of other industry trade organizations may also participate in the all-industry affair. An advisory board consisting of important executives at all levels of the industry is now in the formative stage. Membership of this body is expected to be announced shortly.

The Rice firm recently staged a successful national discount store management congress at the Hotel Astor here. Other organizations for which such affairs have been operated, include the American Society of Industrial Engineers, the National Paint and Varnish Association, the International Management Congress and others.

Both Rice and Finkel have had lengthy associations with the American Management Association, while Cook has been active over the past 12 years with Capitol Records, Columbia Records and Warner Bros. Records, prior to starting his own firm, Record Source, Inc.

## RECALL FABIAN 'MADE YOU'

NEW YORK — Chancellor Records is calling back Fabian's new record "Made You" because of unfavorable publicity concerning the title. Stations and disc jockeys are being replaced with other titles.

## HERE'S YOUR ACTION...IN ADVANCE!

AND TRUE—  
WEEK'S



## BILLBOARD MUSIC WEEK

Published by

The Billboard Publishing Company  
2160 Patterson St., Cincinnati 14, Ohio

Publisher

Roger S. Littleford Jr., New York Office

Editorial Office

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

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

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

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

General Advertising Office

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

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

Coin Machine Advertising

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

Richard Wilson, Coin Machine Advertising

Circulation Sales

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

Subscription Fulfillment

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

Branch Offices

Chicago 1, 188 W. Randolph St.  
Central 6-9818

Hollywood 28, 1520 North Coward  
Hollywood 9-5831

St. Louis 1, 812 Olive St.  
CHestnut 1-0443

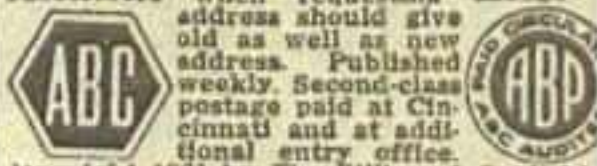
Washington 5, 1426 G St., N.W.  
NATIONAL 8-4745

Cable Address:

MUSICWEEK NEWYORK

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

Copyright 1961 by The Billboard Publishing Company. The company also publishes and the bimonthly magazine of Automata, Inc. one year, \$5 in U.S.A. and Canada. Amusement Business, the weekly of amusement management; or 48, and High Fidelity, the magazine for music listeners; No. 4





## ALBUM PRICE BATTLE IN PHILADELPHIA; SOME DEALERS GIVING UP SINGLE DISKS

Gimbel's and Korvette's Stage Battle Royal Over LP  
Prices; Record Shop, Sanders Ditch 45 Recordings

PHILADELPHIA—A major LP price war between Gimbel Brothers and Korvette's was the highlight of the disk scene here this week, with other smaller disk dealers flooding into both stores to buy as many of the hotter items as possible for their own stores. In another development, it was learned that a number of smaller Quaker City disk outlets are arranging for their singles business to be handled by rack jobbers.

In the middle of the week, Gimbel's was advertising all \$3.98 LP's at \$1.54, a price which dwarfs cuts in New York, formerly the leader in the discount picture. At the same time, Gimbel's pegged \$4.98 albums at \$2.14, and \$5.98 sets for \$2.44. In a later development, Gimbel's further slashed \$3.98's to \$1.49.

### Legal Action

One disenchanted local retailer and rack jobber noted that he has discussed the matter with his attorney. "There is supposed to be a law in this State that you must sell for a minimum of 4 per cent over your own cost," this dealer asserted, "But nobody seems of a mind to test the law. Our lawyer said he is trying to figure out if they can be stopped but he doesn't know yet. Frankly, I'm a discount myself but within certain bounds. This is getting completely out of hand. It's ridiculous."

Another dealer noted: "Man, it's crazy what they're doing. Gimbel's and Korvette's are really murdering us with their advertised and unadvertised sales. Gimbel's is now holding back on quantities a little because the dealers have been killing them by buying up their stocks. Now they ask people, 'Are you a dealer?' The good part about buying stuff there is that you get a much better price than the distributor gives you, and you can charge it. I say, charge the stuff and then let 'em wait. The distributor salesman will cut you off on credit much faster than a department store will on a charge account."

"The only trouble is that Gimbel's doesn't have too good a selection. I'd rather buy my stuff at Korvette's because they have everything you could want. But man, those prices are too much, aren't they? Somebody's pencil must have slipped on that last Gimbel's ad. How do you like that \$1.49 price?"

### Give Up On Singles

Meanwhile, there were interesting reports on the changing status of the singles picture. The Record Shop, in the central city sector, reported, "We're giving singles up because we are losing money on

them. There are too many of them and we get stuck with too many."

Another store, Allan Radio, in the Chestnut Hill section of the city, reported, "We gave singles up 10 months ago. Now we're getting back in, but we have a rack jobber handling them for us. We are just too small to force the distributor to take anything back. We get sick of eating them. But the rack is big enough so he can throw his weight around and force the distributors into honoring his commitments."

Allan is being served by Rondell Records, a firm in rack jobbing, manufacturing (with its own label) and retailing, with several stores in nearby New Jersey suburbs. Ronnie Schaff of Allan reported that he has picked up a number of smaller retailers lately as singles accounts. Meanwhile, two more retail casualties came to light. Sanders Modern Music Shop threw in the towel several months ago. Lerten's folded last week.

Al Miller, at Levin's Record store, sounded one bright note on the picture. "Singles picked up well for us this week," said Miller. "That's because the store across the street didn't get in its supplies of records in time. We're selling at 86 cents regularly, but each week we run a special of three of the hottest singles at 65 cents. It has been paying off for us."

Eddie Fisher, a local light these many years after his initial successes, was getting action on two different records here this week. There were good reports on his "Tonight," on Seven Arts and on "Milk and Honey," on ABC-Paramount. Another new one getting spins is "The Slide," by the Lavenders being distributed by Cameo. Eugene Church is generating some action with "Mind Your Own Business," on King. Three thrushes, Patsy Cline, Linda Scott and Timi Yuro were all reported doing well with their newest efforts.

## Berlin Ct. Rules for GEMA Vs. Tape Recorder Owners

BERLIN — GEMA has won a significant, perhaps decisive, legal victory in its campaign to exact royalty payments from owners of tape recorders.

The West Berlin Superior Court has just ruled that the mere fact of tape recorder ownership is prima facie evidence of "intent to tape music."

Therefore, according to the court's decision, GEMA is justified in demanding annual royalty payment from each tape recorder owner on the premise he is taping music controlled by the German copyright society.

If the tape recorder's owner refuses the GEMA payment, he must furnish proof, according to the court decision, that he is not taping music and will not tape music for the rest of the calendar year.

In effect, the Berlin court's decision shifts the burden of "taping proof" from GEMA to the recorder owner.

The court's ruling thus bears out the recent warning of Dr. Erich Schulze, in a statement to the Billboard Music Week, that GEMA is determined to press the tape recorder issue to a successful finish.

When GEMA lodged the tape recorder suit with the Berlin court, the German society stated its intention of levying annual royalty fee

of 10 Deutschemarks (\$2.50) per recorder. Presumably, GEMA would obtain master lists of tape recorder purchasers from producers and then dun the owners on an annual basis.

It was GEMA's idea that the tape recorder manufacturers would keep a list of all domestic purchasers of tape recorders, through instructions to distributors and retailers. These lists would be turned over to GEMA.

Now GEMA has the apparent authority to demand the royalty payment, but it has still no practical way of enforcing the decision. Trade sources say it would be "patently absurd" for GEMA to establish a sleuthing arm dedicated to ferreting out and dunning tape recorder owners.

Trade sources estimate it would cost GEMA more money than would be derived in collections to compile meaningful lists of all the estimated 1,200,000 recorder owners (Dr. Schulze says this estimate includes dictation machines).

Thus, the West Berlin court's decision has presented GEMA with an elusive victory. Trade sources say the copyright organization now has the choice of (1) continuing its legal fight against Grundig and other manufacturers to compel the keeping of purchaser lists, these lists to be supplied to GEMA; or (2) ignoring the purchaser as an individual and focusing entirely on manufacturers.

Prior to the Berlin court's ruling, Dr. Schulze indicated in his statement to BMW that GEMA had decided on the latter course.

GEMA proposed, Dr. Schulze explained, to levy a fixed royalty fee against each tape recorder sold, this fee to be included in the price

## LEGIT REVIEW

### 'Kwamina' Slightly Out of Balance

As a vehicle for the musical theater, "Kwamina," which opened at the 54th Street Theater September 23, is less than adequate. The show suffers badly from a lack of balance. Some of the music by Richard Adler has lilt and life, the dance and musical staging by Agnes de Mille is almost always engaging and exciting, the settings by Will Steven Armstrong dazzle the eye with their mood, brightness and invention; but all the aforementioned go for nothing because Robert Alan Arthur's book founders in a sea of message.

In essence, the play is about the emergence of a new nation, an African nation, which has lived under British rule, and which finds a multiplication of problems in its birth as an independent State. It is a play of conflict; a musical, in fact, of too many conflicts. Interwoven into the action are the conflicts between black and white, Colonial Britain, and her subjects, tradition and progress, superstition and enlightenment, not to mention problems between boys and girls. The sheer weight of all these conflicts plus some embarrassing torpid dialog blunts what should have been an energetic and vital production.

All the action in "Kwamina" takes place in West Africa, a land moving from darkness and Colonialism to freedom. Kwamina, played by Terry Carter, returns to his native village with a degree in medicine in hand and some very democratic Western ideas in his head. He is the chief's son to his own people, and a professional man to the white settlers; a female physician Eve, played by Sally Ann Howes, and the British Mandate Blair, played by Norman Barrs. Miss Howes readily accepts the young Negro doctor, but Barrs immediately gets into a battle with him about the proper place of the blacks in regard to exits and entrances.

What follows is a compounding of conflicts with the young English bred doctor running afoul of his own people's traditions in the person of the voodoo man Obetsebi, brilliantly and believably played by Brock Peters (the only really believable part in the entire book), his own father, when he refuses to marry a village girl to whom he became betrothed in childhood, and society in general when he and Miss Howes realize they are in love.

The culmination of all this, of course, comes when the chief dies and Kwamina becomes leader of the village. His betrothed is killed along with her lover in a wild but brilliant Halloween scene. The final episode is filled with songs and spirits of hope, but for the audience there is little more than hope—there is little that is believable.

The music, like the dance and staging, carries the show through an elongated first act. (There are two acts: the first running an overlong one hour and 40 minutes, and the second runs half that.) The brightest numbers are the leading "Cocoa Bean Song," a wild dance and sing rendition of "Welcome Home," and a third in which the children of the cast steal the show, "The Sun Is Beginning to Crow." Miss Howes tour de force, "You're As English As," has strong dramatic impact and humor, but, somehow, the listener has difficulty as he does in other numbers by Miss Howes, in getting Liza Doolittle out of his ears. The accent is so perfectly similar.

The players can hardly be blamed for the stiff and cumbersome dialog they are asked to recite throughout "Kwamina," for they are only speaking lines that are lacking in naturalness and flow. This, coupled with the burdensome conflicts of plot, makes "Kwamina" a show out of balance which carries its head above water through the long first act on the buoyancy of staging, choreography and music, but which suffers a quick drowning in the rapid climax of the implausible second act.

Jack Maher.

## Singles Get N.Y.C. Boro Action; Crystals on Phillie Break Out

NEW YORK—One new record broke loose on the New York dealer scene last week. Disk featured the Crystals, a rock and roll group, on the Phillie label (a brand new one) with a tune called "There's No Other (Like My Baby)." The record, a Billboard Music Week Spotlight, in the October 30 issue, was getting good to excellent sales reaction in Manhattan, Brooklyn and Queens.

Among other fairly new records getting good action in New York are Linda Scott's record of "I Don't Know Why" on Canadian-American; Bobby Rydell's "I Want to Thank You" and "Door to Paradise" on Cameo and the Magnificent Four's rendering of "The

"Are" on Whale. A num-

were anxiously

James Ray's

"a Make

Ca-

et-

business was still holding up. A spokesman for Tri-Boro Records in Queens stated that the large stores selling single records at discount were grabbing off a lot of the singles trade. "I don't blame the kids for buying cheaper," he stated, "but it's pretty tough to compete."

### County Breaks

Breaking records in the New York area appears to have become a regional task right within the city. A record shop in Harlem for instance, will have a record that is selling mighty well, and getting no action downtown at all. Another store in Brooklyn, for example, will have a smash seller with a local group in the neighborhood, and yet the record will have a tough time getting off the ground in Queens or the Bronx. And oftentimes the label is unable to get the record moving in more than one section of the city even over a long period of time. It illustrates the difficulty of breaking a record across the country when it is hard to get a record started throughout the city.

## Short Disk Stocks Hurt Detroit Outlets; Doe, James, Sims Strong

DETROIT — New records get a week to get records into the store—in this case they come from a shipping point in the East, rather than from a local distributor.

DETROIT — New records get a week to get records into the store—in this case they come from a shipping point in the East, rather than from a local distributor.



# Tokens, Barbara George Hot in Balt. & Washington

WASHINGTON — Two breakthrough singles interested the Baltimore-Washington area dealers last week: "I Know" by Barbara George on AFO, was No. 1 in the Capital, and "The Tokens Sleeps Tonight" by the Tokens on AFA, sold well in Baltimore. In Washington, last week, other chart climbers getting sales "A Certain Girl," by Ernie Maresca on Mint; "Greetings," by the Madladers on Miracle; "Every-Gotta Pay Some Dues," by the Madladers on Tamla; "Gypsy in the Rain," by the Impressions on Mercury; "Your Ma Said You Cried in Your Sleep Last Night," by Kenny Rogers on Musicor, and "Three Steps to the Altar" by Shep and the Sheps on Hull.

Following a large spurt was "Moon River" by Mancini on RCA. Mancini's "Breakfast at Tiffany's" was outstripping everything else in newer album sales.

### More Hot Ones

Other newer singles coming up are "Walk on By," by Leroy Van Dyke on Mercury; "The Way I Feel About the Way You Feel" by Jackie Wilson on Brunswick; "Young Boy Blues," by E. King on Atco. Gene Nelson's "Town Without Pity" on Musicor made sales the first-run showing of the week, which included a performance by Gene. Hapner and the nearby dealers, the dealer ran out of disks and had to rush out to buy more to get the autograph.

The dealer reported good action on Zentner's "Up a Lazy River" on Liberty, and on "Little Man," by Annie Francis on MGM. "Let There Be Drums," by Sandy Nelson on Imperial was beginning to do even better in Baltimore and Bobby Rydell's "Door to Paradise" on Cameo was coming out of a slow start to make sales.

### Loss of Thousands

Distribution was blamed anew for sales "that would total in the thousands, if they were all up," said Milton Swiller, who does a brisk business in Rectory, one of several stores masochized by this dealer. However, he thinks too much blame is being hit on the distributor, it's the manufacturers who are failing to get the records out on the road.

Some of the hard-core, hip recorders who patronize Record World come in with BMW under their arm. "They scare us by asking numbers they've seen advertised by the manufacturer, and we haven't even had time to get it yet." These knowing customers will keep after what they want—but the average teen-ager in to buy a record, unable to get it, will "take his dollar to the movie or a bowling alley, that dollar is lost to record sales."

Milton Swiller is frankly a disbeliever in the record line. "To do this business, you have to have a fight," he believes. Few would argue.

In contrast to this heavily populated location in the heart of downtown Washington, a neighborhood store uptown, the Audrey Fichter, is pruning its pop singles "down to the top 50, or perhaps the top 25," says salesman Willard Chastain. "With today's troubles in getting the 45's, this is about the only answer for a neighborhood dealer who sells only records."

Other area dealers dropping full lines of 45's are in agreement with Chastain that the "fast buck, quick turnover" of today's music business has made it susceptible to bootlegging and racketeering.

"One rack jobber in this area even tried to browbeat us into setting up one of his racks in the store," said one dealer.

# Ladies' Day on BMW Hot Album Chart Shows Strong Distaff Side Sales Bid

NEW YORK — Female singers are breaking through strongly in the album market. Although Judy Garland is the only femme in the top 20 of BMW's best selling monaural chart this week, albums by six other thrushes are on the verge of moving on to the LP chart. There are eight canaries in the lower 50.

Just off the chart this week are "Kisses Sweeter Than Wine," Anita Bryant's first Columbia package; "I Feel So Spanish" by Eydie Gorme on United Artists; Ella Fitzgerald's "Ella in Hollywood" on Verve; "Roaring Twenties, Vol. II," by Dorothy Provine on Warner Bros.; Dinah Washington's "September in the Rain," Mercury, and Julie London's "Whatever Julie Wants" on Liberty.

Also "bubbling" just off the monaural chart this week are Roy Hamilton's "Only You," Epic; Sam Cooke's "My Kind of Blues," and "You're My Kind of Girl" by the Norman Luboff Choir, RCA Victor.

Still on the verge of making the monaural chart (as reported in BMW last week) are Bobby Lewis' "Tossin' and Turnin'" on Beltone; David Carroll's "Mexico and 11 Other Great Hits" on Mercury; Billy Vaughn's "Berlin Melody," Dot; Bob Moore's "Mexico," Monument; Ray Charles' "The Genius

Sings the Blues," Atlantic, and "Drumville," by Earl Palmer on Liberty.

### Mitch Christmas Score

Mitch Miller's phenomenal, long-time success with his "Sing Along" albums was pointed up this week, when his latest album, "Holiday Sing Along With Mitch" moved onto BMW's best selling monaural chart in the No. 135 slot. It is particularly unusual for a Christmas album to make the chart the first week of November.

Miller, whose NBC-TV show gives his "Sing Along" packages unprecedented exposure, currently has 11 "Sing Along" albums on the monaural chart—three of them in the top 20. His original "Sing Along With Mitch" LP (No. 13 this week) has been on the chart for 175 weeks.

The durability of another long-time best selling artist—Frank Sinatra—is also highlighted on this week's monaural chart. Sinatra's latest Reprise album, "I Remember Tommy" moved on the chart this week as No. 147. Sinatra now has six albums on the monaural chart including both the star's previous two LP's for his own label, Reprise.

E. J. Korvette's helped spark sales for Sinatra's "I Remember Tommy" in the October 22 Sunday edition of The New York Times.

*(Continued on page 22)*

# Twin Cities Becomes Powerful Breakout Center for Hot Midwest Single Disks

## Nelson, Dino Make Strong Bid in Chi

CHICAGO—A pair of Minneapolis hits are starting to break strong in the Windy City and Milwaukee, following what appears to be a break-out pattern for hot new material in the Midwest.

"Let There Be Drums" by Sandy Nelson (hitting BMW's chart for the first time last week) and "You're Ma Said You Cried in Your Sleep Last Night" by Kenny Dino (BMW's "Bubbling Under" last week) are the tunes and both are getting excellent first reactions from retail outlets, one-stops and radio stations.

For the past month or so, Chicago has trailed its Twin Cities market to the north by at least a couple of weeks. On numerous occasions hits have broken in the iron-ore belt, have drifted down to the Twin Cities, cut across to Milwaukee and ended up in Chicago. This week's two tunes by Nelson and Dino are following the pattern.

### Milwaukee

Two other tunes are starting to break the Milwaukee hit barrier: "Turn Around, Look At Me" with Glen Campbell (on BMW's chart for the first time last week) and "Losing Your Love" by Jim Reeves (not yet on the charts).

The new Mercury release, "Walk On By" with Le Roy Van Dyke, is getting considerable airplay in Chicago and could show up soon in store sales. The tune is just starting to break out in the Minneapolis-St. Paul area, and is an excellent example of a big country tune going pop.

An interesting duel might be in the making over a ditty called "Peppermint Twist." A version by Danny Peppermint came out about a week or so ago and is being picked up by Ron Clark of KXGO, Fargo, N. D. (one of the big hit-breaking outlets up there), and Morrie Streitmatter, WIND, Chicago, one of the top rock and roll stations here.

### Covered

This week, a version by Dee Dee, who has the best Peppermint Louie and the Dee Dee Jim Long, big hit.

Another big deejay picked "Little Altar Boy," a new disk by Vic Danna, a semi-religious type tune that he felt should do very well this time of the year.

### WIND

At WIND, Morrie Streitmatter had several tunes that he felt had possibilities: Gene Campbell's "Turn Around, Look At Me" (breaking in Milwaukee but still not a factor in Chicago sales) was the hottest. Others: "I Don't Know Why" with Linda Scott (hit BMW's chart last week); "Miracle of St. Marie" with Four Coins (no chart action); "It Do Me So Good" with Ann-Margret and "Johnny Will" with Pat Boone (both without any chart action).

## Parents Rap Cooke Single

BALTIMORE — In Baltimore last week, Sam Cooke's "Feel It" was rapped by one dealer for its suggestive title and words. A dealer who has to make the scene with upward of 30 teen-group dances fostered by churches and schools and apartment-house groups say that the same good rock tune by any other name would have done a lot better in that area than "Feel It."

"The teeners like the rhythm and the beat, but the parents listen to the words, and they won't have the record in the house."

This point was made by Mrs. Roberson in the Music Mart. By way of contrast, she pointed out that "Big Bad John," still selling strong, "had something for everybody—even the parents liked it." And similarly, there is Mancini's "Moon River." Teeners who couldn't get the single, shelled out for the Mancini album last week—"making a nice bit of music on the cash register."

### Radio Play Hit

Music Mart is disillusioned with heavy radio play of pop singles as an aid to sales.

## Healthy Economy Ups Minn. Sales

MINNEAPOLIS — This Twin Cities iron ore region appears to be emerging as the hit-making barometer for the Middle West. Dealers have consistently reported several breaking tunes, while other Midwestern dealers have had a comparatively slower singles sales situation. Only answer to date is a generally healthy economic picture in the area.

Iron ore strikes of several months back are over and workers are back on their jobs. Unemployment appears to be down. The buying mood has in general picked up, and the record business has gone with the tide.

### Distrib

Distributors generally appear to be optimistic. They report their accounts receivable high, but this is natural for this time of the year because of the fall and Christmas programs involving delayed billing.

The big thing, said one distributor, "we're moving merchandise. Most of the bigger distributors are set up to handle the delayed billing, and many of the bigger manufacturers help out as well. We don't start worrying about bills until January—then if they (the dealers) don't pay, we start running into trouble."

Break-out tunes in the Twin Cities area — according to dealers and one-stops—are "Run to Him" by Bobby Vee, "The Lion Sleeps at Night," with the Tokens, and "Little Altar Boy," by Vic Danna.

The big seller up here is still Henry Mancini's "Moon River," but this has long been on the national charts and appears to be still climbing. Other chart tunes showing strong Minneapolis-St. Paul sales are "Blue Moon" by the Ventures, and "Walk On By" with Leroy Van Dyke.

Up in Fargo, N. D., Ron Clark at Station KXGO (one of the area's big break-out air stations)

## UA Ties Original Cast Package of 'A Family Affair'

NEW YORK — United Artists Records has landed the original-cast album rights to the forthcoming Shelley Berman musical, "A Family Affair," and its parent movie firm, United Artists, is picking up a sizable amount of the show's \$350,000 backing.

UA's move into the Broadway show scene marks the first entry by a smaller label into the original-cast market, since Kapp lost more than \$70,000 on "Donnybrook" and ABC-Paramount dropped \$25,000 when "13 Daughters" folded after its Broadway opening.

Although Berman is under contract to Verve, the label only has him pacted for comedy performances and "solo songs." "A Family Affair" opens on Broadway February 3, with score (published by Tommy Valando's Sunbeam Music) by John Kadner and William Goldman. UA reportedly has also lined up movie rights to the show, thereby giving UA Records the sound-track package as well.

## BMW NOTES ARTISTS' TIES

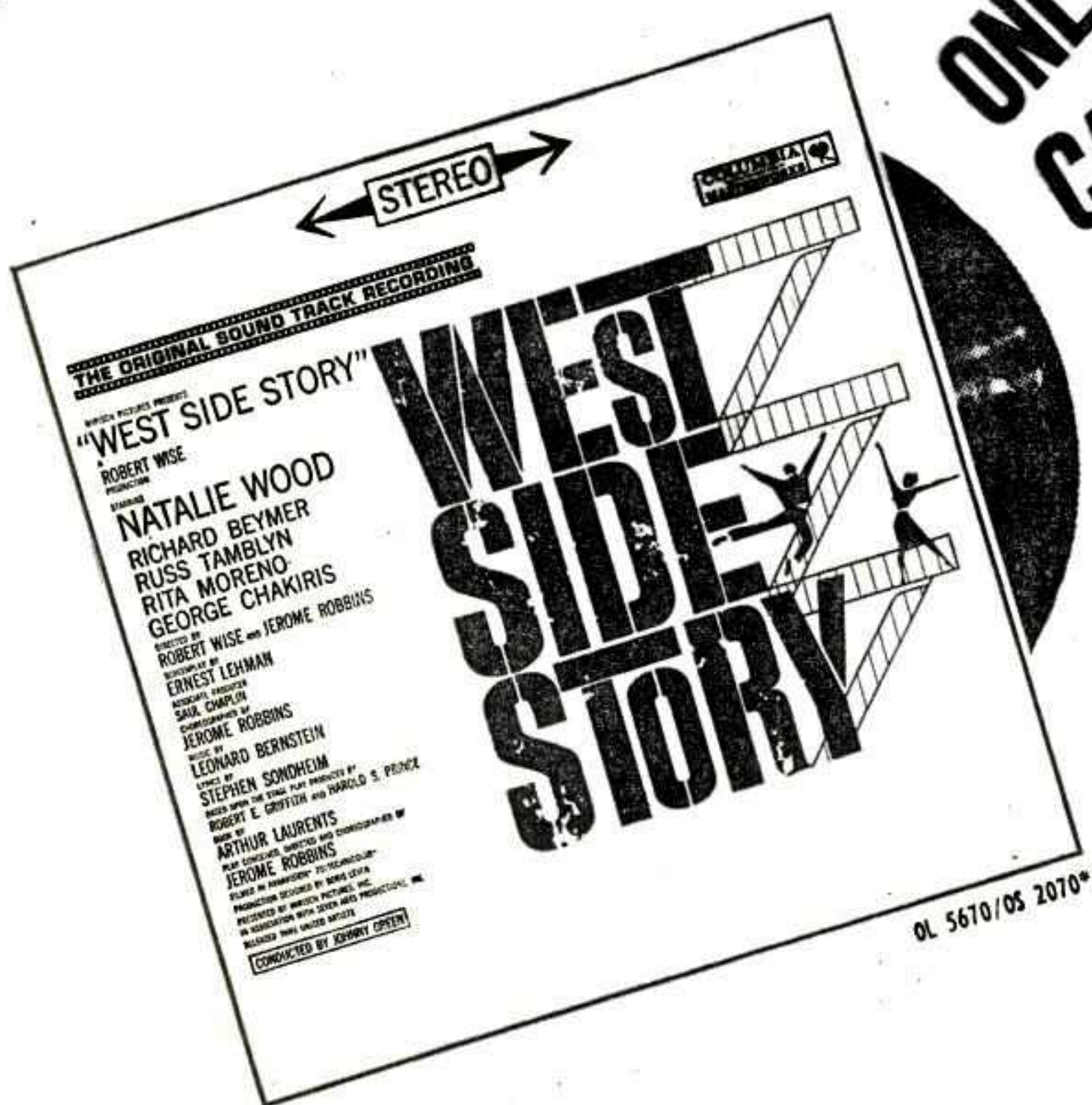
NEW YORK — In last week's Country and Western Special in Billboard Music

### Vis Tour Columbia Plant

NEW YORK — Columbia Records had a full tour of its new N. J., plant last week. Campana, manager of operations and promotions for the plant, took a group of radio executives to the plant, showing off its pressing machinery, with manager Joe Massimino acting as guide. Among the guests were Lonny Starr and Stu Walker of WNSD; Ruth Meyers, Joe B. O'Brien and Frank Cosentino of WCA, and Joe Marino



© "Columbia", © Maracas Reg. Printed in U. S. A.



**ONLY ONE ALBUM  
CAPTURES EVERY ELECTRIFYING  
MOMENT...THE ORIGINAL  
SOUND TRACK RECORDING  
ON COLUMBIA RECORDS**

# WEST SIDE STORY

“A cinema masterpiece!” —New York Times. “Brilliant production!” (★★★★) —New York Daily News. “Stunning... sets a new high for film musicals!” —N.Y. Journal-American. “At least five years ahead of its time... the film that must not be missed this year.” —N.Y. Herald Tribune. “All-star blockbuster... the peer of movie musicals!” —N.Y. Mirror. “A dynamic entertainment with box-office success written all over it.” —N.Y. World-Telegram & Sun. “An entertainment of genuine popular appeal.” —New York Post.

This One  
SRW6-GHG-CTRS pyrighted material



**DECCA RECORDS PROUDLY**  
**THE ALBUM OF THE YEAR**  
**MOTION PICTURE MUSICAL OF**  
**"FLOWER DRUM"**



The  
 Motion Picture  
 Sound Track

RODGERS AND HAMMERSTEIN'S

**FLOWER DRUM SONG**



A ROSS HUNTER Production  
 in association with  
**JOSEPH FIELDS**  
 Music Supervised and Conducted by ALFRED NEWMAN  
 Associate: KEN DARBY  
 Music by Richard Rodgers  
 Lyrics by Oscar Hammerstein 2nd  
 A UNIVERSAL-INTERNATIONAL PICTURE

STARRING  
**NANCY KWAN**  
**JAMES SHIGETA**  
**JUANITA HALL JACK SOO**  
**BENSON FONG AND**  
**MIYOSHI UMEKI**

DL 9098

DL 9098  
 DL 79098  
 (Stereo)



# PRESENTS FROM THE THE YEAR SONG™

THE ORIGINAL  
SOUND TRACK  
WITH A  
HUNDRED MILLION  
MUSICAL MIRACLES!  
NOW AVAILABLE  
ONLY ON  
DECCA RECORDS

ATTENTION MR. DEALER! THE GREAT-  
EST ARRAY OF DISPLAY MATERIAL AND  
SELLING AIDS FOR YOU! CONTACT  
YOUR DECCA DISTRIBUTOR AND  
RESERVE YOUR WINDOW NOW!





# NEW LP RELEASES

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

## RCA VICTOR

**CHOPIN'S CONCERTO NO. 1 IN E MINOR**—Artur Schnabel, New Symphony Orchestra of London, Stanislaw Skrowaczewski, Conductor—LM-LSC 2575 (Nov.)

**FRANCK: SYMPHONY IN D MINOR**—Chicago Symphony Orchestra, Pierre Monteux, Conductor—LM-LSC 2514 (Nov.)

**POULENC: CONCERTO IN G MINOR FOR ORGAN, STRINGS AND TIMPANI; STRAVINSKY: JEU DE CARTES**—Boston Symphony Orchestra, Charles Munch, Conductor—LM-LSC 2567 (Nov.)

**BACH: MASS IN B MINOR**—Robert Shaw Chorale and Orchestra—LM-LSC 6157 (Nov.)

**THE INCOMPARABLE BJOERLING**—Jussi Bjoerling—LM-LSC 2570 (Nov.)

**BIRGIT NILSSON—LM-LSC 2578 (Nov.)**

**HOW TO SUCCEED IN BUSINESS WITHOUT REALLY TRYING**—Original Cast—LSO-LOC 1066 (Nov.)

**LET IT RIDE**—Original Cast—LSO-LOC 1064 (Nov.)

**MILK AND HONEY**—Original Cast—LSO-LOC 1065 (Nov.)

**MORE MUSIC FOR DINING**—The Melachino Strings and Orchestra—LSP-LPM 2412 (Nov.)

**MALAGUENA**—Carlos Montoya—LSP-LPM 2380 (Nov.)

**LANGUAGE OF LOVE**—John D. Loudermilk—LSP-LPM 2434 (Nov.)

**A CARLE-LOAD OF HITS**—Frankie Carle, His Piano and Orchestra—LSP-LPM 2148 (Nov.)

**PACHANGAS — ARTHUR MURRAY'S MUSIC FOR DANCING**—The Arthur Murray Orchestra—LSP-LPM 2428 (Nov.)

**FUN IN THE SUN**—The Three Suns—LSP-LPM 2437 (Nov.)

**BIG COUNTRY HITS—SONGS I HADN'T RECORDED TILL NOW**—Hank Snow—LSP-LPM 2458 (Nov.)

**THE INDISPENSABLE DUKE ELLINGTON**—LPM 6009 (Nov.)

**MORE COUNTRY CLASSICS**—Various Artists—LPM 2467 (Nov.)

**NEAPOLITAN MANDOLINS**—FSP-FPM 100 (Nov.)

**LOS CHAKACHAS**—FSP-FPM 102 (Nov.)

**CHANTE PARIS**—Josephine Baker—FSP-FPM 101 (Nov.)

**MAGIC VIOLINS OF VILLA FONTANA**—FSP-FPM 103 (Nov.)

**AVE A GO WIV THE BUSKERS**—FSP-FPM 104 (Nov.)

**MORE DOUBLE EXPOSURE**—Manny Albam and his Orchestra—LSA 2432 (Nov.)

## CAPITOL

**SWING! STAGED FOR STEREO**—STAC 1635 (Nov.)

**STEINWAYS STAGED FOR STEREO**—STAC 1636 (Nov. 13)

**PERCUSSION STAGED FOR STEREO**—STAC 1637 (Nov. 13)

**STRINGS STAGED FOR STEREO**—STAC 1639 (Nov. 13)

**PUCCINI: MADAME BUTTERFLY—COMPLETE OPERA**—CL 3604-CL S 3604 (Nov. 13)

**BIZET: CARMEN—COMPLETE OPERA**—CL 3613-CL S3613 (Nov. 13)

**VERDI: SIMON BOCCANEGRA**—CL 3617 (Nov. 13)

**GOUNOD: FAUST—COMPLETE OPERA**—DL 3622-DL S 3622 (Nov. 13)

**VERDI: LA TRAVIATA — COMPLETE OPERA**—CL 3623-CL S3623 (Nov. 13)

**PUCCINI: GIANNI SCHICCHI**—FSL 35473-FSL S35473 (Nov. 13)

**PUCCINI: SUOR ANGELICA**—FSL 35748 (Nov. 13)

**BIZET: CARMEN—HIGHLIGHTS**—35818 (Nov. 13)

**VERDI: LA TRAVIATA—HIGHLIGHTS**—35822-S35822 (Nov. 13)

**GOUNOD: FAUST—HIGHLIGHTS**—35827-S35827 (Nov. 13)

**THE FABULOUS VICTORIA DE LOS ANGELES**—35971-S35971 (Nov. 13)

**BERLIOZ: LA DAMNATION DE FAUST, OP. 24 HIGHLIGHTS**—35941-S35941

## VERVE

**CLAP HANDS HERE COMES CHARLIE**—Ella Fitzgerald—V-V6-4053 (Nov.)

**THE ESSENTIAL LESTER YOUNG**—V-8398 (Nov.)

**LEE KONITZ MOTION**—V-V6-8399 (Nov.)

**BLUE HODGE**—Johnny Hodges—V-V6-8406 (Nov.)

**THE ESSENTIAL COUNT BASIE**—V-8407 (Nov.)

**STAN GETZ AND BOB BROOKMEYER**—V-V6-8418 (Nov.)

**IN A LATIN BAG**—Cal Tjader—V-V6-8419 (Nov.)

**THE TRIO**—Oscar Peterson, Ray Brown, Ed Thigpen—V-V6-8420 (Nov.)

**BUDDY RICH BLUES-CARAVAN**—V-V6-8425 (Nov.)

**BOSS TENORS**—Gene Ammons and Sonny Stitt—V-V6-8426 (Nov.)

**KAI OLE**—Kai Winding—V-V6-8427 (Nov.)

**ON BROADWAY... THE BEST OF YVES MONTAND**—V-8428 (Nov.)

**THE WORLD OF DOROTHY PARKER**—V-15029 (Nov.)

**THE MANY SHADES OF BILLY GRAY**—V-V6-15030 (Nov.)

## MGM

**GREEK SONGS**—The Four Coins—E-SE3944 (Nov.)

**SONGS OF ACTION**—U. S. Coast Guard Academy Singers—E-SE3948 (Nov.)

**CONNIE FRANCIS SINGS FOLK SONG FAVORITES**—E-SE3969

**THE SPECTACULAR SOUND OF SOUSA**—Paul LaValle and the Band of America—E-SE3976 (Nov.)

**MUSIC FROM EL CID**—Miklos Rozsa Composer and Conductor—E-SE3977 (Nov.)

**MARTHA SCHLAMME IN CONCERT**—E-SE3978 (Nov.)

**MARTYN GREEN SINGS THE GILBERT AND SULLIVAN SONG BOOK**—E-SE-3980 (Nov.)

**DANCE ALONG WITH LOPEZ**—Vincent Lopez and his Taft Hotel Orchestra—E-SE3981 (Nov.)

**THE MOOD IS SWINGIN'**—Joni James—E-SE3987 (Nov.)

**THE JUDY GARLAND STORY: THE STAR YEARS**—E-3989 P (Nov.)

**THE MOOD IS ROMANCE**—Joni James—E-SE3990 (Nov.)

**THE MOOD IS BLUE**—Joni James—E-SE3991 (Nov.)

**TODAY'S TEEN BEAT**—The Titans—E-SE3992 (Nov.)

**MAY YOU ALWAYS**—Page Morton—E-SE3994 (Nov.)

## MERCURY

**GALAXY OF HITS**—Patti Page, Brook Benton, the Platters, Dinah Washington, Damita Jo and others—SRD 11-MGD 11 (Nov. 1)

**GALAXY OF COUNTRY AND WESTERN GOLDEN HITS**—George Jones, Leroy Van Dyke, Jimmie Skinner, Claude Gray and others—SRD 12-MGD 12 (Nov. 1)

**MORE GOLDEN HITS**—Eddie Howard—SR 60655-MG 20593 (Nov. 1)

**CLYDE McPHATTER SINGS THE GOLDEN BLUES HITS**—SR 60655-MG 20587 (Nov. 1)

**FRANKIE LAINE'S GOLDEN HITS**—SR 60587-MG 20587 (Nov. 1)

**GOLDEN HITS BY TONY MARTIN**—SR 60644-MG 20644 (Nov. 1)

**SARAH VAUGHAN'S GOLDEN HITS**—SR 60645-MG 20645 (Nov. 1)

**VELVET VIOLINS OF CARROLL, CLEA N OFF**—SR 60224-MG 20564 (Nov. 1)

**DANCIN' AND SINGIN' WITH TINY HILL**—SR 60630-MG 20630 (Nov. 1)

**THE KING OF THE GOSPEL SINGERS**—Little Richard—SR 60656-MG 20656 (Nov. 1)

**JAN AUGUST STYLES THE GREAT POP PIANO CLASSICS**—SR 60659-MG 20659 (Nov. 1)

**BALLET WITH A BEAT**—Hal Mooney—PPS 6017-PPS 2017 (Nov. 1)

**MARCHING ALONG**—Mike Simpson—PPS 6018-PPS 2018 (Nov. 1)

**QUINCY JONES AND HIS ORCHESTRA AT NEWPORT 61**—SR 60653-MG 20653 (Nov. 1)

**MY KINDA SWING**—Ernestine Anderson—SR 60175-MG 20496 (Nov. 1)

**THE LUSH SIDE OF CANNONBALL**—By Cannonball Adderly—SR 60652-MG 20652 (Nov. 1)

**BALALAIKA—MUSIC AND SONGS OF WHITE RUSSIA**—By Svetlanoff and Poustylnikoff—SR 604-MGI 204 (Nov. 1)

**THE ST. OLAF LUTHERAN CHOIR**—SR 60636-MG 20635 (Nov. 1)

**KHACHATURIAN GAYNE BALLETTCHAIKOVSKY ROMEO AND JULIET**—Antal Dorati and the London Symphony—SR 90209-MG 50209 (Nov. 1)

**BERG SUITES FROM LULU AND WOZZECK**—London Symphony—SR 90278-MG 50278 (Nov. 1)

**HANSON NORDIC SYMPHONY**—Eastman Rochester Orchestra—SR 90165-MG 50169 (Nov. 1)

**FRANCK SYMPHONY IN D MINOR**—Detroit Symphony—SR 90285-MG 50285 (Nov. 1)

## Deejay Program

• Continued from page 1

cal, pop, rock and roll, jazz and country and western.

Ameche's shows feature as deejays himself, Pat Boone, Jane Morgan, Hank Thompson, Johnny Bond and others. The Worldwide line-up includes rock and roll and rhythm and blues programs piloted by George (Hound Dog) Lorenz, vice-president and general manager of the firm. Stewart M. Levy is prexy of Worldwide, which is represented by the Coolicans, Inc.; the Ameche firm is represented by Resono, Inc.

# MUSIC AS WRITTEN

## New York

Pete Seegar is in Europe on a concert tour with his wife and daughter. . . . Keynote Distributors is now handling Caedmon Records in Cleveland. . . . Eddio White's Yamaha Music has acquired the Ramed and Debmar catalogs for Japan. . . . Don Robey of Peacock finished a hunting vacation in Denver. . . . Myrl and Moonglow Records are being distributed by Bob Heller in Philadelphia. . . . Hopkins Equipment in Atlanta and Bold Records in Miami are new MGM, Verve and Cub distributors. . . . Jim Scherner is the national sales manager for Heart Records in Birmingham.

Former MCA agent Mimi Weber has opened her own personal management firm in New York. . . . Jack Jones is out of the Army and back with his singing career. . . . Disneyland Records are being distributed by Record Distributors in Miami. . . . John Bosworth, State editor for the Meridian Star of Meridian, Miss., is having two of his songs, "Sometimes" and "Magnolias in Meridian" recorded and published by Vincent Lopez.

Former ork leader Allen Roth, now off the ailing list, intends to return to show business in Pennsylvania's Stroudsburg. . . . The Marty Melcher firms, Arwin Records, Daywin and Artist Music are moving to the Coast, and Bob Crystal will head the organization out there. . . . Joe Rene has renewed his Beltone a.&r. contract on a long term basis. . . . Amy Records has picked up the master of "Motorcycle" by Tico and the Triumphs. . . . Fenway Records is handling the United Artists line in Pittsburgh. . . . Cleffers Paul Evans and Fred Tobias have teamed up. First song is "Johnny Will" waxed by Pat Boone.

Epic has signed two country artists, Dick Flood and Virginia Spurlock. . . . Vanguard has signed Shoshana Damari, Clara Ward, Erik Darling, the Greenbriar Boys, the Arbors and Hedy West, David Gude and Jackie Washington. . . . Dick Schory will present an evening of percussion pop music at Carnegie Hall November 19. . . . Marmeduke and Knollwood Music have acquired the Mundell Lowe score for the flick "Pattern of Evil." . . . Alan Breeson and wife Rexine became the parents of a boy, Martin Steven, last week. Breeson is the assistant disk buyer for the J. W. Mays chain in New York. Mrs. Breeson is the daughter of chanter Rex Allen.

Connie Francis' MGM waxing of "Have Yourself a Merry Little Christmas" is the Christmas Seal Song of 1961 for the National Tuberculosis Association. . . . N. Y. Herald Tribune jazz critic George Simon's new book "The Feeling of Jazz" will be issued next week (14). . . . Karen Chandler and the Si Zentner ork are being publicized by the Mal Braveman office. . . . Prestige Records has upped Ron Eyre to vice-president in charge of sales, and has also appointed Benny Robles as field promotion head, Marion Bobel to national promotion chief, and Alfonso Johnson as dealer promotion exec. Bob Rolontz.

## Chicago

Amanda Ambrose, currently appearing in Leonard Bernstein's "Trouble in Tahiti" at the Gate of Horn here with Alexandra Hunt and Frank Carroll, has a pair of singles coming shortly on Vee Jay. The trio (Ambrose, Hunt and Carroll) were taped by WNUR's Dick Aleskow for a take on modern jazz to be aired on Aleskow's show. . . . Joe Segal, a. & r. head of Delmar Records here, adds a weekly two-hour "Jazz Progressions" show on WSBC-FM to his activities. . . . Fred Straus, associated with Reginald J. Holzer in the newly formed Mid-American Motion Picture Corporation here, is negotiating for sale of a master he picked up by Lee Mathews, Cleveland.

Cosnat takes on Eve Records, new label here. Mike Andalina wrote the first release by Eddie Lee and his group. . . . Mauri Lathowers, Capitol's promotion mahoff here, is doing some weekend club dates — Maurie blows a mean tenor sax with a local group. . . . Summit has taken on the Jazzland label, subsidiary of Riverside. . . . It's a double coup for WCFL's Jay Smith — a pretty new wife, Susan, from New York, and a new show, his first, every Saturday. . . . Barry Gordon, whose first Mercury release came out recently, appears on the Jack Benny TV spectacular this month. . . . Playboy adds a third showroom — it actually built a fifth floor on the top of the building.

Capitol closes its Indianapolis, branch this week, with the Chicago branch taking over the Indiana territory. Resident salesmen will be stationed in the Hoosier State but merchandise will be shipped from Chicago. Ken Harric, Indianapolis manager leaves the firm. Other staffers are being absorbed in numerous Capitol branches. . . . Rocco (Rocky) Catena, star salesman for Capitol in Chicago is promoted to assistant sales manager. . . . Mel Hall, former program director for WJJD here, replaces Dick Drury as program director at station KQV, Pittsburgh. . . . David Allen, scat-singing tenor at the Playboy here, joins forces with arranger-conductor Bob Florence to do an album for Decca featuring the "bunny" theme. Allen tapes the Steve Allen show later this month for December 20 airing.

Amanda Ambrose, currently appearing in Leonard Bernstein's "Trouble in Tahiti" at the Gate of Horn here with Alexandra Hunt and Frank Carroll, has a pair of singles coming shortly on Vee Jay. . . . Joe Segal, a.&r. head of Delmar Records here adds a weekly two-hour "Jazz Progressions" show on WSBC-FM to his activities. . . . Fred Straus, associated with Reginald J. Holzer in the newly formed Mid-American Motion Picture Corporation is negotiating for sale of a master he picked up by Lee Mathews, Cleveland. . . . Cosnat takes on Eve Records, new label here. Mike Andalina wrote the first release by Eddie Lee and his group. . . . Summit has taken on the Jazzland label, subsidiary of Riverside. . . .

(Continued on page 12)

## NIGHT CLUB REVIEW

### Peggy Lee Is Just Too Much

Superlatives are no longer enough for Peggy Lee. The gal is so outstanding, so much above the average of the better-than-average night club performer, not only in her singing style but in the excitement she generates, that to say she is superb is almost faint praise. She is one of the great performers of the era, and added to that, she is one of the most attractive femmes ever to stand in front of a microphone.

Her quality was outstanding at the white-tie premiere thrown by Basin Street East in New York last Monday night (30) when society, cafe society and show business assembled for a dinner show given for the thrush's favorite charities and which cost \$50 per person. The room, which owner Ralph Watkins had dressed for the occasion, was jammed. Peggy stayed on for almost an hour and a half, sang close to 30 songs, and the toney crowd still didn't want to let her go. It was a tribute to a wonderful performer. The loot collected from the audience and the waiters, et al., went to charity, and Peggy gave her services free for the evening.

It is the feeling of this reviewer that Peggy is now ready to give her own one-woman concert at Carnegie Hall. She is no longer merely a pop singer. In her performance Monday night, she actually sang groups of songs, blues, torch songs, pop songs and the songs she has become identified with over the years. She leads into each group with a bit of special material, and the selections are neatly tied together. The way her act is set it's more a concert than a night club act.

Peggy's songs are remarkable for their depth, breadth and quality. They include "Kansas City," "Basin Street," "Goin' to Chicago" and "St. Louis Blues," among the blues items; "Love Why Hast Thou Forsaken Me" and "Embeasse Moi," on the torch side, and, of course, "Fever," "Manana," "Lover," "Why Don't You Do Right" and "Boston Beans" in the favorites class. The backing by the Quincy Jones ork was swinging. Peggy, too. Listening to her today is truly a rare experience. Bob Rolontz.

## LATE POP SPOTLIGHTS

### SINGLE

#### CHUBBY CHECKER



**THE TWIST** (Jay & Cee, BMI) (2:32)—TWISTIN' U.S.A. (Kalmann, ASCAP) (2:20) — Parkway has re-released Checker's old hit to cash in on the new "Twist" dance fad. Checker recently sang the tune on Ed Sullivan's TV show, which should also help sales. A rocking performance which could make the charts again. Watch it. Parkway 811

#### TICO AND THE TRIUMPHS



**MOTORCYCLE** (Wajoma, BMI) (2:08)—Here's a teen-slanted dishing that could be a big seller to the 14-year-old set. Amy picked up the master from the Coast. Tune starts with a motorcycle sound and then the lead swings into a wild reading of the rocker with the group backing him in Marcell's style. Flip is "I Don't Believe Them" (Landis, BMI) (2:05). Amy 835



Bobby's BIGGEST Ballad-EVER!

# “RUN to HIM”

b/w “WALKIN' WITH MY ANGEL” # 55388



# BOBBY VEE!!!

Yes, Bobby Vee does it again—this time with a smash ballad that's already selling big, and which will soon be selling the biggest!



FIRST IN THE FOREGROUND OF SOUND





# FOLK TALENT & TUNES

By BILL SACHS

Disk spinner Lawton Williams, who also heads up the program department of KCUL, Dallas-Fort Worth, reports that the station is enjoying the highest rating in its history. The 50,000-watt, all-country and western outlet features top-rated country deejays with local news and weather seven days a week. A thorough sprinkling of sports is thrown in to keep up with the trend of the sports-minded listeners served by KCUL, Williams says. He has been making personals in the Dallas-Fort Worth area in recent weeks to plug his new Mercury platter, "Anywhere There's People." . . . R.E.F. Recording Company, P. O. Box 448, Indiana, Pa., has three new releases in "Francine," by Bob Scott; "Thunder, Lightnin'," by Steve Shuman, and "Just One Step Too Many" b.w. "I Won't Believe My Eyes," by Ron Castle, a newcomer to country music. A request on your station letterhead will fetch you sample copies.

Tom Reeder has returned to WARI Radio, Abbeville, Ala., as deejay and general manager, after spending two weeks in Richmond, Va., winding up last-minute preparations on WDYL Radio, which hit the airwaves last weekend, with Bob Cobbins as general manager. In addition to his managerial duties at WARI, Reeder is programming eight hours of country music, six days a week. His most requested tunes at the moment, he reports, are Hank Locklin's "Happy Birthday to Me," Jimmy Dean's "Big, Bad John," Bill Phillips' "The Outsider," Bill Anderson's "Po' Folks" and Clyde Beaver's "Ain't Gonna Drink No

More." . . . If you've been missed in the mailing of Jimmy Simpson's new Nashville release, "Life Goes On (I wonder Why)," shoot an airmail request to Jimmy at Radio Alaska, Box 1960, Anchorage, Alaska, where he spins the c.&w. melodies.

Copies of the new Columbia release, "Diesel Train" b.w. "Beautiful Moon of Kentucky," by Jim and Jesse, may be obtained by writing to the lads, on your station letterhead, at P. O. Box 801, Lynn Haven, Fla. . . . WCNG, Cannonsburg, Pa., has changed its call letters to WARO. Artists, distributors, publishing firms and diskeries are asked to change their lists accordingly. . . . Requests for record service on c.&w. and gospel disks have been received from Joe Ray, WWYN, Erie, Pa.; Harold Showman, WVSC, Somerset, Pa.; Jerry Woodring, WTRN, Tyrone, Pa.; Gilbert Carney, WPME, Punxsutawney, Pa.; Dean Sharpless, WPHB, Sandy Ridge, Pa.; Howard Vokes, WAVL, Apollo, Pa.; Tom Conners, WCPA, Clearfield, Pa., and Virge Brown, WGRP, Greenville, Pa.

Little Joe Penny, for the past year with WNNT, Warsaw, Va., has joined WYAL, Scotland Neck, N. C., to fill the spot recently vacated by Tom Reeder. Little Joe is pushing six hours of country wax daily. He says he is working toward building a better c.&w. library for the new 5,000-watter and will try anything that has grooves. . . . Lynn Stanton, who has her own "Lynn Stanton Show" daily over WREM, Remsen-Utica, N. Y., appeared re-

cently with Johnny Cash on WREM's "Radio Jamboree" at Utica Civic Auditorium. Lynn is a former nitery thrush. . . . Slat's Jackson, c.&w. deejay at Station WMVG, Mill-edgeville, Ga., says he'd love hearing from all c.&w. artists who have records they'd like played.

Charlie Grant has recently shifted from Woodward, Okla., to Station WLIL, Lenoir City, Tenn., where he airs the country melodies six days a week. He invites c.&w. acts working the area to drop in for a visit. WLIL covers all of East Tennessee and reaches well into surrounding States, Charlie claims. . . . Lee Moore, the old Coffee-Drinkin' Night Hawk, as he has billed himself in the past, has joined WSIG Radio, Mount Jackson, Va., to do a daily platter program of country and gospel music. Moore was formerly for 12 years on WWVA, Wheeling, W. Va. . . . Deejay copies are available on Raven Records' new release, "That's a Joke, Son" b.w. "I Should Know Better," by Jerry Venable. Address your request to M. M. Henderson, Raven Records, 15 1/2 South Walker, Oklahoma City.

George (Pop) Popkins, who left the business two years ago to engage in commercial lines, is back in the business as production manager, program director and c.&w. deejay at Station WXGI, Richmond, Va. Zag Pennell recently left the station. . . . Don L. Smith, program director at Station WEYE Radio, Sanford, N. C., typewrites, to wit: "It is depressing to check the country charts each week in Billboard Music week—we use nothing else—and find that we have maybe 10 out of the Top 50. The Big Eye is programming about 20 hours a week of country music. The top artists are the ones neglecting to send their records. I've written their

# BATTLE OF SOUND LINES GROWS MORE INTENSE

NEW YORK—The competition for the consumer's ear in the sound field is growing more intense. Command Records, which at one time had the field almost entirely to itself, is now being given a nudge by other sound labels, especially by London's new Phase Four stereo line. At the same time Command itself is moving into other fields, such as classical, and is recording on 35-mm. film tape to stay ahead of the field.

London's Phase Four line appears to be one of the hottest of the many new sound lines on the market. Of the first group of Phase Four sets released, just two months ago, three have already jumped on Billboard Music Week's Best Selling Stereo Chart, including "Pass in Review" by the Bob Sharples ork, "Big Band Percussion" by the Ted Heath ork, and "Melody and Percussion for Two Pianos" with Ronnie Aldrich.

### Columbia and Victor

Victor reports that its Stereo Action line is growing in appeal, and Columbia is toying with a sound line of its own via the five special sound albums released a month ago by Jack Pleis, Si Rady, Johnny Williams, Jose Greco, and Andre Kostelanetz. Meanwhile, Capitol will take the wraps off its new sound line come November 15.

The number of labels in the sound disk business has jumped to over a dozen now, including Mercury, MGM, Time, Audio-Fidelity, Riverside, Liberty (Premier), Direction Sound, Continental, Warwick, Decca, Medallion and Columbia, Victor and Command.

Command, in addition to moving into the classical field, has come up with new packaging on its classical line, and art work without dots and dashes. At the same time the firm is making the most of its 35-mm. tape process. Command now has one of the biggest-selling new stereo LP's in the country with its "Stereo-35-mm." album.

managers, promotion men—and even to the artists themselves—but, alas, to no avail. We do not have a budget for buying records. Any artist who sends us records can be assured of spins. Our market is hungry for real down-to-earth country and gospel music."

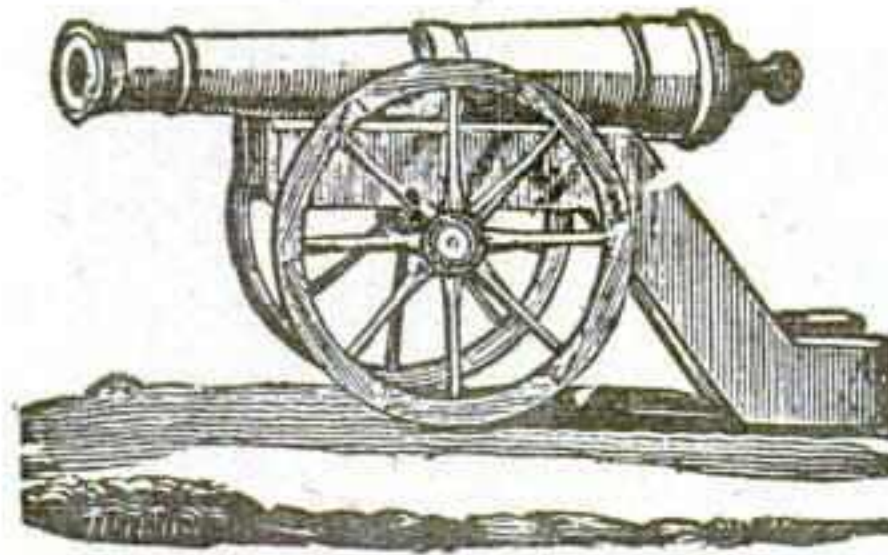
George A. Crumb, president of WCMS Radio, Norfolk, Va., reports that platter spinner Sheriff Bill Davis, long a champion of country music in the Tidewater section of Virginia, returned to WCMS November 1 after several years' absence. Davis introduced

country music to the area in late '40's on WLOW. He later had Tidewater's only TV country music show on the now-defunct WTA-TV. Davis first joined WCMS 1954. . . . Kisky Records' two new releases, "Chapel in the Moonlight" b.w. "Guitar Boogie," by the Fanner Brothers, and "I've Lost You Forever" b.w. "Actions Speak Louder Than Words," by J. Cartright, may be obtained by writing to the firm's promotion Mabelene Baker, at 523 Bu Street, Vandergrift, Pa. Put your request on your station's letterhead. (Continued on page 5)

Heading for the charts!  
Heading for the charts!  
Heading for the charts!

# ANOTHER GREAT JAZZ MOVIE THEME

# JAZZ GUNS OF NAVARONE



featuring the tenor sax of  
**JOHNNY GRIFFIN**

Breaking in Los Angeles, Detroit, New Orleans and Cleveland

- RIVERSIDE 4506
- RIVERSIDE 4506
- RIVERSIDE 4506
- RIVERSIDE 4506
- RIVERSIDE 4506
- RIVERSIDE 4506
- RIVERSIDE 4506
- RIVERSIDE 4506

dealers and one stops: contact your nearest Riverside distributor today. disc jockeys: for free copies write to Riverside Records, 235 W. 46th, New York

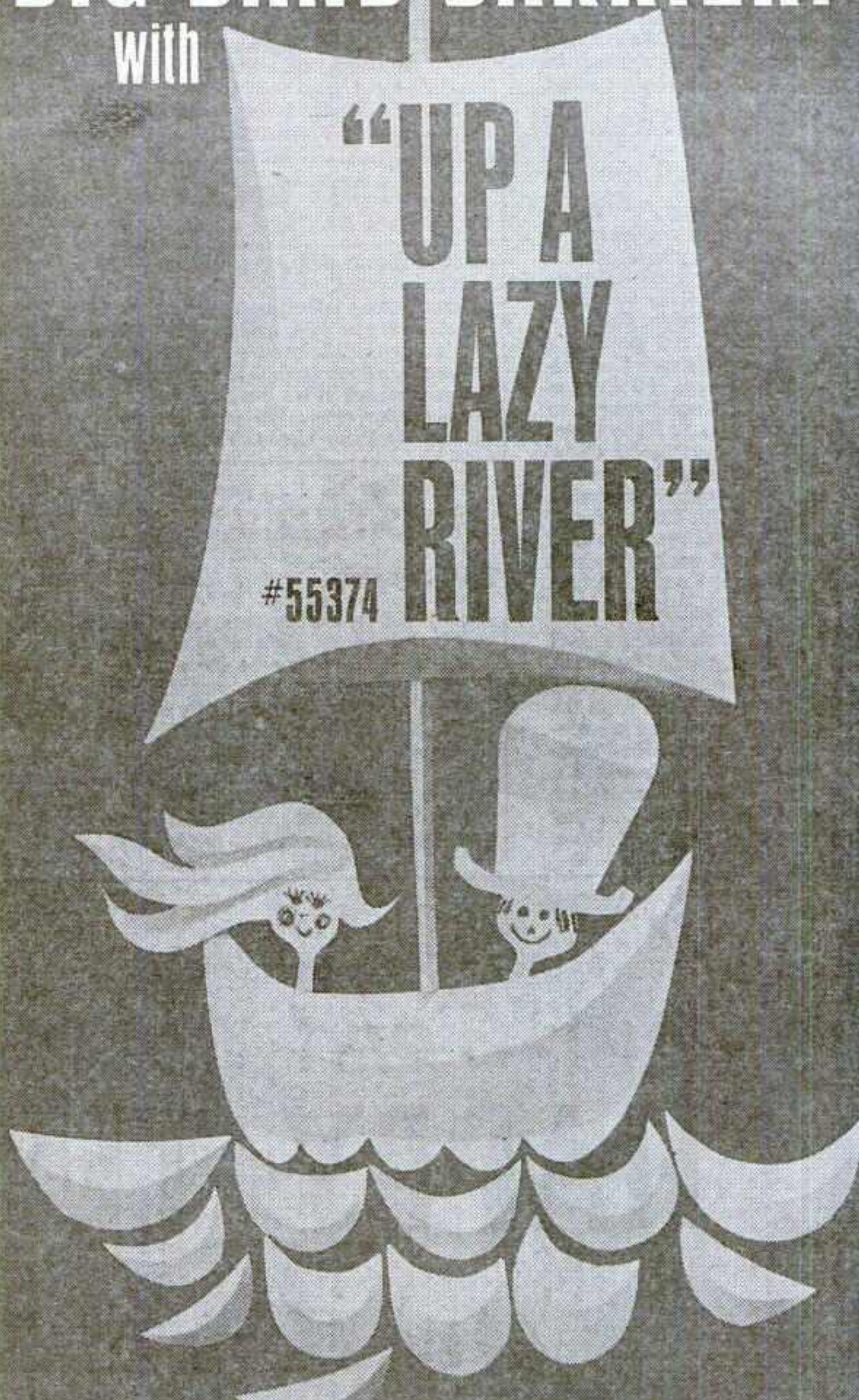


# Si Zentner Breaks The "BIG-BAND BARRIER!"

with

## "UP A LAZY RIVER"

#55374



- This BIG Big-Band sizzler is smashing with
- BIG RETAIL SALES ACTION!
  - BIG JUKEBOX SALES ACTION!
  - BIG "TOP 40" and "GOOD MUSIC" station air play!

...and with his SMASH album:  
"BIG BAND PLAYS THE BIG HITS"

Up A Lazy River; Asia Minor; African Waltz; Walk—Don't Run; Raindrops; Tenderly; Calcutta; Save The Last Dance For Me; Wonderland By Night; Apache; Because They're Young; Will You Love Me Tomorrow.



LAP-3197/LST-7197

A smash album on the West Coast—and spreading fast!



FIRST IN THE FOREGROUND OF SOUND





**Mills**  
**HIT REMINDERS**

**ROCK-A-BYE YOUR BABY WITH A DIXIE MELODY**  
JUDY GARLAND • Capitol  
ARETHA FRANKLIN • Columbia

**FOR ME AND MY GAL**  
FREDDY CANNON • Swan

**SHOES b/w LA FEMME**  
LENNIE MARTIN & His Orch. Robbe

MILLS MUSIC, INC., 1619 B'way, N.Y.C.

**RECORD STORES**  
**Increase Selling Efficiency**

The original and most convenient record catalog service. Listings of the latest popular records by titles and artists rushed three times a month by first-class mail. Big Books of over 200 pages of current and older numbers by titles and artists sent monthly—each month complete in itself with no need to refer to previous issues.

Three months' trial, \$10.00 or economical yearly, \$35.00. Information and samples sent on request.

**RECORDAID, INC.**  
P. O. Box 5765, Philadelphia 20, Pa.

For Thanksgiving Programs

**LENNON SISTERS**

**"THANK THE LORD FOR THIS THANKSGIVING DAY"**

Dot

Thanks,  
**JIMMY McHUGH**

# MUSIC AS WRITTEN

Continued from page 8

Capitol's national sales promotion manager for singles, **Jay Swint**, toured the area with **Mauri Lathowers**, local promo mahoff for the branch. Nick Biro

## Philadelphia

**Ed Cotlar**, local record exploiter, has been set as Philadelphia area promotion representative for Acuff-Rose and Hickory Records. . . . **Marshall Verbit**, son of **Nelson Verbit**, head of Marnel Record Distributors, and **Lynda Balin** have announced their engagement. . . . **Clarence Fuhrman** has been renamed musical director for the dance and pop concert sessions staged during the summer of 1962 in Ocean City, N. J., at the resort's Municipal Music Pier. . . . **Earl Denny** band back on the stand at Frank Palumbo's for the eighth year.

Maurie H. Orodener.

## Cincinnati

There was a pilgrimage out of here last week for WSM's Country Music Festival in Nashville, held over the weekend. **Jerry Weiner**, local RCA Victor Records nabob, planed out for the country music capital Wednesday (1). **Ray Scott**, former c.&w. deejay here and now an exec at WNOP, Newport, Ky., accompanied by **Mrs. Scott**, motored to Nashville Thursday (2), along with Ray's songwriting brother, **Walter**, and the latter's wife. Also making the trip Thursday (2) was **Weiner's Gal** Friday, **Julie Godsey**, accompanied by **Emily Asbury**, of Jeffersonville, Ind., former Louisville newspaperwoman now engaged in publicity and promotion work in the latter city. . . . The **Lime-lites** made an appearance on the **Ruth Lyons "50-50 Club"** Thursday noon (2) via WLW-T and the **Crosley Broadcasting** radio-TV network, and in the afternoon did an autograph session at **Shilito's** record department. Friday night (10) finds them at **Music Hall** here for a concert session. They will meet the local deejays and trade press Thursday night at a cocktail session hosted by **Jerry Weiner** and **Julie Godsey** at the **Carousel**, swank suburban spot.

Local band leader **Charlie Kehrer** has just finished a second album for **King Records**, with release set for mid-November. Titled "**House Party**," the package comprises 28 tunes. King exec **Hal G. Neeley** has plans to take one of the songs from the album, "**Hot Lips**," a la the late **Henry Busse**, to release as a single. **Kehrer** used his previous King album as a promotional mailing piece, the gimmick netting him a number of dates within a 300-mile range of Cincy. . . . **Liberace**, on his recent one-nighter at **Music Hall** here, pulled a disappointing \$6,000 gross. . . . **Guy Lombardo** set for a one-nighter at **Memorial Hall**, Dayton, Ohio,

## Rap Cooke Single

Continued from page 3

bottom of the charts as well as the top sellers. He said folk music sells well for them, and "**Mexico**," by **Bob Moore** on **Monument**, is currently selling fine.

### 'Turn Around' Hot

Very strong in Baltimore last week, in addition to the rocketing "**Moon River**" by **Mancini**, were "**Turn Around, Look at Me**" by **Glen Campbell** on **Crest**; "**Your Ma Said You Cried in Your Sleep Last Night**," by **Kenny Dino**, and the new breakout, "**The Lion Sleeps Tonight**," by the **Tokens** on **RCA**.

Also catching on were "**The Roach**," by **Gene and Wendell**, **R. S.**, and **Sandy Nelson's** "**Let There Be Drums**," on **Imperial**.

## Short Disk Stocks

Continued from page 4

result of distribution problems, but may be resumed.

"Discounting is hurting bad," an East Side dealer said, and noted—"We are open 12 hours—the discounters are open from 8-12 hours, and we can tell it by the business when they're open. We only get **Young**" by **Perry Como**. The sta-

November 26. . . . **Barney Rapp's** band resumed its regular Saturday night dance sessions at the **Sheraton-Gibson Hotel's** **Rathskeller** Saturday (4). **Bill Sachs**

## Pittsburgh

**Pat Boone** has been signed by booker **Joe Hiller** to make his **Pittsburgh** night club debut at **Rose Calderone's** **Twin Coaches** November 24 for nine days. . . . **Neil Sedaka** spent a day here promoting his new **RCA Victor** platter, "**Happy Birthday**," and **Hugo Winterhalter** also arrived to plug his waxing of "**I Believe in You**." . . . The **Jive Five**, whose "**Never Never**" has taken off fast here, will be among the record names to appear at a **Syria Mosque** concert November 22 under auspices of **Porky Chedwick**, the **WAMO** deejay. Others signed include **Shep** and the **Lime-lites**, the **Five Satins**, the **Spinners**, **Little Caesar** and the **Romans**, the **Shells**, the **Skyliners** and **Jerry Butler**.



is on the move... and

# "HAPPY TIMES"

(Are Here to Stay)

D.J.'s all over the country have unleashed a smash new single from a smash album

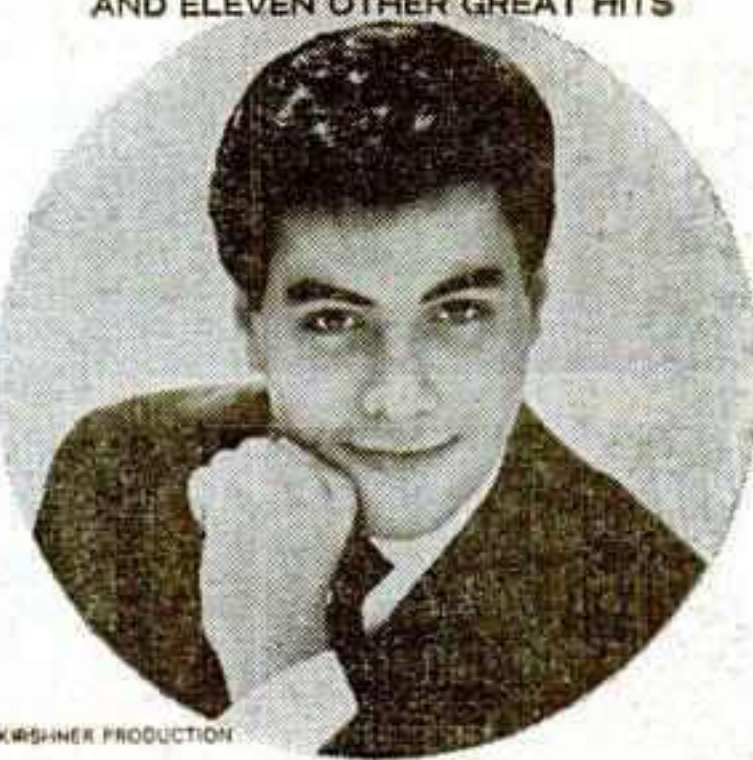
# TONY ORLANDO

has his **THIRD** straight Epic hit

# "HAPPY TIMES (Are Here to Stay)"

EPIC  
STEREOPHONIC  
RECORDING

**TONY ORLANDO** / *Bless You*  
AND ELEVEN OTHER GREAT HITS



A NEVINS-KIRSHNER PRODUCTION



# ARGO STOCKING PLAN

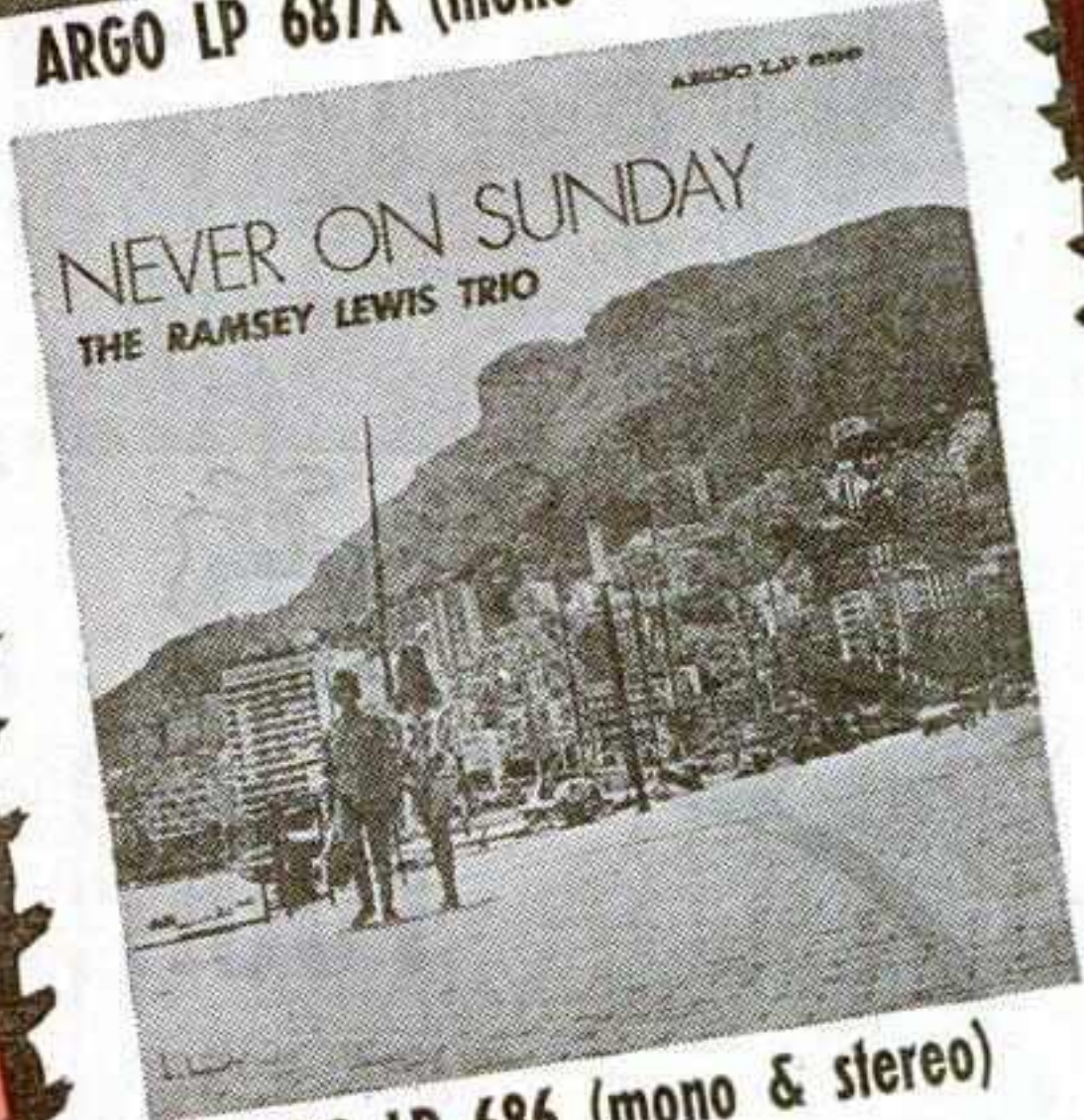
## Pay For Six, Get Seven!



2 Brand-New Albums



ARGO LP 687X (mono & stereo)



ARGO LP 686 (mono & stereo)

### PAY FOR SIX, GET SEVEN!

Until Dec. 15, you get one free with every six purchased on the entire ARGO Long Play Catalog. CONTACT YOUR ARGO DISTRIBUTOR TODAY!

### 7 PROVEN BEST-SELLERS



Argo LP 680 (mono & stereo)



Argo LP 671 (mono & stereo)



Argo LP 665 (mono & stereo)



Argo LP 645 (mono & stereo)



Argo LP 611 (mono only)



Argo LP 642 (mono & stereo)



Argo LP 627 (mono only)

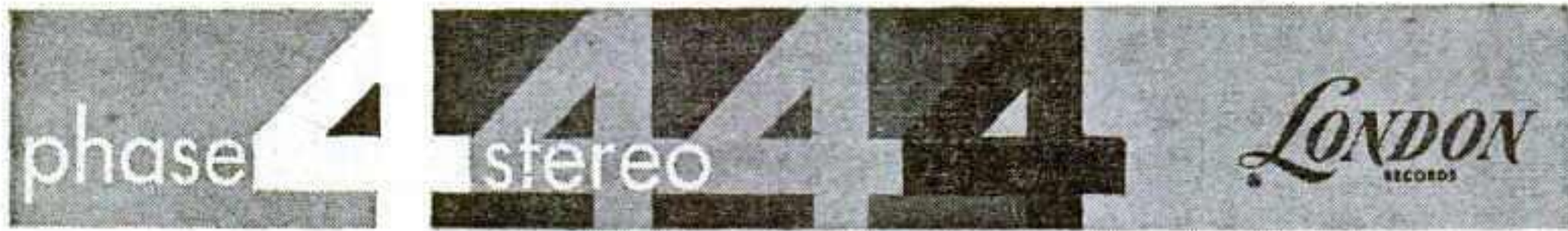
EXCLUSIVELY ON  
ARGO RECORDS

Chess Prod. Corp.  
2120 S. Michigan, Chicago 16



*“may make  
all other stereo obsolete”*

John David Griffin, New York Mirror



**ALREADY ON THE BEST SELLING CHARTS**



**PERCUSSIVE OOMPAH**  
Rudi Bohn and his Band  
Beer Barrel Polka; Liechtensteiner Polka; Pennsylvania Polka; Too Fat Polka; Good-Bye; Trink, trink, Bruderlein, trink, O du lieber Augustin; The Happy Wanderer; Auf Wiederseh'n, Sweetheart; Mack the Knife; others.



**MELODY AND PERCUSSION FOR TWO PIANOS**  
Ronnie Aldrich & 2 Pianos  
Unforgettable; Secret Love; To Each His Own; Ruby; April in Portugal; My One and Only Love; Autumn Leaves; Misty; Golden Earrings; Young at Heart; April Love; The Gypsy.



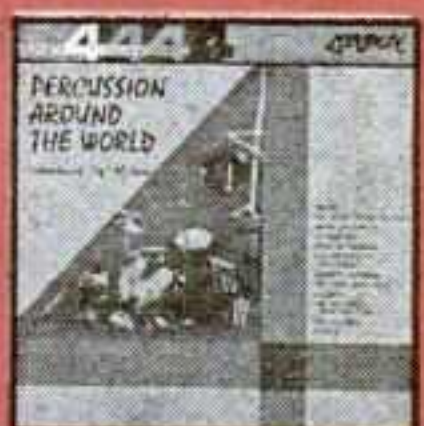
**PASS IN REVIEW**  
Prod. dir by Bob Sharples  
Rule Britannia; Scotland the Brave; Waltzing Matilda; La Ritirata Italiano; Mexican Hat Dance; Lili Marlene; When the Saints Go Marching In; Dixie; Anchors Aweigh; Meadowland; Stars and Stripes; others.



**BIG BAND PERCUSSION**  
Ted Heath and his Music  
Johnny One Note; Blues in the Night; Peanut Vendor; More Than You Know; Polka; Drum Crazy; Taking a Chance on Love; It Ain't Necessarily So; Daddy; Mood Indigo; Thou Swell; But Not For Me.



**EXOTIC PERCUSSION**  
Stanley Black and Orch.  
Temptation; By the Waters of Minnetonka; Adieu Tristesse; Jungle Drums; Hymn to the Sun; Babalu; Old Devil Moon; Bala; Moon of Manakora; Misirlou; Flamingo; Caravan.



**PERCUSSION AROUND THE WORLD**—Int'l "Pop" All Stars  
Volare; Poor People of Paris; Never On Sunday; La Mantona; April in Portugal; Auf Wiederseh'n, Sweetheart; Japanese Sandman; Third Man Theme; Calcutta; Children's Marching Song; Cielito Linda; Frenesi.

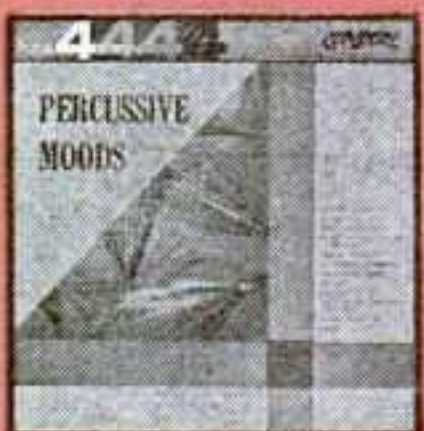
**AND THESE ARE BUBBLING UNDER**



**BONGOS FROM THE SOUTH**  
Edmundo Ros and Orch.  
Lisbon Antigua; Deep in the Heart of Texas; In a Little Spanish Town; Roses From the South; Taboo; La Comparsa; Moon Over Miami; Lady of Spain; El Cumbanchero; When the Saints Go Marching In; Brazil; others.



**PERCUSSION IN THE SKY**  
Werner Müller and Orch.  
You Are My Lucky Star; The High and the Mighty; Don't Let the Stars Get In Your Eyes; I've Got the Sun in the Morning; Blue Moon; Look for a Star; Moonlight Becomes You; Over the Rainbow; I'm Sitting on Top of the World; others.



**PERCUSSIVE MOODS**  
Johnny Keating's Kombo  
Colonel Bogey; In the Still of the Night; Mountain Greenery; Do Nothin' Till You Hear From Me; Headin' North; The Donkey Serenade; The Trolley Song; Dallah; Ball Ho'ly; Don't Get Around Much Anymore; others.



**TWELVE STAR PERCUSSION**  
Int'l "Pop" All Stars  
La Mer; Why Don't You Do Right; Three Blind Mice; Green Eyes; Lover; I Got Rhythm; Button Up Your Overcoat; Just A Gigolo; We'll Be Together Again; Pennies From Heaven; Nice Work If You Can Get It; Adios Muchachos.



**PERCUSSIVE LATIN TRIO**  
Los Machucambos  
La Cucaracha; Parfidia; La Bamba; Pepito; Adios; La Palmita; Amor Amor; Fajaro Compa; Otorino Laringala; Granada; Cascada; Subo Subo.



**THE PERCUSSIVE 20's**  
Eric Rogers and his Orch.  
Tiger Rag; Whispering; Black Bottom; Tea for Two; Ain't She Sweet; Fascinating Rhythm; Chicago; Me and My Shadow; Who?; The Birth of the Blues; Charleston; She's Funny That Way.

**Attention Radio Stations:**

You may purchase one complete set of 12 (mono or stereo) for \$12 (postage prepaid)

Please submit station check made out to London Records, Inc.

539 WEST 25 STREET, NEW YORK 1, N. Y.



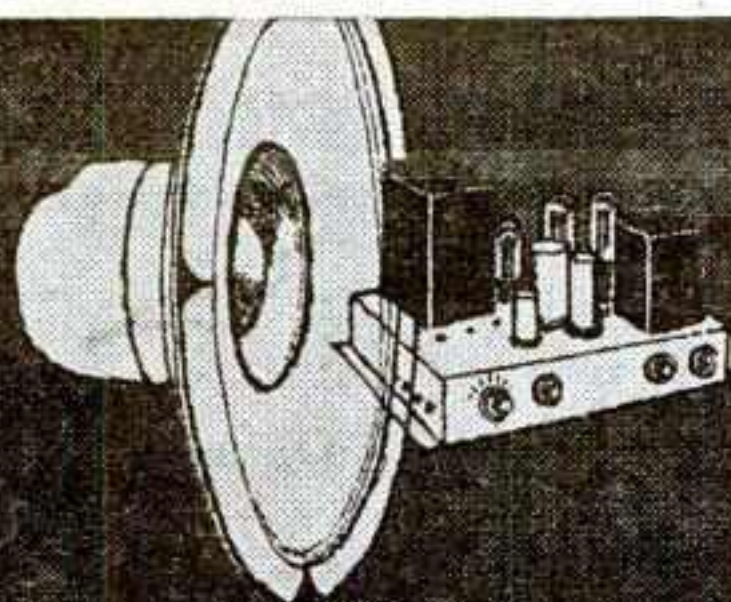
**YOUR  
BEST SELLING LP'S  
FOR CHRISTMAS**

... and for the big January sales to "new set" owners

**LONDON**  
RECORDS

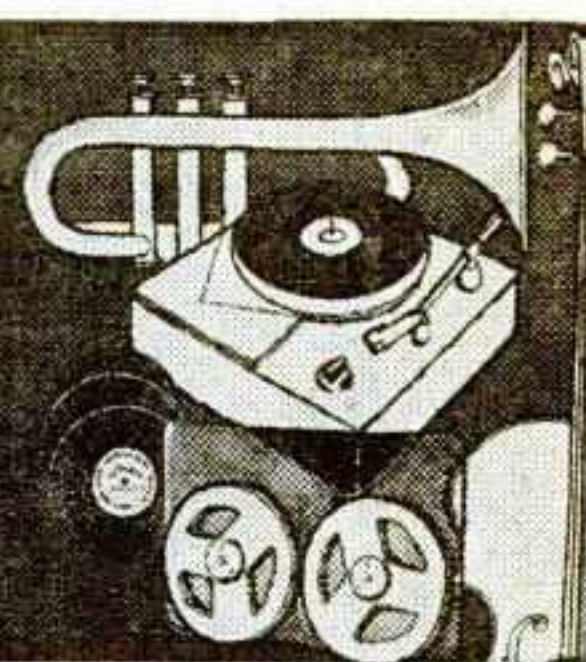
539 W. 25 St., New York 1, N. Y.



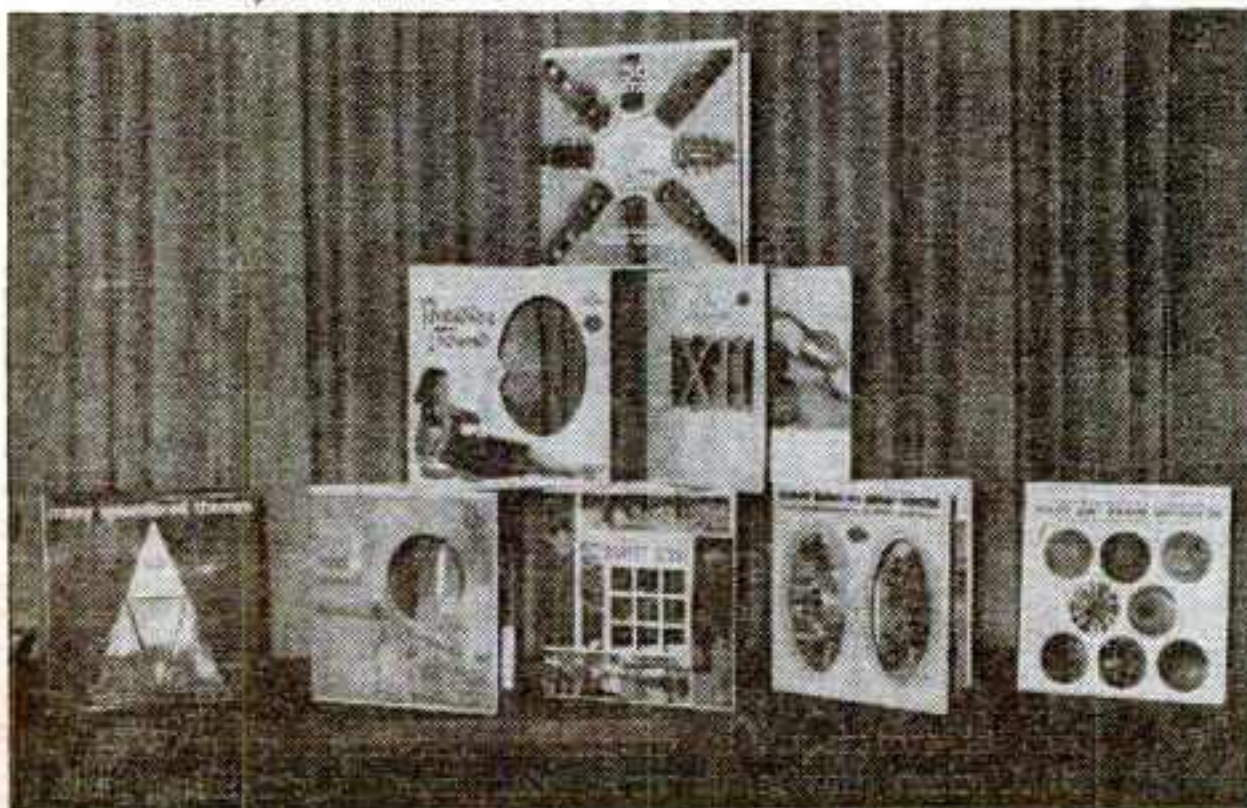


# BILLBOARD MUSIC WEEK

## SPOTLIGHT ON SOUND



EYE-CATCHING SOUND WINDOW DISPLAYS



Liberty



Command



Mercury

# Sound Record Sales Boom After 3 Years of Stereo

### Command Records Sparked Percussive Trend, Everyone in It Now; Future Looks Bright

By BOB ROLONTZ

NEW YORK—A whole new world of recorded sound was opened up when the stereo record became a practicality in the summer of 1958. Up to that time many manufacturers had been placing their stereo hopes on tape, but when Audio-Fidelity rushed the first stereo record to market in the spring of that year, other manufacturers quickly followed.

There were many hurdles to overcome in getting the public to accept and to enthusiastically welcome stereo disks. First of all, the early stereo records were not all they could be. It took the a.&r. men, the musicians, the arrangers, the engineers and the pressing plants many months before they mastered stereo recording and pressing techniques. In addition there were few phonographs available to play stereo records on, and sales lagged until manufacturers rushed stereo players to market. By the beginning of 1959 there were enough stereo phonos in dealer's hands to enable them to try to sell stereo phonos and records to the adventurous consumer.

Then came the arduous process of converting the hi-fidelity bug, the average LP buyer, the classical fan and the pop, folk, and off-beat buff, to stereo. Stereo displays in dealer's stores, advertisements in magazines and newspapers, home demonstrations, and many other techniques and methods gradually made their dent, and by late 1959 and early 1960, a large number of record buyers were aware of stereo and knew how it worked.

There was still a big dispute within the trade as to how stereo records should be recorded—a dispute that still goes on today. Some companies advocated the ping-pong effect, others felt that the two bands should not be widely separated, and certainly not separated in any such way as to distort the music. It was the classical buyer who appeared to want stereo more than the pop buyer at that time,

with a larger percentage of classical fans buying stereo versions of the classics than pop fans did of pop stereo albums.

It was just about this time that Enoch Light introduced his Command label. The Command records were available both in stereo and monaural. They were a step ahead of most other recordings in the field at the time. They concentrated on sound, on giving the listener as close an approximation to a live sound as possible, which meant not rolling off the top, and considerable inspection and care in the transference from tape to disk. In a sense the Command line was hand-crafted. The records were not only superior in mono to other records from a sound standpoint, but in stereo they were far ahead of the pack. The arrangements on the Command disks were written to utilize the two speakers in a stereo set, and yet the arrangements were handled musically so that they were not merely ping-pong effects. To add icing to the cake, the repertoire was made up of familiar standards, and what is more, they were danceable. Light also came up with an attractive package, loaded with information for the sound fan, and he started a whole new cover trend with dots and dashes.

Light concentrated on selling the Command disks through audio shops as well as regular record dealers, and he made a lot of arrangements with phono manufacturers to use his records to demonstrate their stereo machines. In less than six months Command's "Persuasive Percussion," and "Provocative Percussion" sets broke as LP hits, and they have been selling ever since. What is even more noteworthy, the stereo records sell at a ratio of three to one over the mono Command disks, even though the stereo LP's on the label list for \$5.98.

Light had created a new record category, the sound series. Other manufacturers, seeing Light's success, soon followed with sound

lines of their own. Kapp Records, in the summer of 1960, introduced the Medallion line, featuring brilliant sound and de luxe packaging. Time Records soon came out with a new sound line. Audio-Fidelity, one of the pioneers of sound recordings in the mono hi-fidelity days, came out with its sound line. RCA Victor started the Stereo Action label, and created yet another new de luxe package for it. Liberty Records issued a special sound line under the name Premier, also with special packaging. Decca Records came out with its Brazen Brass series. United Artists initiated its Ultra Audio sound line. Mercury Records brought out an extensive sound line under the name of Perfect Presence Sound. MGM Records issued a flock of records in its Spectacular series for the sound buffs. Warwick began a percussion series. New labels such as Directional Sound and Continental sprang up. And just recently London introduced its Phase 4 stereo line. Capitol is due to introduce its sound line later this month, and Columbia has just released five special sound records.

All of these labels, like the Command line, are issuing mostly pop sound disks, aimed at the large active pop market. They have found that a large percentage of this market is interested in quality recordings, with dazzling sound and smart packaging, even if they have to pay more for them. Now new techniques have been added to sound recordings. Instead of recording on magnetic tape, Command is recording many of its new pop and classical albums on 35 MM film tape, a process originally used by Everest, and has developed it to a point where the label's "Stereo/35MM" has turned into a smash stereo seller. Mercury Records is also using 35 MM film tape for some of its recordings. It all adds up to a bright future for sound buffs and stereo fans, and a strong selling point for dealers who specialize in sound albums.

# N. Y., Chi Stores Push Sound Sets Via Eye and Ear Appeal

## Little Al Nets Extra Sales

By NICK BIRO

CHICAGO—"There's a knack to selling sound albums—we use the same technique on any merchandise that we want to push—it's a little unique from what other stores do, but it works wonders for us. Here's how it goes. . . ."

The man talking is Al Temaner, better known in the trade as Little

(Continued on page 40)



AL (LITTLE AL) TEMANER

## Record Hunter Displays Sell

By REN GREVATT

NEW YORK—The Record Hunter, Fifth Avenue retail disk landmark long known as one of the city's prime classical record outlets, has lately become a prime mover of an entirely different field of merchandise, the so-called "sound" recordings.

Since the arrival on the scene

of Command Records, some two and a half years ago, the store has done a brisk business with this granddaddy of the audio field and has attempted to do so with varying degrees of success with other sound lines that have come along in the meantime.

The Record Hunter has turned a neat profit with sound product, with merchandising limited almost completely to highly visual store display. Beyond this, the store has sold the product at less discount than most any other outlet in the midtown area. "We sell the \$5.98 Command stereo for \$4.98 and the \$4.98 monaural for \$4.49," says Curt Schott, buyer for Record Hunter. "I'm sure that Korvette and Goody sell for a lot less than that and they may sell more than we do, but there is a good profit to be made in this kind of product and we prefer to make it rather than throw it away. What's more, we have, I think, considerably more

good will from the manufacturer because we sell without schlack and devaluing the product."

Whenever a new release of sound albums comes along from any label, it will get the full treatment in the Record Hunter's window, even if, as is often the case with Command, the release consists of one recording. "We feel speed in telling the public the message is important and we get it over right away."

"We also do a lot of in-store display of the sound material. We have many displays going at the same time in the store and we constantly move them around. Our traffic is big, of course, but we have many customers who come in regularly. If you leave one display in one spot too long, it loses its attention value. We move them around often enough so that from one week to the next the layout never looks the same. This is the only effective way of handling displays."

(Continued on page 40)



# Blossoming!

## THE LIBERTY PREMIER SERIES

**50 GUITARS GO SOUTH OF THE BORDER**  
The 50 Guitars of Tommy Garrett  
13005/14005  
Frenesi; Adios; Besame Mucho; Granada, etc.

**GREAT BAND WITH GREAT VOICES**  
The 25 Best Vocal Performances & The Liberty Series  
**GREAT BAND WITH GREAT VOICES**  
Si Zentner Band and Johnny Mann Singers  
13009/14009  
Serenade in Blue; Flamingo; Deep Purple; Dream, etc.

**STREET SCENE**  
The Fantastic Strings of Felix Slatkin  
13008/14008  
Street Scene; Lullaby of Broadway; Standing on the Corner; Lonesome Road, etc.

**THE MAGNIFICENT XII**  
The Fantastic Strings of Felix Slatkin  
13004/14004  
Song from Moulin Rouge; Laura; Never on Sunday; Exodus, etc.

many splendored themes  
**MANY SPLENDORED THEMES**  
The Fantastic Strings of Felix Slatkin  
13011/14011  
Golden Earrings; Three Coins in the Fountain; Peter Gunn, etc.

**PARADISE FOUND**  
The Fantastic Strings of Felix Slatkin  
13001/14001  
Moon of Manakoa; Hawaiian Wedding Song; Beyond the Reef; Aloha Oe, etc.

**THE MAGIC BEAT**  
The Unique Rhythms of Richard Marino  
13003/14003  
High Noon; Lover; The Trolley Song; Poor People of Paris, etc.

**OUT OF THIS WORLD**  
The Unique Sounds of Richard Marino  
13007/14007  
Gone with the Wind; Stars in My Eyes; The Moon was Yellow, etc.



FIRST IN THE FOREGROUND OF SOUND

**BRAND NEW!**  
FOR CHRISTMAS SALES



available on Liberty's Christmas program!

**SEASON'S GREETINGS**  
The Fantastic Strings of Felix Slatkin  
13013/14013  
White Christmas; God Rest Ye Merry, Gentlemen; Silent Night, etc.

# now:

...THE LINE WITH THE FINEST SOUND!  
...THE LINE WITH THE BEST PACKAGING!  
...THE LINE WITH THE MUSICAL SURPRISES!  
*is blossoming forth as a*  
**VOLUME LINE!**

## Stock up now and watch sales GROW!



# SOUND ALBUMS

Here is a list of Sound Albums released by key labels through October, 1961.

## COLUMBIA

STAGE LEFT-STAGE RIGHT—Jack Pleis, CS 8462  
 VOICES IN MOTION—Simon Rady, CS 8465  
 RHYTHM IN MOTION—Johnny Williams, CS 8467  
 SPANISH SONGS AND DANCES IN MOTION—Jose Greco, MS 6265  
 WONDERLAND IN SOUND—Andre Kostelanetz, CS 8457

## COMMAND

PERSUASIVE PERCUSSION, VOL. 1—33/SD 800  
 THE DIXIE REBELS WITH TRUE DIXIELAND SOUND—33/SD 801  
 THE MILLION DOLLAR SOUND, VOL. 1—33/SD 802  
 THE MILLION DOLLAR SOUND, VOL. 2—33/SD 804  
 THE PRIVATE LIFE OF A PRIVATE EYE—33/SD 805  
 PROVOCATIVE PERCUSSION, VOL. 1—33/SD 806  
 MR. BIG—Tony Mottola, 33/SD 807  
 PERSUASIVE PERCUSSION, VOL. 2—33/SD 808  
 BONGOS—33/SD 809  
 PROVOCATIVE PERCUSSION, VOL. 2—33/SD 810  
 PROVOCATIVE PIANO—Dick Hyman, 33/SD 811  
 BONGOS/FLUTES/GUITARS—33/SD 812  
 TWO PIANOS AND TWENTY VOICES—33/SD 813  
 PERTINENT PERCUSSION CHA CHAS—33/SD 814  
 THE PERSUASIVE TROMBONE OF URBIE GREEN—33/SD 815  
 ROMAN GUITAR—Tony Mottola, 33/SD 816  
 PERSUASIVE PERCUSSION, VOL. 3—The Command All Stars, 33/SD 817  
 BIG, BOLD AND BRASSY—Enoch Light, 33/SD 818  
 TEMPESTOUS TRUMPET—Doc Severinsen, 33/SD 819  
 REEDS AND PERCUSSION—33/SD 820  
 PROVOCATIVE PERCUSSION, VOL. 3—33/SD 821  
 FAR AWAY PLACES—Enoch Light, 33/SD 822  
 FOLK SONGS—Tony Mottola, 33/SD 823  
 PROVOCATIVE PIANO, VOL. 2—Dick Hyman, 33/SD 824  
 THE DIXIE REBELS, VOL. 2—33/SD 825  
 STEREO/35 MM—SOUND/35 MM—Enoch Light, 33/SD 826  
 BRAHMS—SYMPHONY NO. 2 IN D, OP. 73—The Pittsburgh Symphony (Steinberg), CC-33/SD 11002  
 PICTURES AT AN EXHIBITION—MUSSORGSKY-RAVEL—l'Orchestre de la Societe des Concerts du Conservatoire (Vandernoot), CC-33/SD 11003  
 CAPRICCIO ESPAGNOL/RIMSKY-KORSAKOV—l'Orchestra de la Societe des Concerts du Conservatoire (Vandernoot), CC-33/SD 11004  
 CAPRICCIO ITALIEN/TCHAIKOVSKY—l'Orchestre des Concerts Colonne (Derieux), CC-33/SD 11004  
 RAVEL—DAPHNIS ET CHLOE, SUITE NO. 2—l'Orchestre des Concerts Colonne (Derieux), CC-33/SD 11005  
 RACHMANINOFF—SYMPHONY NO. 2 IN E, OP. 27—The Pittsburgh Symphony (Steinberg) CC-33/SD 11006

## CONTINENTAL

THE FOLK SINGERS OF WASHINGTON SQUARE—CST 2010  
 GYPSY MUSIC—Markoff and His Romany Strings, CLP 4005  
 HAWAII—The Hawaiian Serenaders, CLP 4008  
 CARLOS MONTOYA FLAMENCO—CST 2009  
 U. S. NAVY STEEL BAND—Admiral Dan's Pandemoniacs, CLP 4003  
 LET'S POLKA—The Polka Kings, CLP 4006

## LIBERTY

### Premier Series

PARADISE FOUND—Felix Slatkin, LSS-14001, LMM-13001  
 PORTRAITS IN BRONZE—Bessie Griffen & The Gospel Pearls, LSS-14002, LMM-13002  
 THE MAGIC BEAT—Richard Marino, LSS-14003, LMM-13003  
 THE MAGNIFICENT XII—Felix Slatkin, LSS-14004, LMM-13004  
 50 GUITARS GO SOUTH OF THE BORDER—Tommy Garrett, LSS-14005, LMM-13005  
 OUT OF THIS WORLD—Richard Marino, LSS-14007, LMM-13007  
 STREET SCENE—Felix Slatkin, LSS-14008, LMM-13008  
 GREAT BAND WITH GREAT VOICES—Si Zentner, LSS-14009, LMM-13009  
 MANY SPLENDORED THEMES—Felix Slatkin, LSS-14011, LMM-13011

## LONDON

### Phase 4 Stereo

PASS IN REVIEW—Bob Sharples, SR 44001  
 BIG BAND PERCUSSION—Ted Heath, SP 44002  
 BONGOS FROM THE SOUTH—Edmundo Ros, SP 44003  
 EXOTIC PERCUSSION—Stanley Black, SP 44004  
 PERCUSSION MOODS—Johnny Keating's Kombo, SP 44005  
 THE PERCUSSION TWENTIES—Eric Rogers, SP 44006  
 MELODY AND PERCUSSION FOR TWO PIANOS—Ronnie Aldrich, SP 44007  
 PERCUSSION IN THE SKY—Werner Muller, SP 44008  
 PERCUSSION OOMPAAH—Rudi Bohn, SP 44009

PERCUSSION AROUND THE WORLD—International "Pop" All Stars, SP 44010  
 TWELVE STAR PERCUSSION—International "Pop" All Stars, SP 44011  
 PERCUSSIVE LATIN TRIO—Los Machucambos, SP 44012

## MGM

### Spectacular Sound Series

THE SPECTACULAR SOUND OF SOUSA—Paul Lavelle, E3976 (SE3976)  
 SPECTACULAR PERCUSSION GOES LATIN—Roger King Mozian, E3921 (SE3921)  
 SPECTACULAR BRASS GOES CHA CHA—Roger King Mozian, E3920 (SE3920)  
 SPECTACULAR GUITAR & STRINGS—Leroy Holmes, E3919 (SE3919)  
 SPECTACULAR VOICES WITH BANJOS—Art Mooney, E3899 (SE3899)  
 THE SPECTACULAR SOUND OF HARRY JAMES—Harry James, E3897 (SE3897)  
 THE SHAPE OF SOUNDS TO COME—Larry Elgart, E3896 (SE3896)  
 SPECTACULAR STRINGS—David Rose & Orch., E3895 (SE3895)  
 (Continued on page 20)

# CARS, ETC.

## Odd Sounds Sell on Wax

NEW YORK — Once the sole property of radio engineers and a handful of assorted audio buffs the non-musical, non-spoken speciality record has, in the past two or three years, become a highly lucrative sales area for a number of the recording companies.

As time progresses, a once small number of sound effect records has grown to quite a lengthy list. Just about everything conceivable that makes some audible noise has been recorded on one of the "sound of sound" LP's. Such diverse inanimates as railroad trains, sports cars, aircraft (both jet and prop driven), the international Morse Code, (Continued on page 22)

# The Quality Counts, Not The Ping-Pong

By JUNE BUNDY

NEW YORK—The quality of performance and material—rather than ping-pong-type gimmicks—determines how many plays a "sound" album gets from radio stations around the country today, according to a BMW survey of the field.

With the exception of FM stereo multiplex broadcasts, which, of course, make excellent use of stereo "sound" packages, stations today are more interested in an album's performance values than its degree of "maximum separation." Since air exposure practically

always pays off at the sales level in some measure, it would appear that the performance quality of a "sound" album contributes more to its sales appeal than some gimmick-minded manufacturers are willing to admit.

In line with this, David Gordon, musical director of WPAT, Paterson, N. J., veteran "good music" station, notes, "WPAT's audience has always been a sensitive barometer for measuring the tempers that the recording industry has whipped up from time to time. From every report that reaches me, our listeners are buying the sound revolution, and (Continued on page 22)

**DEALERS...**  
**DISK**  
**JOCKEYS...**  
**RACK**  
**JOBBER!**

**SPECIAL NOTE TO MANUFACTURERS:**  
 Why not supplement the editorial emphasis this issue with strong advertisements featuring your records, your merchandising, your special offers.  
**Advertising deadline:**  
**SPOTLIGHT ON COMEDY AND SPOKEN WORD ALBUMS: NOV. 15**

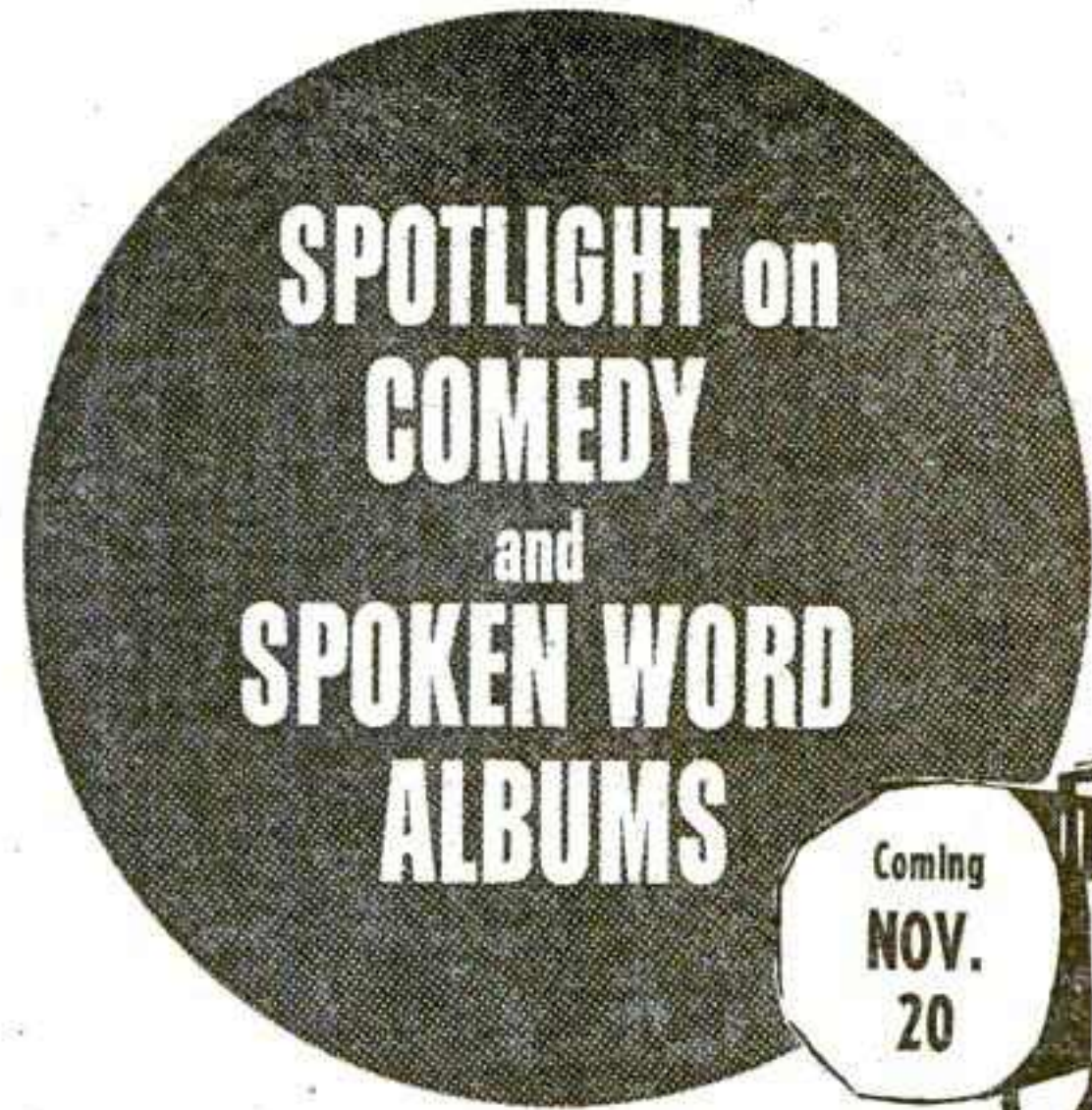
Contact Your Nearest  
 Billboard Music Week Office Today!

# BILLBOARD MUSIC WEEK

**NEW YORK** 1564 Broadway PL 7-2800  
**CHICAGO** 188 W. Randolph CE 6-9818  
**HOLLYWOOD** 1520 N. Gower HO 9-5831

## THE WORD'S IN!

... Concerning  
 Billboard Music Week's



Featuring items on how dealers, rack jobbers and DJ's can take advantage of the current boom in Comedy and Spoken Word Albums.

**This solid line-up of sales and programming aids blankets all facets of the field including:**

"Selling Comedy and Spoken Word Disks"—How successful dealers have built up solid sales in this product.  
**Words on Wax**—Covering Drama, Poetry, Documentary, Language and Educational records—stressing the top sellers.

**Comedy & Spoken Word Disks on the Air**—FM & AM programming around the country; how much air-play these records get; promotional efforts and programming aids by record manufacturers.

**Hot Comedy Albums**—A detailed listing of the best selling comedy albums in 1961.

**Spoken Word Spotlights**—A compilation of the Spotlights among 1961 releases.

**Display Material**—Dealer aids, racks, window streamers, counter boxes, etc., available to distributors and dealers.

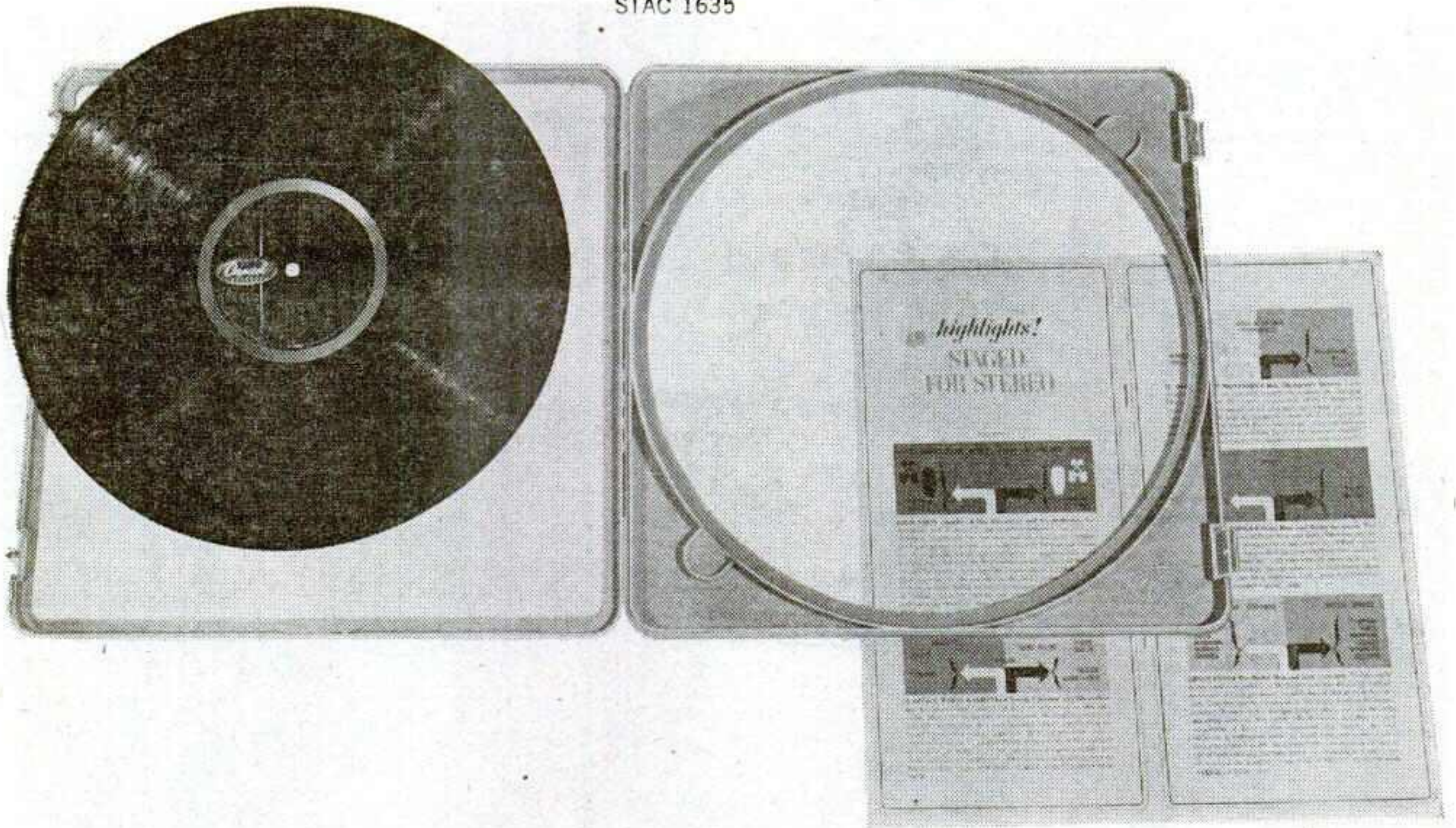
**Plus many, many more articles and features designed to help you sell and program these LP's successfully.**



**Why would any company go to this much trouble to package a stereo recording?**



STAC 1635



When you have heard one of these new records, you will understand. This phenomenal new series of albums is called "Staged for Stereo." The stereo sound is totally electrifying. These new recordings will provide excitement in sound never before achieved in the medium, perhaps the ultimate in directional stereo. They are *that* uncommon.

That is why this revolutionary packaging has been created. Each

record is enclosed in a sturdy transparent plastic box. Each box is hinged and locked to keep the record dust-free and fully protected. No disc has ever received such regal treatment. These "Staged for Stereo" albums deserve it.

Here are the first five albums in this astonishing new series. Hear them, and be prepared for an amazing experience.



©CAPITOL RECORDS, INC.

*See your CRDC representative now.* RELEASE DATE NOVEMBER 13



STAC 1636



STAC 1637



STAC 1638



STAC 1639

**These albums are priced to sell at \$5.98\***

\*Optional with dealer



# EXPLODING ALL OVER THE CHARTS!

from the creative world of stan kenton comes...

## Kenton's West Side Story



ALBUM #(S)T 1609

## STAN KENTON'S HOLIDAY HIT PACKAGE!



© CAPITOL RECORDS, INC.

### RE-ORDER NOW FROM YOUR CRDC REPRESENTATIVE!



ALBUM #S(T) 1621



# SOUND ALBUMS

Continued from page 17

**SPECTACULAR IS THE SOUND FOR IT**—Various Instrumental Artists, E3883 (SE3883)  
**SPECTACULAR HARPS**—Robert Maxwell, E3836 (SE3836)  
**SPECTACULAR HARMONICS**—Various Artists, E3846 (SE3846)  
**SPECTACULAR PERCUSSION**—Roger Mozzian, E3845 (SE3845)  
**SPECTACULAR ACCORDIONS**—Charles Camilleri, E3856 (SE3856)  
**SPECTACULAR BRASS**—Roger King Mozzian, E3844 (SE3844)  
**SUPERSONIC GUITARS (Vol. 1)**—Billy Mure, E3780 (SE3780)  
**SUPERSONIC GUITARS (Vol. 2)**—Billy Mure, E3807 (SE3807)

## RIVERSIDE Sports Car Series

**SOUNDS OF SEBRING**—RLP 5001  
**SPORTS CARS IN HI FI**—RLP 5002  
**PIT STOP**—RLP 5003  
**STIRLING MOSS**—RLP 5004  
**PHILL HILL**—RLP 5005  
**CARROLL SHEBY**—RLP 5006  
**THE MARQUIS DE PORTAGO: A MEMORIAL**—RLP 5007  
**SEBRING 1957**—RLP 5008/9  
**CUBAN CORNERS**—RLP 5010  
**SEBRING 1958**—RLP 5011  
**MERCEDES-BENZ**—RLP 50012  
**VINTAGE SPORTS CARS IN HI FI**—RLP 5013 & 1115  
**SOUNDS OF SEBRING 1959**—RLP 5014 & 1146  
**SPORTS CARS AT SEBRING IN HI FI**—RLP 5015 & 1165  
**THE GRAND PRIX OF THE UNITED STATES: SEBRING 1959**—RLP 5016 & 1165  
**GRAND PRIX CARS IN ACTION AT SEBRING**—RLP 5017 & 1166  
**SOUNDS OF SEBRING 1960**—RLP 5018 & 1173  
**SING A SONG OF SPORTS CARS**—RLP 5019 & 1181  
**THE RACE: MERCEDES-BENZ: 1937-1955**—RLP 5020 & XK 8003  
**PETER USTINOV: THE GRAND PRIX OF GIBRALTAR**—RLP 12-833 & 1127  
**HOT RODS AND DRAGSTERS IN HI FI**—RLP 5502 & 1154  
**HOT RODS IN ACTION**—RLP 5503  
**ON THE DRAG STRIP**—RLP 5504 & 1184  
**SPORTS CARS IN STEREO**—RLP 1101  
**BONNEVILLE 1960: SOUNDS OF THE SALT FLATS**—RLP 5506 & 95506  
**KARTS IN ACTION**—RLP 5507 & 95507  
**THE GRAND PRIX OF THE UNITED STATES: 1960**—RLP 5021  
**FAREWELL TO A FORMULA**—RLP 5022 & 95502

**SOUNDS OF SEBRING: 1961**—RLP 5023 & 95023  
**SEBRING CORNERS**—RLP 5024 & 95024

## RIVERSIDE

### Fortissimo XK 8000 Series

**FORTISSIMO: JETS**—XK 8001  
**FORTISSIMO: PIPE ORGAN**—SK 8002  
**FORTISSIMO: RACING CARS**—XK 8003  
**FORTISSIMO: BANJO/POLKA**—XK 8004  
**FORTISSIMO: THUNDERSTORM**—XK 8005  
**FORTISSIMO: BRASSES AND STRINGS**—XK 8006  
**FORTISSIMO: PACHANGA IN PERCUSSION**—XK 8007  
**FORTISSIMO: 585 KEYS, 57 PEDALS, AND 1,054 PIPES**—XK 8008

## OFFBEAT

### Sound Effects "5700" Series

**SOUND EFFECTS LIBRARY VOL. 1**—5701/95701  
**SOUND EFFECTS LIBRARY VOL. 2**—5702/95702

## TIME

**PERCUSSION AND GUITARS**—Al Caiola, 2000  
**FLUTES AND PERCUSSION**—Hal Mooney, 2001  
**MURDER, INC.**—Irving Joseph, 2002  
**PERCUSSION ESPANOL**—Al Caiola, 2006  
**VOICES IN SONG AND PERCUSSION**—Hal Mooney, 2008  
**COLE PORTER IN PERCUSSION**—Irving Joseph, 2009  
**GERSHWIN AND GUITARS**—Al Caiola, 2010  
**JEROME KERN FLUTES AND PERCUSSION**—Hal Mooney, 2012  
**BONGOS AND BRASS**—Hugo Montenegro, 2014  
**RODGERS AND HART PERCUSSION AND STRINGS**—George Siravo, 2015  
**PIN POINT PERCUSSION**—Jim Tyler, 2016  
**MARCHES BRASS AND PERCUSSION**—Kermit Leslie, 2017  
**LIKE BONGOS**—Bob Rosengarden, 2025  
**PERCUSSION ESPANOL (Vol. 2)**—Al Caiola, 2026  
**PERCUSSION ON STAGE**—Maury Laws, 2027  
**IMPACT! BRASS**—Jim Tyler, 2028  
**GYPSY STRINGS AND PERCUSSION**—Kermit Leslie, 2031  
**THRILLER**—Pete Rugolo, 2034

## TIME Contemporary Sound Series

**CONCERT PERCUSSION FOR ORCHESTRA**—Manhattan Percussion Ensemble, (Cage and Price), 8000  
**STOCKHAUSEN: ZYKLUS; KAGEL: TRANSICION 2**—8001  
**NONO: POLIFONICA, MONODIA, RITMICA; MADERNA: SERENATA #2; BERIO: DIFFERENCES**—Chamber Orchestra, (MADERNA & BERIO); 8002  
**BERIO, E. E. CUMMINGS: CIRCLES; BUSSOTTI: FRAMMENTO; CAGE: FONTANA MIX**—8003  
**TOSHIRO MAYUZUMI**—NHK Symphony Orchestra (Schuchter), 8004

## UNITED ARTISTS Ultra Audio

**UNIQUE PERCUSSION**—Terry Snyder, WWS8500  
**ECHOING VOICES AND TROMBONES**—Don Costa, WWS8501  
**BLAZING LATIN BRASS**—Nick Perito, WWS8502  
**GUITARS, WOODWINDS AND BONGOS**—Al Caiola, WWS8503  
**DYNAMIC TWIN PIANOS**—Ferrante & Teicher, WWS8504  
**GOLDEN PIANO HITS**—Ferrante & Teicher, WWS8505  
**88 STRINGS**—Ralph Marterie, WWS8506  
**MOTION PICTURE THEMES CHA CHA**—Tito Rodriguez, WWS8507  
**FOOTLIGHT PERCUSSION**—Terry Snyder, WWS8508  
**COZY**—Eyde Gorme & Steve Lawrence, WWS8509  
**THE MODERNAIRES SING THE GREAT GLENN MILLER INSTRUMENTALS**—Modernaires, WWS8510  
**RETURN OF THE DODDLE TOWN FIFERS**—Sauter/Finegan, WWS8511  
**LATIN BRASS GOES TO ITALY**—Nick Perito, WWS8512  
**THE SOUND OF THE MILLION SELLERS**—Don Costa, WWS8513  
**LOVE THEMES**—Ferrante & Teicher, WWS8514  
**PERCUSSION ON PARADE**—Various Artists, WWS8515  
**JAZZ SOUL OF PORGY AND BESS**—Various Artists, WWS8517

## AUDIO FIDELITY DFM Series

**PERCUSSIVE VAUDEVILLE**—DFM 3001  
**PERCUSSIVE JAZZ**—DFM 3002  
**PERCUSSIVE LATINO CHA CHA CHA**—DFM 3003  
**BALDWIN ORGAN AND BONGOS**—Eddie Osborn DFM 3004  
**PERCUSSIVE BIG BAND JAZZ**—Bobby Christian, DFM 3005  
**SOUND EFFECTS (Vol. 1)**—DFM 3006  
**PERCUSSIVE JAZZ (Vol. 2)**—DFM 3007  
**CARTOON IN SOUND**—Bob Prescott DFM 3010

## CAPITOL Sounds and People Series

**PARIS: ITS SOUNDS AND PEOPLE**—T 10142  
**JAPAN: ITS SOUNDS AND PEOPLE**—T 10230  
**ITALY: ITS SOUNDS AND PEOPLE**—T 10186  
**MEXICO: ITS SOUNDS AND PEOPLE**—T 10185  
**AFTERNOON IN AMSTERDAM**—T 10003

## DECCA

**BRAZEN BRASS**—Henry Jerome, DL 74056 & 4056  
**BRAZEN BRASS BRINGS BACK THE BANDS**—Henry Jerome, DL 4125 & 74125  
**BRAZEN BRASS FEATURES SAXES**—Henry Jerome, DL 74127 & 4127  
**BRAZEN BRASS PLAYS SONGS EVERYBODY KNOWS**—Henry Jerome, DL 74106 & 4106  
**BRAZEN BRASS GOES HOLLYWOOD**—Henry Jerome, DL 74085 & 4085  
**HOLLYWOOD SOUND STAGE PERCUSSION AND SOUND**—Rosengarden-Krause Orchestra, DL 74184 & 4184  
**TRICKY TROMBONES**—Warren Covington and the Tommy Dorsey Orchestra, DL 74130 & 4130  
**DOUBLE EXPOSURE**—George Romanis and His Orchestra, DL 4170

## MERCURY

### Perfect Presence Sound

**FREDERICK FENNEL CONDUCTS GERSHWIN**—PPS 6006/PPS 2006  
**GUITAR GALAXIES**—George Barnes, PPS 6011/PPS 2011  
**DIXIELAND**—Cathcart and Best, PPS 6009/PPS 2009  
**EXCITING SOUNDS**—The Clebanoff Strings, PPS 6012/PPS 2012  
**WOODWINDS & PERCUSSION**—Hal Mooney, PPS 6013/PPS 2013  
**LATIN PERCUSSION**—David Carroll, PPS 6000/PPS 2000  
**10 TROMBONES LIKE 2 PIANOS**—Pete Rugolo, PPS 6001/PPS 2001  
**PERCUSSION ORIENTALE**—David Carroll, PPS 6002/PPS 2002  
**VIVA CUGAT**—Xavier Cugat, PPS 6003/PPS 2003  
**DISCUSSION IN PERCUSSION**—Mike Simpson, PPS 6004/PPS 2004  
**HARMONICA HOLIDAY**—Richard Hayman, PPS 6005/PPS 2005  
**FREDERICK FENNEL CONDUCTS VICTOR HERBERT**—PPS 6007/PPS 2007  
**PERCUSSION PARISIENNE**—David Carroll, PPS 6008/PPS 2008  
**TEN TRUMPETS AND TWO GUITARS**—Pete Rugolo, PPS 6016/PPS 2016  
**AROUND THE WORLD**—Quincy Jones, PPS 6014/PPS 2014  
**THE BEST OF CUGAT**—Xavier Cugat, PPS 6015/PPS 2015

**POP CONCERT IN SOUND**—Richard Hayman, PPS 6010/PPS 2010  
**WELLINGTON'S VICTORY**—London Symphony Orchestra (Dorati), LPS 9000 & 5000

## PREMIER

**LATIN BRASS**—John Evans, DM/DS 5001  
**JAZZ AND SWINGING PERCUSSION**—Bill Berry, DM/DS 5002  
**PERCUSSIVE SOUND OF THE BIG BAND**—DM/DS 5003  
**PERCUSSION CLASSICS**—Hamburg Philharmonic (Reiner), DM/DS 5004  
**PERCUSSION AND PIANO HONKY TONK**—Mike Di Nappoli, DM/DS 5005  
**EXOTIC PERCUSSION AND BRILLIANT BRASS**—John Evans, DM/DS 5006  
**SIZZLING STRINGS, CASTANETS, PERCUSSION**—Madrid Festival Orchestra (Quintero), DM/DS 5007  
**BRASS BAND BASH**—The Regimental Band of the Windsor Guards DM/DS 5008  
**PASSIONATE PERCUSSION**—Don Catelli, DM/DS 5009  
**POTENT PERCUSSION**—Don Catelli, DM/DS 5010

## RCA VICTOR Stereo Action

**DYNAMICA**—LSA 2287  
**IT'S MAGIC**—LSA 2290  
**RUNNIN' WILD**—LSA 2306  
**BRASS LACE WITH STRINGS**—LSA 2344  
**THE MUSIC GOES ROUND AND ROUND**—LSA 2353  
**SOUNDS TERRIFIC**—LSA 2365  
**CRAZY RHYTHM**—LSA 2371  
**FUTURA**—LSA 2376  
**STEREO ACTION GOES HOLLYWOOD**—LSA 2381  
**STEREO ACTION GOES BROADWAY**—LSA 2382  
**DYNAMICA DIMENSIONS**—LSA 2396  
**PARADISE REGAINED**—LSA 2396  
**EXCITEMENT, INCORPORATED**—LSA 2422  
**MORE DOUBLE EXPOSURE**—LSA 2432  
**STEREO ACTION UNLIMITED**—LSA 2489

## WARWICK RECORDS Percussion Series

**PERCUSSION IN HOLLYWOOD, BROADWAY, TELEVISION**—Morty Craft, W5000  
**RALPH BURNS IN PERCUSSION**—W5001  
**THE WORLD OF PERCUSSION**—Morty Craft, W5002  
**THE SOUL OF JAZZ PERCUSSION**—W5003  
**PERCUSSION**—Morty Craft, W5004  
**CONCERTOS IN PERCUSSION**—The Warwick Symphony Orchestra, W5005  
**GLENN MILLER MEETS THE DORSEY BROTHERS IN PERCUSSION**—W5007

\$\$\$ with JAY JAY RECORDS \$\$\$

More LP Sales... ORDER EARLY!

HEAR THE NEW VERSION

AULD LANG SYNE

JAY JAY 229 45 rpm

Lil' Wally and his Singing Group

WHITE CHRISTMAS

JAY JAY 253 45 rpm

HOW LOVELY IS CHRISTMAS

JAY JAY 228 45 rpm



By Lil' Wally

MORE JUKE BOX PLAYS...

EJ MARIE

JAY JAY 250 45 rpm

I'M LOOKING FOR A SWEETHEART

JAY JAY 252 45 rpm

MY WIFE SHE GOT DRUNK

JAY JAY 205 45 rpm

FREE! 25-45's FREE with every order of 100-45's DISTRIBUTORS TERRITORIES AVAILABLE OFFER EXPIRES DEC. 10, 1961

ONE LP FREE with purchase of every TEN (OFFER EXPIRES DEC. 10, 1961)



ORDER NOW! From your distributor or JAY JAY RECORD CO., 2452 S. Kedzie Ave., Chicago 23, ILL.



NEVER  
SO  
HIGH



NEVER  
SO  
FAST

**THE  
ALBUM  
THAT'S  
MAKING  
RECORD  
HISTORY**

ONLY 5 WEEKS OLD  
AND ALREADY NO.

**2**

**BEST SELLER - BILLBOARD**  
(STEREO CHART)

NO. **3**

**BEST SELLER - CASH BOX**  
(STEREO CHART)

FEATURING  
**ENOCH LIGHT**  
AND HIS  
60 PIECE ORCHESTRA  
RECORDED ON 35mm MAGNETIC  
FILM AT CARNEGIE HALL

ALSO AVAILABLE AS  
**SOUND 35/MM**  
(MONAURAL VERSION)

**ATTENTION**

**RADIO PROGRAM DIRECTORS  
SPECIAL OFFER  
FOR RADIO STATIONS  
MAIL FREE COUPON TODAY!**

**MAIL FREE COUPON TODAY!**

GRAND AWARD RECORD CO., INC. Dept. BB-11  
1501 Broadway, New York 36, N. Y.

Please send me complete information about SPECIAL OFFER on COMMAND  
and GRAND AWARD. Mono and Stereo Records for Radio Stations.

NAME .....  
RADIO STATION .....  
ADDRESS .....  
CITY ..... ZONE ..... STATE .....



## Earphone Doubles Music City Sales

By LEE ZHITO

HOLLYWOOD—Clyde Wallich's Music City found it was able to double its "sound" album sales by demonstrating them on an earphone listening device. In addition to this appreciable boost in LP sales, the demonstrations proved sufficiently impressive to help move a number of earphone units.

Six months ago, during a Warwick album push, Music City set up an earphone unit on the counter marked with an appropriate sign calling customers' attention to the demonstration. The listening device used was Sargent-Rayment's Bina-Phone, a self-contained unit with two sets of earphones, and stereo playback. (It lists at \$149.50 with the double earphone set, or \$129.50 when equipped with a single head-set.)

A clerk, who supervised the demonstration, would play the LP requested by the customer, and "sound" albums experienced a sudden sales surge. Directional sound is far more clearly defined through earphones than when heard through a stereo loudspeaker system. The fact that earphones were used, first attracted the customer's interest by offering him a different way to hear records than to which he has been accustomed; then, the earphones helped dramatize the stereo interest in the albums. This, coupled with the fact that "sound" albums by their nature tend to emphasize stereophonic effects, resulted in a demonstration that clinched sales.

According to Music City, earphones provide the best way to sell "sound" product. The impressive sales results prompted it to leave its earphone demonstrator on its counter where it is today. An additional benefit to this arrangement is the fact that each time a customer uses the earphone playback

unit at the counter, it frees a listening booth he otherwise would be occupying.

In addition to the counter unit, Music City has found it advantageous to equip some of its listening booths with earphones for the benefit of the more serious stereophiles.

## Quality Counts, Not Ping-Pong

• Continued from page 17

most especially now that the sound men have discovered music."

Al Trilling, music programming chief of WNEW, New York, says that the outlet utilizes many "sound" albums, but the selection is based entirely on quality of performance. Some "sound" packages are "too brassy" for WNEW, comments Trilling. The sound packages of Enoch Light (Command), Ted Heath (London's Phase 4 series), Terry Snyder (Command and Ultra-Audio) and Al Caiola (Ultra-Audio) are among those garnering air play on WNEW. Trilling opines that the strong air play radio stations gave Light's first Command package, "Provocative Percussion Vol. 1" by Terry Snyder, made that LP a best seller. "Perhaps, Perhaps, Perhaps" was the side from the LP which pulled the most spins.

Chester Santon, who has emceed "Adventures in Sound" on WQXR, New York, since 1953, also decries the "ping-pong" school of sound, and hopes it doesn't spread to the classical field. He admits that sponsors of stereo broadcasts sometime want the "dramatic effect" of maximum sound separation, but he himself believes the "advanced audiophiles" who listen to WQXR prefer a rich, full integrated sound. The success of London's new

## L. A. Moving Dale, Eldridge Singles

HOLLYWOOD — Strong newcomers in the Los Angeles singles market last week were led by "Let's Go Trippin'" with Dick Dale and the Deltones on the Deltone label, and Jimmy Eldridge's "It's Funny How the Time Slips Away." Others showing a healthy kick-off included Jimmy McCracklin's "Just Got to Know" (Art Tone), "Run to Him" by Bobby Vee (Liberty), and Fabian's "Wild Party."

## Hot Album Chart

• Continued from page 3

The chain ran an ad offering a cash refund if buyers didn't like the album. Customers could return the album within three days and get their money back. Korvette's last week was also in the middle of a price war on LP's with Gimbels in Philadelphia. (See separate story.)

Also new to the chart is Shelley Berman's "A Personal Appearance," on Verve (reported as "Bubbling" last week) which moved into the No. 90 slot this week. "Inside Shelley Berman" has been on BMW's chart for 133 weeks, making him the most durable of all the comedy LP artists.

### Promotional Boost

The only new album breaking into BMW's best selling stereo chart this week is "King of Kings," by Miklos Rozsa on MGM. The LP moved in fast and high (No. 30), sparked by the all-out exploitation campaign behind the film spectacular, which opened in theaters across the country two weeks ago. Rozsa composed the movie score, but his album is not a sound track package.

The impact of two other movie exploitation campaigns is seen in the fact that Columbia's sound track LP's "West Side Story" and "Guns of Navarone" are on the verge of making the stereo chart. The "West Side Story" sound track album jumped from 80 to 58 on the monaural chart this week.

Also "Bubbling" just off the stereo chart this week are several "sound" packages—Henry Jerome's "Brazen Brass in Hollywood," on Decca, and London's "Phase 4" LP's — Edmundo Ros' "Bongos From the South," "Exotic Percussion" by Stanley Black, "Percussion Around the World," and "Percussion Twenties" by Chico Roger.

### UA Pacts Marv Johnson

NEW YORK — United Artists Records has signed Marv Johnson to a new three year contract. Deal was negotiated by UA prexy Art Talmadge and Johnson's manager Berry Gordy Jr. Johnson has been with UA since shortly after its inception, and made the label's first hit, "Come to Me."

## Odd Sounds Sell on Wax

• Continued from page 17

space, speed, forest, jungle and storms have already been put on wax. In addition there are a variety of albums available that detail the sounds of animals of all shapes and sizes, birds and even the human heart.

Two of the leading companies in this race to capture the sounds of the world we live in are Riverside Records and Folkways. The Riverside sound catalog is centered more upon engines than anything else, and the company's listing of automobile race car and aircraft engine waxings is formidable. There are 24 albums of sports cars including on-the-spot diskings of races at the Bonneville Salt Flats and eight LP's devoted to the Sebring tournaments. In addition there are special sets depicting the sound of hot rods, drag races, and vintage sports cars. Mercury Records also has a sports car set which covers the Indianapolis 500-mile race.

In addition to its sports car sounds, Riverside has a set reproducing the sound of current jet fighters and another that deals with the sound of World War I aircraft.

The importance Riverside places on its specialty records can be noted by the fact that the company has introduced a new label specifically meant to deal with these audio oddities called Fortissimo. (The company is also specially producing the albums with a particularly sensitive surface material called polymax.)

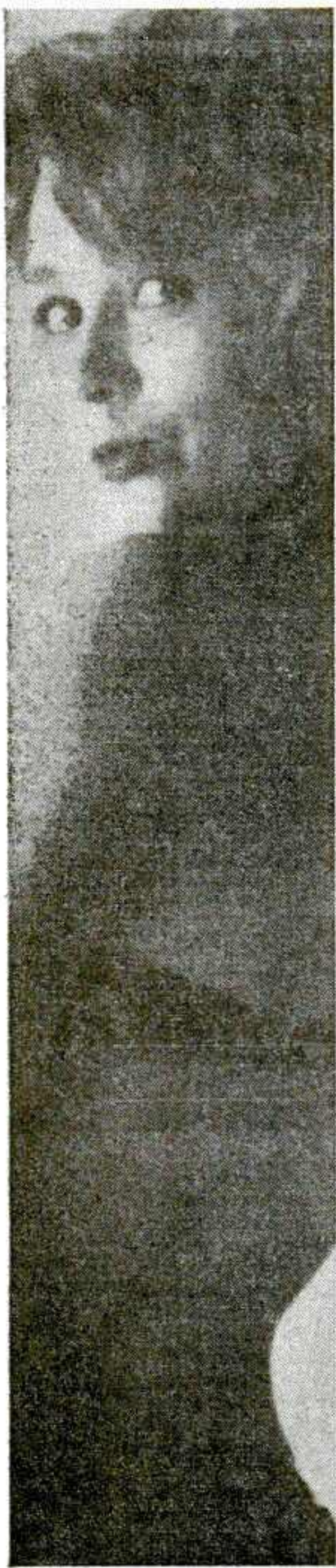
Folkways Records has some unique material in its catalog which can be classed in the "sound of sound" category. A series of some 13 albums covers such diverse subjects as animals, carnivals, the

South American Rain Forest, Jerusalem, sea animals, self-hypnosis, the camp and the sea. In addition there is an album produced by the Lion label which has recorded space stories and sounds.

The sounds of the railroad in action seems to rank on an even par with those of sports cars in popularity. No less than 24 albums have been devoted to this mode of transportation covering everything from diesel and steam locomotives to whistles, wheels and switches. A myriad of companies have produced these sets with Audio Fidelity, Cook, Folkways among the better known.

Cook Laboratories has a series that more or less covers the natural phenomena. In the firm's catalog are albums documenting the sounds of sea, storm, sky and satellites. Nature sounds have been put on wax by many recording companies. Cornell University has a series cataloging the songs of birds and insects, as does the Ficker label. Folkways has one whole album devoted to North American frogs.

It is pretty well acknowledged that, despite the volume and diversity of the material on "sound of sound" records, the leading diskeries concentrating on these specialty records are ever on the watch for untouched areas to which they can bring their microphones. It is known, for instance, that one such company is readying contracts with Civil War Centennial authorities to record re-enactments of such famous battles as Manassas, Gettysburg and the burning of Atlanta.



SCRATCH  
MY  
BACK

Ray  
Stevens

71888



AUDIO FIDELITY RECORDS  
New Releases—Entire Catalog  
Buy 5... Get 1 FREE!  
THE BEST OF THE  
DUKES OF DIXIELAND  
\$2.98 Full dealer markup  
Mono or Stereo  
Suggested List  
BONUS PRE-PACK DISPLAY!  
10 Mono—10 Stereo—2 Free Stereo.

## DEAN MORGAN

Canadian Teen Sensation



"OUCH! YOU'RE  
BREAKING  
MY HEART"  
and  
"WHAT'S UP  
BUTTERCUP"

20th-Fox 273

POLYMAX  
CREATED BY  
RESEARCH CRAFT CORPORATION  
1011 NO. FULLER AVENUE LOS ANGELES 46, CALIF.



# \$5000 REWARD



**DM/DS 5001 LATIN BRASS**  
John Evans and the Big Band unleash the sounds of blazing brass and sizzling percussion in explosive arrangements of cha-chas.



**DM/DS 5002 JAZZ & SWINGING PERCUSSION**  
Featuring the exciting trumpet of Bill Berry, one of America's best young musicians; an alumnus of the Stan Kenton and Woody Herman bands.



**DM/DS 5003 PERCUSSIVE SOUND OF THE BIG BAND**  
The Big Band of John Evans bring a unique series of sound experiences to crisply swinging arrangements of big band standards.



**DM/DS 5005 PERCUSSION & PIANO HONKY TONK**  
The "king" of honky tonk piano, Mike Di Napoli, plus fabulous percussion effects. All captured in thrilling high fidelity sound.



**DM/DS 5004 PERCUSSION CLASSICS**  
Karl Reiner and the Hamburg Philharmonic in fantastic wide-range reproduction of the two most famous classical percussion compositions.

**DIRECTIONAL RECORDS** issues this open statement as a blast against those in the record industry who do not care about effective in-store promotion after their 'sound' records hit the counter.

35mm, Phase 4 etc., etc., are all terrific recording techniques. However, we believe that what the Record Retailer really needs is to be helped by terrific merchandising techniques. Without the retailer, the whole 'sound' idea would disappear. Our exclusive in-store display, the **VISUAL STEREO DISPLAY**, does more for the retailer than any other record innovation in the whole history of stereo record merchandising.

Our exclusive **VISUAL STEREO DISPLAY** demonstrates what no salesman can ever hope to achieve with just conversation. The 'Dancing Lights' incorporated in the display have created retail sales beyond all expectations in areas where 'sound' records had run their course . . . outselling our leading competitor by as much as 20 to 1.

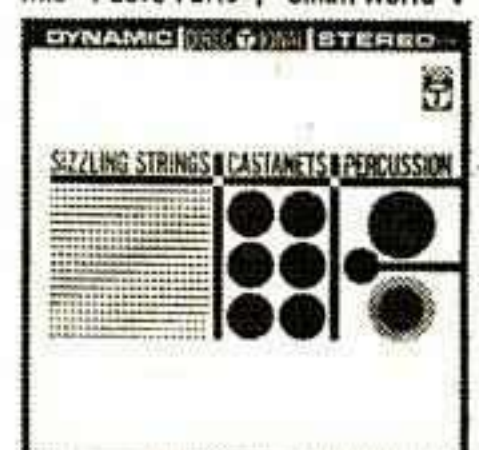
We now offer \$5,000.00 reward to any one if he can prove that our **VISUAL STEREO DISPLAY & TESTER** does not truly depict, dramatically and effectively, the miraculous sound we claim for **DIRECTIONAL RECORDS**.

For complete details on how you can obtain a **VISUAL STEREO DISPLAY** unit, and for the success stories and sales figures about this brand new merchandising aid, call me personally at Wisconsin 7-0982 in New York, and I will arrange an immediate demonstration.

Philip Landwehr, President.  
Premier Albums Inc.



**DM/DS 5010 POTENT PERCUSSION**  
Don Catelli and the All Stars play percussion arrangements for dancing. Fantastic sounds to favorites like "I Love Paris", "Small World".



**DM/DS 5007 SIZZLING STRINGS & CASTANETS PERCUSSION**  
Don Luis Quintero and Madrid Festival Orch. with flamenco guitarist Jose Alvarez, in fiery, exciting performances of the musical rhythms of Spain.



**DM/DS 5008 BRASS BAND BASH**  
The Regimental Band of the Windsor Guards in the most dazzling, brassy sounding set of march tunes ever recorded. Sousa to "Guadalcanal March".



**DM/DS 5009 PASSIONATE PERCUSSION**  
Don Catelli and the All Stars in striking, percussion arrangements of hot latin dance music like "Brazil", "Taboo", "Cha Cha #5".



**DM/DS 5006 EXOTIC PERCUSSION AND BRILLIANT BRASS**  
This album is the years' most provocative and unique LP. John Evans and the Big Band with the most fabulous arrangements ever heard.

# DIRECTIONAL RECORDS

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



**VOX JOX**

By **JUNE BUNDY**

**THIS 'N' THAT:** New York radio fan Judy Lee's query as to the whereabouts of some of her favorite Manhattan deejays was partially answered last week. Ernie Stone called to say he's been at WNTA, Newark, N. J. for the past two years, and is currently doing a "talk show" with Elizabeth Morgan from 2 to 3 p.m. Burt Sherwood, formerly with WMCA, New York, also contacted Vox Jox to report he's currently "at home in Connecticut." Sherwood added, "I must say that it's nice to be remembered by somebody."

**FANATICS WITHOUT A CAUSE:** Buddy Morris, KDAN, Eureka, Calif., writes, "Since the popularity of 'Johnny Willow,' I've organized the John Willow Society—not to be confused with the John Birch Society. Its membership consists mainly of little old ladies with high-heeled tennis shoes, who carry green umbrellas and play git-fiddles. We are fanatics without a cause, and, believe it or not, people write in every day for membership. As you can see, we have a large segment of nuts hereabouts. Also have instigated the 'Save Our Bears' Society. After all bears are friendly folk. Listeners send their cards and letters to the S.O.B. Society." On a serious plane, Morris reports he recently received a special certificate and plaque of appreciation from the U. S. Air Force for "untiring and outstanding efforts in support of the Air Force Recruiting activities."

**WILD DISK BREAKOUTS:** Nelson Noble, owner-manager of WILD, Boston, writes, "WILD (a 100 per cent independent Negro programming station) has the most unique music format in existence, which combines jazz and rhythm and blues in such a manner that lovers of both find it easy to listen all day long. It took me eight months to work it out and I attribute the success of this format to the fact that I have the right men handling it on the air. (Jimmy Byrd, Wildman Steve, Rev. Melvin Massey and Mark Grimes.) Ten weeks after we hit the air with it, WILD was sold out and is presently sold out through the first of the year. In the past three months WILD has broken 37 hits in both the jazz and r.&b. music fields. We know which ones break, because no other station in the area is playing the records referred to. All this can be documented if necessary."

**THIS 'N' THAT:** Arch Yancey, formerly with WERE, Cleveland, returns to KNUZ, Houston, November 8 in the morning traffic slot, and KNUZ program director Kent Grant would like brief tapes by recording artists welcoming Yancey back to Houston. "Yancey's return," notes Grant, "does not coincide with a departure. We are revising the schedule so that we have five deejays each pulling three hour shows. The jockey staff includes Paul Williams, Joe Ford, Chuck Adams, Paul Berlin, Jerry Rice and Joe Walker."

**COMEDY WAX WANTED:** Mike Jordan, KMAC, San Antonio, needs comedy LP wax for his two programs, a "sweet sound" morning show on KMAC and a jazz airer on KISS-FM at night. He "uses comedy exclusively" on both programs. We'll carry more info on Jordan's usage of comedy albums in BMW's forthcoming "Comedy and Spoken Word" special, November 20. Meanwhile, if you're playing comedy or spoken word packages on a regular basis, we hope you'll send details on such programming.

**CHANGE OF THEME:** Paul Brenner is back at WNTA, Newark, N. J., and is already "sold out" sponsor-wise. . . . The all-fem station, WHER, Memphis, has started a new program service, "Girl on the Go," which features 90 second interviews with local people in all activities—sports, fashions, medicine, civic events, etc. Dotty Abbott, co-ordinator of the program, reports on entertainment, society business and industry. Also reporting on various themes are Marge Thrasher, and Janie Joplin. Miss Abbott notes, "Sunday WHER was six years old. Wonder what happened to those fellows who told me that it wouldn't last six months? On Friday and Saturday of last week we were completely sold out and could not have put on another spot!"

Dick Summers, WISH and WISH-TV, Indianapolis, is syndicating his "Summertime Story of the Week," which satirizes the biggest news stories of the week, via the use of wild tracks from comedy LP's, bits of current pop hits, etc. The package includes a custom opening, the story, commercial and closing. Station WABY, Albany, N. Y., is the first station (other than WISH and WISH-TV) to use it.

Bob Eubanks has replaced Wink Martindale as host-emcee on the weekly record hop "POP Dance Party," which originates from Pacific Ocean Park on KTLA, Hollywood, every Saturday. Martindale is leaving the show to concentrate on his career as a Dot Records artist.

**CHANGE OF THEME:** Bob Barnett has taken over the 5-9 p.m. time seg on KALL, Salt Lake City. . . . Here's a father and son deejay team. Roger Gallagher, for nine years a member of the Gallagher-Joe O'Brien early-morning team on WMCA, New York, is currently with KNX, Hollywood. His 24-year-old son Fred is spinning 'em at KWTC, Barstow, Calif. . . . Jimmy Byrd has joined WILD, Boston, in the morning time slot. The outlet—which specializes in jazz, rhythm and blues, gospel and pop platters—now has the following personnel line-up: Nelson Noble, owner-general manager, and deejays "Wildman" Steve, Mark Grimes, Hank McFarland and Rev. Melvin Massey.

**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 think the move of country and western artists into the pop market is good or bad for the c.&w. field?**

**THE ANSWERS**

**C. V. (Red) JONES**  
KWKH, Shreveport, La.

Good. Strong lines once kept a "country" singer's talents from being heard in the pop field. Lines were erased, however, and the country field recognized as a fantastic draw for excellent talent and material. In 1961, there is a very thin division between ALL fields of music. On a pop deejay show you'll hear Domino, Reeves, and Winterhalter, in that order. If it's good and people want to hear it, I play it—regardless of its field.



**RALPH EMERY**  
WSM, Nashville

Good. It proves that c.&w. records have as much impact as those from the pop field. C.&w. has often been assailed as "that old hillbilly music," and as a result, labors under an inferiority complex. Its people feel they have to prove something. Many dual market hits have been produced by the field. Songs like "He'll Have to Go," "Don't Worry," and "Big Bad John" have given c.&w. music greater popularity.



**CLARENCE KNEELAND**  
WICH, Norwich, Conn.

When a c.&w. artist hits in the pop field with a pop-flavored song, it proves only the versatility of the artist. Examples of country artists turned pop: Patti Page, Ernie Ford, Tommy Sands, Sonny James. If, however, a country artist hits pop charts with a country tune in c.&w. style, it's a definite boost to the country field. Examples: Jim Reeves, Eddy Arnold, Johnny Cash, Stonewall Jackson, and two late greats, Hank Williams and Johnny Horton.



**Al Madison's Twist Title**

NEW YORK—Due to a typo, the name of Al Madison's new Golden Crest record was omitted from BMW's story about the Twist last week. The disk is tagged "The Society Twist," backed by the "Madison Avenue Twist."

**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.

**SUE THOMPSON**



This comely thrush is currently represented on the Hot 100 with the top-selling single version of "Sad Movies (Make Me Cry)" spinning on the Hickory label. Sue Thompson was born an only child to Vurl and Pearl McKee and spent most of her first 11 years on a farm near Nevada, Mo. Her real name is Eva Sue McKee.

At the age of 7, Miss Thompson began singing and playing the guitar and entertaining at school and church functions. After the family moved to Seridan, Calif., the ambitious vocalist managed to keep singing every chance she got in addition to going to high school and working at summer jobs.

Her first professional appearance came when she entered a contest at a vaudeville theater and won a two-week engagement there plus a movie role. Soon after she was appearing on a local radio show and recording for Mercury Records under direction of Murray Nash and later Dee Kilpatrick. Miss Thompson then went on to make numerous successful club and TV appearances, mostly in Las Vegas, where she and her artist husband, Hank Penny, made their home. Since leaving Mercury Records, Sue Thompson has recorded for Decca and Columbia and now has signed a contract with the Hickory label. The last move looks like a good one, as her Hickory waxing is the singer's first chart topper.

**PARIS SISTERS**



This new femme vocal group from San Francisco called the Paris Sisters are named Albeth, Sherrell and Priscilla. They began singing together as children, and not unexpectedly, as both parents had varied and extensive musical backgrounds. The girls began performing professionally as a unit when they were 13, 11 and 9 respectively. They performed for USO camp shows and did more dancing than singing. When their vocalizing caused great reaction, they decided to concentrate on the vocal end of the business.

During the past few years they have made personal appearances at various clubs and TV shows. Lester Sill, Gregmark record chief, caught their act and signed the girls to a long-term recording contract. Their initial release, "Be My Boy," became a solid chart item and their current disk, "I Love How You Love Me," has also scored well.

Albeth is the spokesman for the group and does the emceeing on stage. Her hobbies include painting, poetry and water-skiing. Sherrell is the sports enthusiast and excels in tennis. She also has a flair for songwriting. Priscilla sings lead and her hobbies are bowling and horseback riding.

**YESTERYEAR'S HITS**

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

**POP—5 Years Ago  
NOVEMBER 10, 1956**

1. Love Me Tender, E. Presley, RCA Victor
2. Green Door, J. Lowe, Columbia
3. Don't Be Cruel/Hound Dog, E. Presley, RCA Victor
4. Just Walking in the Rain, J. Ray, Columbia
5. Singing the Blues, G. Mitchell, Columbia
6. Honky Tonk (Parts I & II), B. Doggett, King
7. Blueberry Hill, F. Domino, Imperial
8. True Love, B. Crosby-G. Kelly, Capitol
9. Friendly Persuasion, P. Boone, Dot
10. Tonight You Belong to Me, Patience and Prudence, Liberty

**POP—10 Years Ago  
NOVEMBER 10, 1951**

1. Cold, Cold Heart, T. Bennett, Columbia
2. Because of You, T. Bennett, Columbia
3. Sin, E. Howard, Mercury
4. I Got Ideas, T. Martin, RCA Victor
5. Sin, Four Aces-A. Alberts, Victoria
6. Down Yonder, Del Wood, Tennessee
7. Undecided, Ames Brothers-L. Brown, Coral
8. The World Is Waiting for the Sunrise, L. Paul-M. Ford, Capitol
9. Turn Back the Hands of Time, E. Fisher, RCA Victor
10. Sin, S. Churchill, RCA Victor

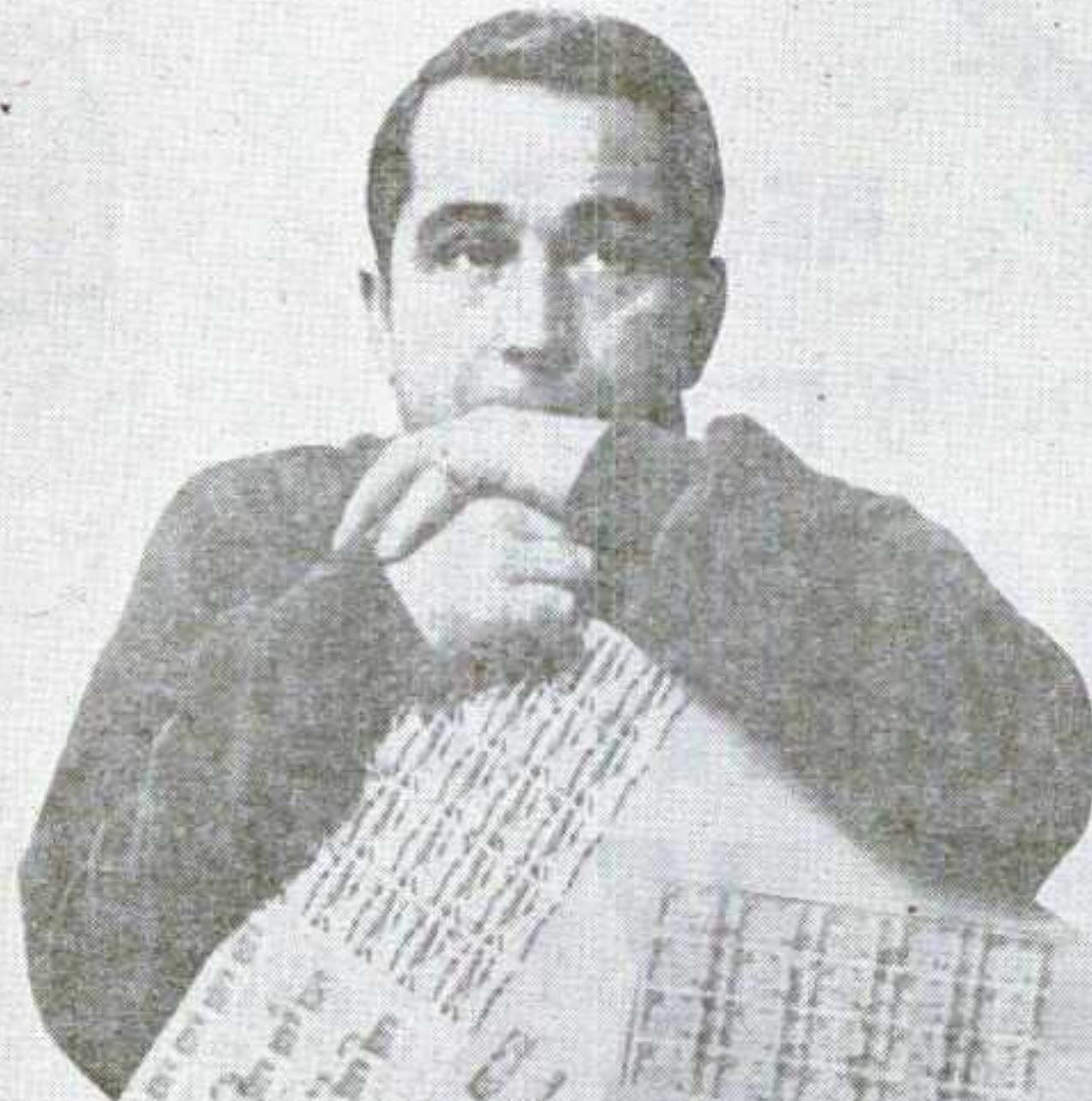
**RHYTHM & BLUES—5 Years Ago—NOVEMBER 10, 1956**

- Blueberry Hill, F. Domino, Imperial
- Let the Good Times Roll, Shirley and Lee, Aladdin
- Love Me Tender, E. Presley, RCA Victor
- Oh, What a Night, Dels, Vee Jay
- In the Still of the Night, Satins, Ember

- It Isn't Right, Platters, Mercury
- Lonely Avenue, R. Charles, Atlantic
- I Can't Quit You Now, O. Rush, Cobra
- ABC's of Love, Teen-Agers, Geo
- She's Got It, Little Richard, Specialty



*We got letters...*



*Perry Como  
90 RCA Victor Records  
New York, N.Y.*



*Please drop everything  
and record  
"You're Following Me."  
It's the biggest!  
Harvey Fans,  
Everywhere, U.S.A.*

*and Perry's got a hit!*

**You're Following Me...Perry Como # 7962** Perry sang it on his first TV show of the new season. The following week, a flood of mail demanded that he record it, so he did just that. It's got a built-in following! Order now.





**Dot**® RECORDS

proudly presents

**LAWRENCE  
WELK** **A  
GREAT  
NEW  
HIT**



**A-ONE A-TWO  
A-CHA CHA CHA**

**B/W YOU GAVE ME WINGS #16285**

**ALBUMS BY LAWRENCE WELK:**

Silent Night • DLP 3397  
Yellow Bird • DLP 3389  
Calcutta • DLP 3359  
Last Date • DLP 3350

The Champagne Music Of Lawrence Welk • DLP 3342  
Lawrence In Dixieland • DLP 3317  
Polkas • DLP 3302  
Sweet And Lovely • DLP 3296  
To Mother • DLP 3284  
Strictly For Dancing • DLP 3274  
Songs Of The Islands • DLP 3251

I'm Forever Blowing Bubbles • DLP 3248  
The Great Overtures In Dance Time • DLP 3247  
Great American Composers • DLP 3238  
Dance With Lawrence Welk • DLP 3224  
Lawrence Welk Glee Club • DLP 3218  
Voices And Strings Of Lawrence Welk • DLP 3200  
Mr. Music Maker • DLP 3164



**"THE NATION'S BEST SELLING RECORDS"**



THEY'RE HERE!!

SONNY JAMES

(The Southern Gentleman)

"BROKEN WINGS"

c/w

"YOUNG LOVE"

Groove G4-1

4.9¢

Mfr's. Nat'l Adv. Price  
Optional with Dealer

singles

on

Groove®

BARRY RICHARDS

"WHAT ARE YOU,  
SOME KIND OF NUT?"

arranged and conducted by RAY ELLIS

c/w

"LAST NIGHT A  
HEART WAS BROKEN"

Groove G4-2

Order now from your  
RCA Victor distributor.

Groove®



# ALBUM PROGRAMMING & BUYING GUIDE

## 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

All the Way (Cap)	108
Paul Anka Sings His Big 15 (ABC)	33
● PAUL ANKA SINGS HIS BIG 15, VOL. II (ABC)	92
Belafonte at Carnegie Hall (RCA)	(16) 21
● BOLL WEEVIL SONG AND 11 OTHER GREAT HITS (AMER)	128
Come Swing With Me (Cap)	(48) 49
Bobby Darin Story (Atco)	42
Heavenly (Col)	61
● HELL BENT FOR LEATHER (COL)	95
● HITS OF THE ROCKIN' 50's (LIB)	85
Buddy Holly Story (Cor)	104
Hymns (Cap)	131
● I REMEMBER TOMMY (REP)	147
Johnny's Greatest Hits (Col)	30
Johnny's Moods (Col)	139
Jump Up Calypso (RCA)	(10) 3
● LOVE SWINGS (ATCO)	117
Moody River (Dot)	109
● MY KIND OF GIRL (WARWICK)	87
Nice 'N' Easy (Cap)	126
Portrait of Johnny (Col)	(14) 2
● JIMMY REED AT CARNEGIE HALL (VJ)	90
Rick Is 21 (Imp)	68
Ring-A-Ding Ding (Rep)	71
● RYDELL AT THE COPA (CAMEO)	73
Sinatra Swings (Rep)	(9) 22
● SING TO ME, MR. C. (RCA)	(50) 129
Something for Everybody (RCA)	(31) 35
● WHOLE LOTTA FRANKIE (CHANCELLOR)	84

#### Female Vocalists

All the Way (Dec)	28
At Last (Argo)	146
● BASIN ST. EAST PROUDLY PRESENTS MISS PEGGY LEE (CAP)	110
Emotions (Dec)	137
Cornie's Greatest Hits (MGM)	46
● HE NEEDS ME (EVEREST)	101
● I HAVE DREAMED (COL)	115
● I'M GLAD THERE IS YOU (EVEREST)	67
Judy at Carnegie Hall (Cap)	(1) 1
Mock the Knife (Ver)	130
● NEVER ON SUNDAY (MGM)	40
Roarin' 20's (WB)	60
● SPECIAL DELIVERY (RCA)	122
● THIS LITTLE BOY OF MINE (EVEREST)	57
● TIMI YURO (LIB)	120

#### Duos and Groups

● COLORFUL VENTURES, THE (DOLTON)	150
Encore of Golden Hits (Mer)	44
Four Preps on Campus, The (Cap)	(28) 17
From the Hungry I (Cap)	140
Goin' Places (Cap)	(27) 38
Here We Go Again (Cap)	81
● HIGHWAYMEN, THE (UA)	80
Kingston Trio (Cap)	59
● KINGSTON TRIO CLOSE UP, THE (CAP)	(29) 8
● LIMELITERS, THE (ELEKTRA)	(41) 50
Make Way (Cap)	107
● SLIGHTLY FABULOUS LIMELITERS (RCA)	(46) 29
Tonight in Person (RCA)	32
● VENTURES, THE (DOLTON)	143

#### Choruses

Fireside Sing Along With Mitch (Col)	48
Folk Song Sing Along With Mitch (Col)	113
Happy Times Sing Along With Mitch (Col)	114
● HOLIDAY SING ALONG WITH MITCH (COL)	135
Memories Sing Along With Mitch (Col)	64
More Sing Along With Mitch (Col)	69
Saturday Night Sing Along With Mitch (Col)	66
Sentimental Sing Along With Mitch (Col)	83
Sing Along With Mitch (Col)	(18) 13
TV Sing Along With Mitch (Col)	(22) 11
● YOUR REQUEST SING ALONG WITH MITCH (COL)	(7) 15

#### Mixed Voices

Oldies But Goodies (OS)	43
Oldies But Goodies, Vol. III (OS)	19

### COMEDY LP'S

● AIN'T THAT WEIRD? (RCA)	20
● BEHIND THE BUTTON-DOWN MIND OF BOB NEUHWART (WB)	34
Button-Down Mind of Bob Newhart (WB)	55
Button-Down Mind Strikes Back (WB)	75
Stan Freberg Presents the U. S. A. (Cap)	78
Here's Jonathan (Ver)	77
In Living Black and White (Colpix)	127
Inside Shelley Berman (Ver)	96
Jose Jimenez at the Hungry I (Kapp)	16
Knockers Up (Jub)	23
● MOMS MABLEY AT PLAYBOY CLUB (CHESS)	62
Moms Mabley at the U. N. (Chess)	51
● MURRAY THE "K's" SING ALONG WITH THE ORIGINAL GOLDEN GASSERS (ROULETTE)	76

Title (Label) (Stereo) Mono Top LP Rank

● PERSONAL APPEARANCE, A (VERVE)	99
Rejoice Dear Hearts (RCA)	100
Sinsational (Jub)	56
Songs for Sinners (Jub)	94

### INSTRUMENTAL LP'S

#### Mood and Dance

Calcutta (Dot)	(13) 36
Ebb Tide and Other Instrumental Favorites (Dec)	(36) 25
● GOLDEN WALTZES (DOT)	(44) 118
Italia Mia (Lon)	142
Mr. Lucky Goes Latin (RCA)	134
● MUCHO GUSTO! (COL)	(38)
● NEW PIANO IN TOWN (RCA)	72
Orange Blossom Special and Wheels (Dot)	144
Piano Forte (RCA)	133
● SATIN AFFAIR (CAP)	89
Say It With Music (Col)	111
● SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. III (POPULAR) (RCA)	10
● SOMEBODY LOVES ME (COL)	(23) 37
● SONGS OF THE SOARING 60's (KAPP)	(49) 74
Stars for a Summer Night (Col)	(5) 27
● TOUCH OF ELEGANCE, A (COL)	149
Yellow Bird (Life)	(32) 93
Yellow Bird (Dot)	(8) 12
● YELLOW BIRD (KAPP)	148

#### Jazz

Ray Charles and Betty Carter (ABC)	52
● MILES DAVIS, IN PERSON FRIDAY NIGHT AT THE BLACKHAWK, SAN FRANCISCO, VOL. I (COL)	98
Dreamstreet (ABC)	86
Exodus to Jazz (VJ)	(15) 54
Pete Fountain's New Orleans (Cor)	123
Genius of Ray Charles (Atl)	102
Genius Plus Soul Equals Jazz (Impulse)	82
● HE'S THE KING (RCA)	63
Al Hirt, Greatest Horn in the World (RCA)	(43) 136
Time Out (Col)	(19) 7
What'd I Say (Atl)	97

#### Teen Beat

Dance Till a Quarter to Three (LeGrand)	47
● LET'S TWIST AGAIN (PARKWAY)	88
On the Rebound (RCA)	138

#### Percussion and Sound

● BIG BAND PERCUSSION (LON)	(25)
● MELODY AND PERCUSSION FOR TWO PIANOS (LON)	(34) 121
● PASS IN REVIEW (LON)	(17)
● PERCUSSION OOM PAH (LON)	(47)
Persuasive Percussion, Vol. I (Com)	(12)
Provocative Percussion, Vol. I (Com)	(37)
● STEREO 35/MM (COM)	(2)

### SHOW MUSIC

#### Original Cast

Camelot (Col)	(4) 4
Carnival (MGM)	(39) 24
Fiorello (Cap)	91
Gypsy (Col)	124
Music Man (Cap)	79
My Fair Lady (Col)	(24) 39
The Sound of Music (Col)	(3) 6
South Pacific (Col)	31
Unsinkable Molly Brown (Cap)	125
West Side Story (Col)	(33) 45

#### Sound Track

Ben-Hur (MGM)	103
● BLUE HAWAII (RCA)	(35) 5
Exodus (RCA)	(21) 9
● FANNY (WB)	145
G. I. Blues (RCA)	(42) 41
● GUNS OF NAVARONE, THE (COL)	106
Never on Sunday (UA)	(6) 26
● PARENT TRAP (VISTA)	119
● PARRISH (WB)	141
South Pacific (RCA)	(40) 112
● WEST SIDE STORY (COL)	58

#### Music From Musicals, Films and TV

● BREAKFAST AT TIFFANY'S (RCA)	(45) 53
Film Encores (Lon)	132
Great Motion Picture Themes (UA)	(26) 18
● KING OF KINGS (MGM)	(30)
Music From Exodus and Other Great Themes (Lon)	(20) 105
● WEST SIDE STORY (CAP)	116

### CLASSICAL & SEMI-CLASSICAL LP'S

● RODGERS: VICTORY AT SEA, VOL. III (RCA)	(11) 65
Sixty Years of Music America Loves Best, Vol. II (RCA)	70
● SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. III (CLASSICAL) (RCA)	14

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

## Reviews of New Albums

The pick of the new releases:



Strongest sales potential of all albums reviewed this week.

### Pop

#### RUNAROUND SUE



Dion. Laurie LLP 2009—Dion is one of the hottest of the current performers with "Runaround Sue," a top national side. This hit is included here along with its single flip "Runaway Girl," plus a number of other past pop hits (of other artists). Among these are "Dream Lovers," "Little Star," etc. Solid wax with a good cover shot of the chanter.

#### FLOYD CRAMER



RCA Victor LPM 2466 (Stereo & Monaural)—Listeners familiar with Cramer's distinctive, gospel-flavored piano style and his "Late Date," initial hit and its follow-ups, will take to this latest album selection. It's the great piano sound in the spotlight, augmented with strong but simple arrangements for strings and voices. Tunes include "Your Last Goodbye," "Unchained Melody," "You Win Again," etc. Fine mood wax.

#### FLOWER DRUM SONG



Sound Track. Decca DL 79098 (Stereo & Monaural)—The Broadway cast version of this Rodgers and Hammerstein hit show has been a steady seller and this motion picture sound track version can be expected to generate like excitement. The Universal pic features Nancy (Suzie Wong) Kwan, Miyoshi Umeki, James Shigeta and Juanita Hall, all of whom are heard from here. Wax should provide plenty of counter activity and spur jock spins.

#### HOW TO SUCCEED IN BUSINESS WITHOUT REALLY TRYING



Original Cast. RCA Victor LSP 1066 (Stereo & Monaural)—Here's the original cast waxing of what is easily one of the hottest shows to break since "My Fair Lady." Cast includes Rudy Vallee, Robert Morse, Bonnie Scott and others and the score is by Frank Loesser. All the best ingredients are right here, including a highly tuneful score. This one can hardly miss.

#### KERN AND PORTER FAVORITES



Morton Gould and His Ork. RCA Victor LM 2559 (Stereo & Monaural)—Gould's lush, symphonic-styled ork treatments are spotlighted on a group of memorable Jerome Kern and Cole Porter standards. A sock package of nostalgia with prime programming appeal. Selections include "Night and Day," "All the Things You Are," "I Get a Kick Out of You," "Yesterdays," etc.

#### HYMNS AT HOME



Tennessee Ernie Ford. Capitol ST 1604 (Stereo & Monaural)—Tennessee Ernie Ford returned to his home town in Bristol, Tenn., to record this album of hymns with his kinfolk at the Anderson Street Methodist Church. And it reflects the home town warmth and friendliness. The hymns include "Blest Be the Tie That Binds," "His Amazing Grace," "Sweet Hour of Prayer" and other favorites. They are sung by Ernie and his kin with much charm and feeling and the album should be a smash seller.

### Jazz

#### GROOVIN' WITH JUG



Richard Holmes and Gene Ammons. Pacific Jazz PJ 32—Tenor saxist Gene Ammons has a power-packed LP in this set of six tracks. Accompanied by organist Richard Holmes, guitarist Gene Edwards and drummer Leroy Henderson, he swings through a romping assortment of blues and standards that demonstrate the tenorman's hard-nosed sound and wailing concepts. The beat is strong and the improvisation vibrant. Three of the tracks were recorded in an in-person take at the Black Orchid night club in Los Angeles.

#### JAZZ ABSTRACTIONS



Various Artists. Atlantic 1365—This album will be enjoyed by many and spurned by many other jazz fans, but this very controversy will help it to become a strong seller. It's the third-stream tradition, spotlighting a top-flight group of jazz musicians, plus classical men. Jazzmen include Ornette Coleman, Jim Hall, Eric Dolphy, and the late Scot La Faro to whom the album is dedicated. Tunes are by Gunther Schuller and Jim Hall, with "Abstraction" and "Django" most interesting.

(Continued on page 44)



LSP-2426



**LIVING STEREO**

A "New Orthophonic" High Fidelity Recording

**RCA VICTOR**



**PRESENTS**  
AN ORIGINAL SOUND TRACK ALBUM  
**14 GREAT SONGS**

SEE

**ELVIS**

IN HAL WALLIS'

**BLUE HAWAII**

**14 GREAT SONGS**

# ELVIS' LATEST!

14 GREAT SONGS FROM THE ORIGINAL BLUE HAWAII SOUNDTRACK.  
A HAL WALLIS PRODUCTION, A PARAMOUNT PICTURES RELEASE.

- ☆ BLUE HAWAII
- ☆ ALMOST ALWAYS TRUE
- ☆ ALOHA OE
- ☆ NO MORE
- ☆ CAN'T HELP FALLING IN LOVE
- ☆ ROCK-A-HULA BABY
- ☆ MOONLIGHT SWIM

LSP/LPM-2426

IN LIVING STEREO AND MONAURAL HI-FI

**ORDER NOW!**

**RCA VICTOR**

The most trusted name in sound

- ☆ KU-U-I-PO
- ☆ ITO EATS
- ☆ SLICIN' SAND
- ☆ HAWAIIAN SUNSET
- ☆ BEACH BOY BLUES
- ☆ ISLAND OF LOVE
- ☆ HAWAIIAN WEDDING SONG



★ STAR PERFORMERS—Selections registering greatest upward progress this week. S Indicates that 45 r.p.m. stereo single version is available. △ Indicates that 33 1/3 r.p.m. mono single version is available. ▲ Indicates that 33 1/3 r.p.m. stereo single version is available.

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Wk. On Chart
1	3	3	8	<b>BIG BAD JOHN</b>	Jimmy Dean, Columbia 42175	6
2	1	1	2	<b>RUNAROUND SUE</b>	Dion, Laurie 3110	7
3	2	2	3	<b>BRISTOL STOMP</b>	Dovells, Parkway 827	9
4	4	4	1	<b>HIT THE ROAD JACK</b>	Ray Charles, ABC-Paramount 10244	9
5	17	21	31	<b>FOOL #1</b>	Brenda Lee, Decca 31309	6
6	6	5	7	<b>SAD MOVIES (Make Me Cry)</b>	Sue Thompson, Hickory 1153	10
7	10	6	11	<b>THIS TIME</b>	Troy Shondell, Liberty 55353	8
8	9	10	14	<b>THE FLY</b>	Chubby Checker, Parkway 830	7
9	5	7	12	<b>I LOVE HOW YOU LOVE ME</b>	Paris Sisters, Gregmark 6	10
10	11	17	23	<b>TOWER OF STRENGTH</b>	Gene McDaniels, Liberty 55371	6
11	8	8	13	<b>LET'S GET TOGETHER</b>	Hayley Mills, Vista 385	10
12	7	9	10	<b>YA YA</b>	Lee Dorsey, Fury 1053	9
13	21	27	39	<b>A WONDER LIKE YOU</b>	Rick Nelson, Imperial 5770	6
14	19	13	15	<b>THE WAY YOU LOOK TONIGHT</b>	Lettermen, Capitol 4586	10
15	18	24	24	<b>YOU'RE THE REASON</b>	Bobby Edwards, Crest 1075	11
16	14	19	25	<b>(He's My) DREAMBOAT</b>	Connie Francis, MGM 13039	7
17	33	30	35	<b>PLEASE MR. POSTMAN</b>	Marvelettes, Tamla 54046	10
18	15	11	4	<b>CRYIN'</b>	Roy Orbison, Monument 447	13
19	12	12	9	<b>MEXICO</b>	Bob Moore, Monument 446	13
20	23	20	33	<b>I UNDERSTAND (Just How You Feel)</b>	G-Clefs, Terrace 7500	8
21	16	18	19	<b>SWEETS FOR MY SWEET</b>	Drifters, Atlantic 2117	9
22	37	39	42	<b>WHAT A PARTY</b>	Fats Domino, Imperial 5779	6
23	26	22	34	<b>EVERLOVIN'</b>	Rick Nelson, Imperial 5770	6
24	24	33	41	<b>BIG JOHN</b>	Shirley, Scepter 1223	6
25	30	37	43	<b>CANDY MAN</b>	Roy Orbison, Monument 447	11
26	45	65	—	<b>CRAZY</b>	Patsy Cline, Decca 31317	3
27	48	69	88	<b>GOODBYE CRUEL WORLD</b>	James Darren, Colpix 609	4
28	29	44	58	<b>HEARTACHES</b>	Marcel's, Colpix 612	5
29	22	23	20	<b>DON'T BLAME ME</b>	Everly Brothers, Warner Bros. 5501	7
30	25	28	32	<b>FOOT STOMPIN' (Part 1)</b>	Flares, Felsted 8624	10
31	27	25	26	<b>STICK SHIFT</b>	Duals, Sue 745	9
32	42	59	—	<b>SCHOOL IS IN</b>	Gary (U. S.) Bonds, LeGrand 1012	3
33	20	14	18	<b>LOOK IN MY EYES</b>	Chantels, Carlton 555	11
34	13	16	5	<b>YOU MUST HAVE BEEN A BEAUTIFUL BABY</b>	Bobby Darin, Atco 6206	10

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Wk. On Chart
35	35	42	28	<b>SO LONG BABY</b>	Del Shannon, Big Top 3083	8
36	38	38	46	<b>TAKE FIVE</b>	Dave Brubeck, Columbia 41479	9
37	39	43	50	<b>MOON RIVER</b>	Jerry Butler, Vee Jay 405	5
38	41	49	77	<b>SEPTEMBER IN THE RAIN</b>	Dinah Washington, Mercury 71876	4
39	52	60	76	<b>I WANT TO THANK YOU</b>	Bobby Rydell, Cameo 201	4
40	53	64	81	<b>GOD, COUNTRY AND MY BABY</b>	Johnny Burnette, Liberty 55379	4
41	43	51	67	<b>PLEASE DON'T GO</b>	Ral Donner, Gone 5114	7
42	44	46	48	<b>HOLLYWOOD</b>	Connie Francis, MGM 13039	7
43	31	31	38	<b>ANYBODY BUT ME</b>	Brenda Lee, Decca 31309	6
44	46	62	68	<b>ROCK-A-BYE YOUR BABY WITH A DIXIE MELODY</b>	Aretha Franklin, Columbia 42157	5
45	50	54	60	<b>JUST OUT OF REACH (of My Two Open Arms)</b>	Solomon Burke, Atlantic 2114	8
46	49	66	84	<b>TONIGHT</b>	Ferrante & Teicher, United Artists 373	4
47	28	15	6	<b>TAKE GOOD CARE OF MY BABY</b>	Bobby Vee, Liberty 55354	14
48	34	34	17	<b>LITTLE SISTER</b>	Elvis Presley, RCA Victor 7908	12
49	54	68	90	<b>MOON RIVER</b>	Henry Mancini, RCA Victor 7916	5
50	36	29	40	<b>I REALLY LOVE YOU</b>	Stereos, Cub 9095	7
51	40	26	16	<b>THE MOUNTAIN'S HIGH</b>	Dick and Deedee, Liberty 55350	15
52	32	32	27	<b>MY TRUE STORY</b>	Jive Five, Beltone 1006	19
53	60	75	86	<b>BRIDGE OF LOVE</b>	Joe Dowell, Smash 1717	4
54	82	84	96	<b>IN THE MIDDLE OF A HEARTACHE</b>	Wanda Jackson, Capitol 4635	4
55	47	53	51	<b>MOVIN'</b>	Bill Black's Combo, HI 2038	7
56	73	82	85	<b>UNDER THE MOON OF LOVE</b>	Curtis Lee, Dunes 2008	4
57	55	41	22	<b>(Marie's the Name) HIS LATEST NAME</b>	Elvis Presley, RCA Victor 7908	11
58	59	50	45	<b>MISSING YOU</b>	Ray Peterson, Dunes 2006	15
59	65	71	78	<b>I'LL BE SEEING YOU</b>	Frank Sinatra, Reprise 20023	4
60	68	70	63	<b>MORNING AFTER</b>	Mar-Keys, Stax 112	5
61	72	77	74	<b>BERLIN MELODY</b>	Billy Vaughn, Dot 16119	7
62	77	100	—	<b>BLUE MOON</b>	Ventures, Dolton 47	3
63	67	63	66	<b>YOUR LAST GOODBYE</b>	Floyd Cramer, RCA Victor 7907	7
64	71	88	99	<b>GYPSY WOMAN</b>	Impressions, ABC-Paramount 10241	4
65	74	76	—	<b>THE WAY I AM</b>	Jackie Wilson, Brunswick 55220	3

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Wk. On Chart
66	63	56	64	<b>FEEL IT</b>	Sam Cooke, RCA Victor 7927	7
67	75	58	62	<b>BRIGHT LIGHTS, BIG CITY</b>	Jimmy Reed, Vee Jay 398	8
68	70	72	—	<b>MY HEART BELONGS TO ONLY YOU</b>	Jackie Wilson, Brunswick 55220	3
69	94	—	—	<b>LET THERE BE DRUMS</b>	Sandy Nelson, Imperial 5775	2
70	81	86	—	<b>EVERYBODY GOTTA PAY SOME DUES</b>	Miracles, Tamla 54048	3
71	79	80	—	<b>SOMEWHERE ALONG THE WAY</b>	Steve Lawrence, United Artists 364	3
72	66	67	75	<b>YOUNG BOY BLUES</b>	Ben E. King, Atco 6207	4
73	76	79	87	<b>THEME FROM COME SEPTEMBER</b>	Billy Vaughn, Dot 16119	5
74	56	47	49	<b>IT'S GONNA WORK OUT FINE</b>	Ike and Tina Turner, Sue 749	15
75	90	—	—	<b>SOMETIME</b>	Gene Thomas, United Artists 338	2
76	86	—	—	<b>DANNY BOY</b>	Andy Williams, Columbia 42199	2
77	—	—	—	<b>YOUR MA SAID YOU CRIED IN YOUR SLEEP LAST NIGHT</b>	Kenny Dino, Muscor 1013	1
78	88	98	—	<b>THREE STEPS FROM THE ALTAR</b>	Shep and the Limelites, Hull 747	4
79	80	85	69	<b>IT'S YOUR WORLD</b>	Marty Robbins, Columbia 42065	9
80	—	—	—	<b>SMILE</b>	Timi Yuro, Liberty 55375	1
81	96	—	—	<b>TOWN WITHOUT PITY</b>	Gene Pitney, Muscor 1009	2
82	—	—	—	<b>TONIGHT</b>	Eddie Fisher, Seven Arts 719	1
83	95	—	91	<b>'TIL</b>	Angels, Caprice 107	3
84	93	—	—	<b>I DON'T KNOW WHY</b>	Linda Scott, Canadian-American 129	2
85	91	92	97	<b>FOR ME AND MY GAL</b>	Freddy Cannon, Swan 4083	4
86	99	—	—	<b>ON BENDED KNEES</b>	Clarence Henry, Argo 5401	2
87	84	94	65	<b>HUMAN</b>	Tommy Hunt, Scepter 1219	10
88	—	—	—	<b>FLY BY NIGHT</b>	Andy Williams, Columbia 42199	1
89	98	—	—	<b>WALK ON BY</b>	Leroy Van Dyke, Mercury 71834	2
90	87	57	59	<b>SAD MOVIES (Make Me Cry)</b>	Lennon Sisters, Dot 16255	7
91	—	91	93	<b>A BROKEN HEART AND A PILLOW FILLED WITH TEARS</b>	Patti Page, Mercury 71870	4
92	—	—	—	<b>LANGUAGE OF LOVE</b>	John D. Loudermilk, RCA Victor 7938	1
93	—	—	—	<b>I CRIED MY LAST TEAR</b>	Ernie K-Doe, Minit 634	1
94	—	—	—	<b>IT'S TOO SOON TO KNOW</b>	Etta James, Argo 5402	1
95	—	—	—	<b>GYPSY ROVER</b>	Highwaymen, United Artists 370	1
96	100	—	—	<b>I WONDER</b>	Pentagons, Jamie 1201	2
97	97	—	—	<b>TURN AROUND, LOOK AT ME</b>	Glen Campbell, Crest 1087	2
98	—	—	—	<b>STEPS 1 AND 2</b>	Jack Scott, Capitol 4637	1
99	—	—	—	<b>JUST BECAUSE</b>	McGuire Sisters, Coral 62288	1
100	—	—	—	<b>LOSING YOUR LOVE</b>	Jim Reeves, RCA Victor 7950	1

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

Anybody But Me (Champion, BMI)	43	I Love How You Love Me (Aldon, BMI)	9	School Is In (Pepe, BMI)	32
Berlin Melody (Symphony House, ASCAP)	61	I Really Love You (Shalimar, BMI)	50	September in the Rain (Remick, ASCAP)	38
Big Bad John (Cigma, BMI)	1	I Understand (Jubilee, ASCAP)	20	Smile (Bourne, ASCAP)	80
Big John (Ludix, BMI)	24	I Want to Thank You (Lowe, ASCAP)	39	So Long Baby (Vicki-McLaughlin, BMI)	35
Blue Moon (Robbins, ASCAP)	62	I Wonder (Silmo, BMI)	96	Sometime (Grand Prize, BMI)	75
Bridge of Love (Belinda, CAPAC)	53	I'll Be Seeing You (Williamson, ASCAP)	59	Somewhere Along the Way (United Artists, ASCAP)	71
Bright Lights, Big City (Conrad, BMI)	67	In the Middle of a Heartache (Central, BMI)	54	Steps 1 & 2 (Wolfpack, SESAC)	91
Bristol Stomp (Kalmann, ASCAP)	3	It's Gonna Work Out Fine (Copo-Sona, ASCAP)	74	Stick Shift (Hilde, BMI)	38
Broken Heart and a Pillow Filled With Tears, A (Spanka, BMI)	91	It's Too Soon to Know (Morris, ASCAP)	94	Sweets for My Sweet (Brenner-Progressive-Trio, BMI)	21
Candy Man (January, BMI)	25	It's Your World (Marizona, BMI)	79	Take Five (Derry, BMI)	36
Crazy (Pamper, BMI)	26	Just Because (Northern, ASCAP)	99	Take Good Care of My Baby (Aldon, BMI)	47
Cryin' (Acuff-Rose, BMI)	18	Just Out of Reach (Four Star, BMI)	45	Theme From Come September (Adaris, BMI)	73
Danny Boy (Boosey and Hawkes, ASCAP)	74	Language of Love (Acuff-Rose, BMI)	92	This Time (Tree, BMI)	77
Don't Blame Me (Robbins, ASCAP)	29	Let There Be Drums (Travis, BMI)	69	Three Steps From the Altar (Keel, BMI)	78
Dreamboat (Acuff-Rose, BMI)	16	Let's Get Together (Wonderland, BMI)	11	'Til (Chappell, ASCAP)	43
Everlovin' (Jat, BMI)	23	Little Sister (Elvis Presley, BMI)	48	Tonight—Ferrante & Teicher (Schirmer, ASCAP)	46
Everybody Gotta Pay Some Dues (Jobete, BMI)	70	Look in My Eyes (Atlantic, BMI)	33	Tonight—Fisher (Schirmer, ASCAP)	82
Feel It (Kags, BMI)	64	Losing Your Love (Tree, BMI)	100	Tower of Strength (Famous, ASCAP)	10
Fly, The (Woodcrest-Mured, BMI)	8	Mexico (Acuff-Rose, BMI)	19	Town Without Pity (United Artists, ASCAP)	81
Fly by Night (Sea-Lark, BMI)	8	Missing You (Copar, BMI)	58	Turn Around, Look at Me (American, BMI)	97
Feel #1 (Sure Fire, BMI)	5	Moon River—Butler (Famous, ASCAP)	37	Under the Moon of Love (S-P-R, BMI)	56
Foot Stomp (Part 1) (Argo, BMI)	30	Moon River—Mancini (Famous, ASCAP)	49	Walk on By (Lowery, BMI)	89
For Me and My Gal (Mills, ASCAP)	80	Morning After (East-Bais, BMI)	60	Way I Am, The (East-West, ASCAP)	65
God, Country and My Baby (New Phoenix-Sarah, ASCAP)	40	Mountain's High, The (Odin, ASCAP)	51	Way You Look Tonight, The (Harms, ASCAP)	14
Goodbye Cruel World (Aldon, BMI)	27	My Heart Belongs to Only You (Merrimac, BMI)	68	What a Party (Travis, BMI)	22
Gypsy Rover (Box and Cox, ASCAP)	95	My True Story (Steven, BMI)	52	Wonder Like You, A (Four Star, BMI)	13
Gypsy Woman (Curton, BMI)	64	On Bended Knees (Arc, BMI)	86	Ya (Fast-Barich, BMI)	12
Heartaches (Leeds, ASCAP)	28	Please Don't Go (Alan K., BMI)	41	You Must Have Been a Beautiful Baby (Remick, ASCAP)	34
His Latest Flame (Elvis Presley, BMI)	57	Please Mr. Postman (Jobete, BMI)	17	Young Boy Blues (Rumbalero-Progressive-Trio, BMI)	72
Hit the Road Jack (Tangerine, BMI)	4	Rock-A-Bye Your Baby With a Dixie Melody (Warock-Mills, ASCAP)	44	You're the Reason (American, BMI)	15
Hollywood (Acuff-Rose, BMI)	42	Runaround Sue (Schwartz-Disal, ASCAP)	2	Your Last Goodbye (Cigma, BMI)	63
Human (Ludix, BMI)	87	Sad Movies—Lennon's (Acuff-Rose, BMI)	90	Your Ma Said You Cried in Your Sleep Last Night (Sea-Lark, BMI)	77
I Cried My Last Tear (Minit, BMI)	93	Sad Movies—Thompson (Acuff-Rose, BMI)	6		
I Don't Know Why (Ahlerl & Cromwell, ASCAP)	84				

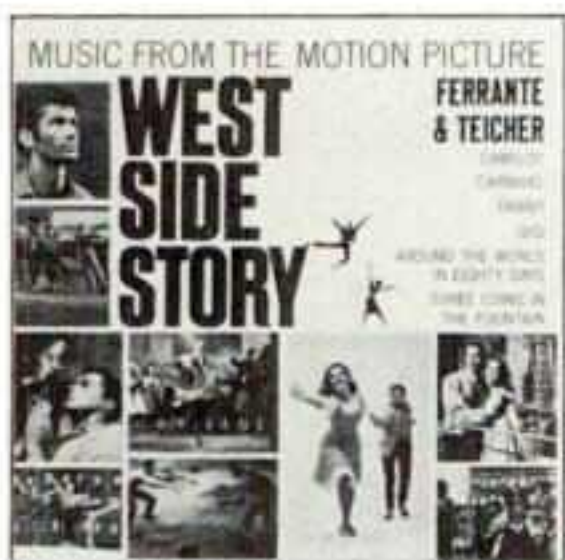
**BUBBLING UNDER THE HOT 100**

101. IT'S ALL BECAUSE	Linda Scott, Canadian-American 129
102. A CERTAIN GIRL	Ernie K-Doe, Minit 634
103. DOOR TO PARADISE	Bobby Rydell, Cameo 201
104. LET TRUE LOVE BEGIN	Nat King Cole, Capitol 4623
105. DON'T WALK AWAY FROM ME	Dee Clark, Vee Jay 409
106. SOOTHE ME	Sims Twins, Sar 117
107. BACKTRACK	Faron Young, Capitol 4616
108. LET THEM LOVE	Dreamlovers, Heritage 104
109. TENNESSEE FLAT-TOP BOX	Johnny Cash, Columbia 42147
110. IT WILL STAND	Showmen, Minit 632
111. EVERYBODY'S CRYIN'	Jimmie Beaumont, May 112
112. I'LL NEVER STOP WANTING YOU	Brian Hyland, ABC-Paramount 10262
113. AFTER ALL WE'VE BEEN THROUGH	Maxine Brown, ABC-Paramount 10255
114. JUST LET ME DREAM	Pat Boone, Dot 16284
115. IMPOSSIBLE	Gloria Lynne, Everest 19418
116. LONELY SIXTEEN	Janie Black, Capitol 4633
117. FEMININE TOUCH	Dorsey Burnette, ATO 16265
118. I KNOW	Barbara George, AFO 302
119. THE LION SLEEPS TONIGHT	Tokens, RCA Victor 7954
120. GIVE MYSELF A PARTY	Rosemary Clooney, RCA Victor 7948





**UNITED ARTISTS RECORDS** **THE FINEST IN RECORDED SOUND!**



**WEST SIDE STORY** — Ferrante and Teicher playing the score from "West Side Story" and other Broadway and Hollywood Hits.  
UAL 3166 UAS 6166 (Stereo)



**NEVER ON SUNDAY** — The classic theme is featured in this Sound Track of the award-winning film.  
UAL 4070 UAS 5070 (Stereo)



**GREAT MOTION PICTURE THEMES** — One of the most important albums of film music ever produced for your pleasure.  
UAL 3122 UAS 6122 (Stereo)



**I FEEL SO SPANISH**—"Granada" and "My Heart" are two of the songs sung here by Eydie Gorme.  
UAL 3152 UAS 6152 (Stereo)



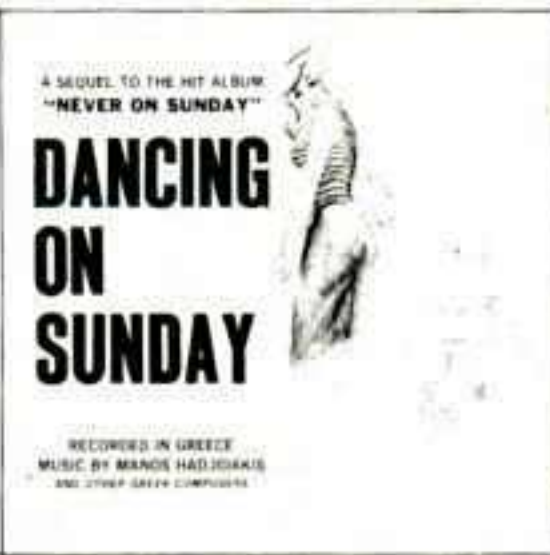
**HIT INSTRUMENTALS FROM TV WESTERN THEMES** — Al Caiola and Orchestra present themes from 12 leading TV Westerns.  
UAL 3161 UAS 6161 (Stereo)



**PARIS BLUES** — Original score by Duke Ellington with Louis Armstrong in true Jazz, including "A Train" and "Mood Indigo."  
UAL 4092 UAS 5092 (Stereo)



**MORE ORIGINAL SOUND TRACKS & HIT MUSIC FROM GREAT MOTION PICTURE THEMES**—Vol. 2 in the presentation of the best music from films.  
UAL 3158 UAS 6158 (Stereo)



**DANCING ON SUNDAY** — Outstanding Greek composers contribute to this fine album.  
UAL 3146 UAS 6146 (Stereo)



**LOVE THEMES** — The great love songs of our time played by Ferrante and Teicher.  
WWR 3514 WWS 8514 (Stereo)



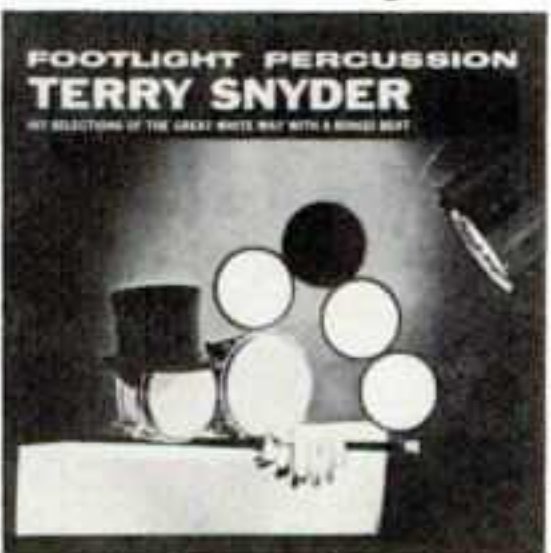
**PORTRAIT OF MY LOVE**—Steve Lawrence sings his big hit plus 11 of your favorite tunes.  
UAL 3150 UAS 6150 (Stereo)



**UNITED ARTISTS ULTRA AUDIO SEPARATED SOUND**  
**WALL TO WALL STEREO**



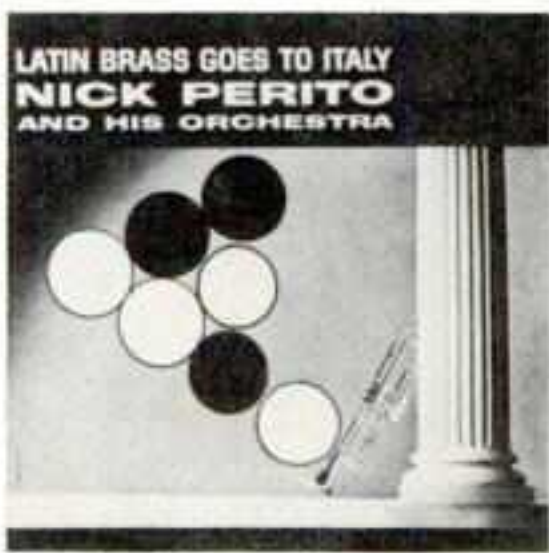
**GOLDEN PIANO HITS**—The million sellers in a new dimension played by Ferrante & Teicher.  
WWR 3505 WWS 8505 (Stereo)



**FOOTLIGHT PERCUSSION**—Terry Snyder, his drums, bongos and orchestra play the great Broadway hits.  
WWR 3508 WWS 8508 (Stereo)



**SOUND OF THE MILLION SELLERS** — Don Costa's lush Sound playing the big hits.  
WWR 3513 WWS 8513 (Stereo)



**LATIN BRASS GOES TO ITALY**—Nick Perito presents fiery renditions of famous Italian songs.  
WWR 3512 WWS 8512 (Stereo)



**88 STRINGS** — Lush strings, brass, reeds and the human voice with the golden horn of Ralph Marterie.  
WWR 3506 WWS 8506 (Stereo)

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



150 Best Selling

MONAURAL LP's

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

LP's in black reverse are most recent additions and on chart 9 weeks or less.

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	JUDY AT CARNEGIE HALL Judy Garland, Capitol WBO 1569	15
2	2	PORTRAIT OF JOHNNY Johnny Mathis, Columbia CL 1644	11
3	4	JUMP UP CALYPSO Harry Belafonte, RCA Victor LPM 2388	11
4	3	CAMELOT Original Cast, Columbia KOL 5620	42
5	10	BLUE HAWAII Elvis Presley, RCA Victor LPM 2426	3
6	7	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	99
7	13	TIME OUT Dave Brubeck, Columbia CL 1397	45
8	24	THE KINGSTON TRIO CLOSE UP Capitol T 1642	5
9	34	EXODUS Sound Track, RCA Victor LOC 1058	43
10	6	SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. III (Black Seal—Popular), Various Artists, RCA Victor LOP 1509	10
11	28	TV SING ALONG WITH MITCH Mitch Miller, Columbia CL 1628	23
12	15	YELLOW BIRD Lawrence Welk, Dot DLP 3389	13
13	19	SING ALONG WITH MITCH Mitch Miller, Columbia CL 1160	173
14	9	SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. III (Red Seal—Classical), Various Artists, RCA Victor LM 2574	10
15	12	YOUR REQUEST SING ALONG WITH MITCH Mitch Miller, Columbia CL 1671	8
16	5	JOSE JIMENEZ AT THE HUNGRY I Bill Dana, Kapp KL 3238	17
17	8	THE FOUR PREPS ON CAMPUS Capitol T 1566	12
18	22	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAL 3122	41
19	16	OLDIES BUT GOODIES, VOL. III Various Artists, Original Sound 5004	13
20	21	AIN'T THAT WEIRD! Brother Dave Gardner, RCA Victor LPM 2335	8
21	41	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6006	105
22	20	SINATRA SWINGS Frank Sinatra, Reprise R 1002	13
23	14	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	53
24	38	CARNIVAL Original Cast, MGM E 3946	24
25	33	EBB TIDE AND OTHER INSTRUMENTAL FAVORITES Earl Grant, Decca DL 4165	12
26	11	NEVER ON SUNDAY Sound Track, United Artists UAL 4070	42
27	26	STARS FOR A SUMMER NIGHT Various Artists, Columbia PM 1	23
28	17	ALL THE WAY Brenda Lee, Decca DL 4176	11
29	25	THE SLIGHTLY FABULOUS LIMELITERS RCA Victor LPM 2393	6
30	31	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133	184
31	58	SOUTH PACIFIC Original Cast, Columbia OL 4180	387
32	44	TONIGHT IN PERSON Limelitters, RCA Victor LPM 2272	37
33	36	PAUL ANKA SINGS HIS BIG 15 ABC-Paramount ABC 323	71
34	101	BEHIND THE BUTTON-DOWN MIND OF BOB NEUWHART Warner Bros. W 1417	2
35	18	SOMETHING FOR EVERYBODY Elvis Presley, RCA Victor LPM 2370	18
36	35	CALCUTTA Lawrence Welk, Dot DLP 3359	41
37	29	SOMEBODY LOVES ME Ray Conniff Singers, Columbia CL 1642	9
38	27	GOIN' PLACES Kingston Trio, Capitol T 1564	19
39	43	MY FAIR LADY Original Cast, Columbia OL 5090	292
40	103	NEVER ON SUNDAY Connie Francis, MGM E 3965	2
41	23	G. I. BLUES Elvis Presley, RCA Victor LPM 2256	54
42	39	BOBBY DARIN STORY Atco 131	25
43	40	OLDIES BUT GOODIES, VOL. I Various Artists, Original Sound 5001	110
44	50	ENCORE OF GOLDEN HITS Platters, Mercury MG 20472	87
45	48	WEST SIDE STORY Original Cast, Columbia OL 5230	57
46	76	CONNIE'S GREATEST HITS Connie Francis, MGM E 3793	66
47	32	DANCE TILL A QUARTER TO THREE Gary (U. S.) Bonds, LeGrand LLP 3001	14
48	46	FIRESIDE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1389	71
49	30	COME SWING WITH ME Frank Sinatra, Capitol W 1594	13
50	45	LIMELITERS Elektra EKL 180	10
51	72	MOMS MABLEY AT THE UN Chess 1452	28

This Week	Last Week	Title, Artist, Label	Wks. on Chart
52	64	RAY CHARLES AND BETTY CARTER ABC-Paramount ABC 385	10
53	47	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LPM 2362	5
54	37	EXODUS TO JAZZ Eddie Harris, Vee Jay 3016	24
55	42	BUTTON-DOWN MIND OF BOB NEUWHART Warner Bros. W 1379	78
56	49	SINSATIONAL Rusty Warren, Jubilee JGM 2034	25
57	102	THIS LITTLE BOY OF MINE Gloria Lynne, Everest LPBR 5131	2
58	81	WEST SIDE STORY Sound Track, Columbia OS 2070	3
59	89	KINGSTON TRIO Capitol T 996	155
60	100	ROARING 20's Dorothy Provine, Warner Bros. W 1394	24
61	51	HEAVENLY Johnny Mathis, Columbia CL 1351	112
62	147	MOMS MABLEY AT THE PLAYBOY CLUB Chess LP 1460	2
63	61	HE'S THE KING Al Hirt and His Band, RCA Victor LPM 2354	5
64	85	MEMORIES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1542	52
65	65	RODGERS: VICTORY AT SEA, VOL. III RCA Victor Symphony Orch. (Bennett), RCA Victor LM 2523	9
66	106	SATURDAY NIGHT SING ALONG WITH MITCH Mitch Miller, Columbia CL 1414	64
67	60	I'M GLAD THERE IS YOU Gloria Lynne, Everest BR 5126	8
68	62	RICK IS 21 Ricky Nelson, Imperial LP 9152	24
69	77	MORE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1243	142
70	132	SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. II Various Artists, RCA Victor LM 6088	54
71	137	RING-A-DING DING Frank Sinatra, Reprise R 1001	28
72	54	NEW PIANO IN TOWN Peter Nero, RCA Victor LPM 2383	8
73	56	RYDELL AT THE COPA Bobby Rydell, Cameo C 1011	3
74	52	SONGS OF THE SOARING 60's Roger Williams, Kapp KL 1251	6
75	57	BUTTON-DOWN MIND STRIKES BACK Bob Neuhart, Warner Bros. W 1393	52
76	63	MURRAY THE "K's" SING ALONG WITH THE ORIGINAL GOLDEN GASSERS Roulette R 25159	5
77	55	HERE'S JONATHAN Jonathan Winters, Verve MG V 15023	24
78	68	STAN FREDBERG PRESENTS THE UNITED STATES OF AMERICA, VOL. I Capitol W 1573	19
79	78	MUSIC MAN Original Cast, Capitol WAO 990	192
80	53	HIGHWAYMEN United Artists UAL 3125	5
81	116	HERE WE GO AGAIN Kingston Trio, Capitol T 1258	99
82	67	GENIUS PLUS SOUL EQUALS JAZZ Ray Charles, Impulse A-2	33
83	86	SENTIMENTAL SING ALONG WITH MITCH Mitch Miller, Columbia CL 1457	70
84	104	WHOLE LOTTA FRANKIE Frankie Avalon, Chancellor CHL 5018	3
85	125	HITS OF THE ROCKIN' 50's Bobby Vee, Liberty LRP 3205	2
86	59	DREAMSTREET Erroll Garner, ABC-Paramount ABC 365	20
87	113	MY KIND OF GIRL Matt Monro, Warwick W 2045	6
88	129	LET'S TWIST AGAIN Chubby Checker, Parkway P 7004	7
89	144	SATIN AFFAIR George Shearing, Capitol T 1628	2
90	66	JIMMY REED AT CARNEGIE HALL Vee Jay LP 1035	4
91	75	FIORELLO Original Cast, Capitol WAO 1321	66
92	80	PAUL ANKA SINGS HIS BIG 15, VOL. II ABC-Paramount ABC 390	7
93	82	YELLOW BIRD (PERCUSSION SPECTACULAR) Arthur Lyman, Life LP 1004	16
94	83	SONGS FOR SINNERS Rusty Warren, Jubilee J 2024	11
95	90	HELL BENT FOR LEATHER Frankie Laine, Columbia CL 1615	3
96	87	INSIDE SHELLEY BERMAN Verve MG V 15003	133
97	91	WHAT'D I SAY Ray Charles, Atlantic 8029	11
98	92	MILES DAVIS, IN PERSON FRIDAY NIGHT AT THE BLACKHAWK, SAN FRANCISCO, VOL. I Columbia CL 1694	6
99	—	A PERSONAL APPEARANCE Shelley Berman, Verve V 15027	1
100	95	REJOICE DEAR HEARTS Brother Dave Gardner, RCA Victor LPM 2083	62

This Week	Last Week	Title, Artist, Label	Wks. on Chart
101	109	HE NEEDS ME Gloria Lynne, Everest BR 5128	4
102	110	GENIUS OF RAY CHARLES Atlantic 1312	67
103	118	BEN-HUR Sound Track, MGM 1E1	80
104	128	BUDDY HOLLY STORY Coral CRL 57326	44
105	136	MUSIC FROM EXODUS AND OTHER GREAT THEMES Mantovani, London LL 3231	47
106	120	THE GUNS OF NAVARONE Sound Track, Columbia CL 1655	7
107	70	MAKE WAY Kingston Trio, Capitol T 1474	37
108	71	ALL THE WAY Frank Sinatra, Capitol W 1538	30
109	73	MOODY RIVER Pat Boone, Dot DLP 3384	17
110	84	BSIN ST. EAST PROUDLY PRESENTS MISS PEGGY LEE Capitol T 1520	9
111	93	SAY IT WITH MUSIC Ray Conniff, Columbia CL 1490	56
112	107	SOUTH PACIFIC Sound Track, RCA Victor LOC 1032	189
113	111	FOLK SONG SING ALONG WITH MITCH Mitch Miller, Columbia CL 1316	71
114	124	HAPPY TIMES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1568	35
115	96	I HAVE DREAMED Doris Day, Columbia CL 1660	6
116	98	WEST SIDE STORY Stan Kenton, Capitol T 1609	3
117	119	LOVE SWINGS Bobby Darin, Atco 134	9
118	126	GOLDEN WALTZES Billy Vaughn, Dot DLP 3280	5
119	127	PARENT TRAP Sound Track, Vista BV 3309	3
120	99	TIMI YURO Liberty LRP 3208	8
121	117	MELODY AND PERCUSSION FOR TWO PIANOS Ronny Aldrich and His 2 Pianos, London P 54007	3
122	134	SPECIAL DELIVERY Della Reese, RCA Victor LPM 2391	3
123	88	PETE FOUNTAIN'S NEW ORLEANS Coral CRL 57282	43
124	97	GYPSY Original Cast, Columbia OL 5420	101
125	108	UNSINKABLE MOLLY BROWN Original Cast, Capitol WAO 1509	46
126	115	NICE 'N' EASY Frank Sinatra, Capitol W 1417	64
127	146	IN LIVING BLACK AND WHITE Dick Gregory, Colpix CP 417	23
128	121	BOLL WEEVIL SONG AND 11 OTHER GREAT HITS Brook Benton, Mercury MG 20641	7
129	133	SING TO ME, MR. C Perry Como, RCA Victor LPM 2390	7
130	138	MACK THE KNIFE—ELLA IN BERLIN Ella Fitzgerald, Verve MG V 4041	50
131	94	HYMNS Tennessee Ernie Ford, Capitol T 756	216
132	114	FILM ENCORES, VOL. I Mantovani, London LL 1700	172
133	142	PIANO FORTE Peter Nero, RCA Victor LPM 2334	18
134	143	MR. LUCKY GOES LATIN Henry Mancini, RCA Victor LPM 2360	23
135	—	HOLIDAY SING ALONG WITH MITCH Mitch Miller, Columbia CL 1701	1
136	69	AL HIRT, GREATEST HORN IN THE WORLD RCA Victor LPM 2366	26
137	74	EMOTIONS Brenda Lee, Decca DL 4104	27
138	122	ON THE REBOUND Floyd Cramer, RCA Victor LPM 2359	13
139	135	JOHNNY'S MOODS Johnny Mathis, Columbia CL 1826	46
140	79	FROM THE HUNGRY I Kingston Trio, Capitol T 1107	143
141	105	PARRISH Sound Track, Warner Bros. W 1413	7
142	112	ITALIA MIA Mantovani, London LL 3239	24
143	130	THE VENTURES Delfon B 2004	8
144	141	ORANGE BLOSSOM SPECIAL AND WHEELS Billy Vaughn, Dot DLP 3366	28
145	148	FANNY Sound Track, Warner Bros. W 1416	7
146	123	AT LAST Etta James, Argo 4003	12
147	—	I REMEMBER TOMMY Frank Sinatra, Reprise R 1003	1
148	149	YELLOW BIRD Roger Williams, Kapp KL 1244	9
149	150	A TOUCH OF ELEGANCE Andre Previn, Columbia CL 1649	4
150	139	THE COLORFUL VENTURES Delfon BLP 2008	6

50 Best Selling

STEREO LP's

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	JUDY AT CARNEGIE HALL Judy Garland, Capitol SWBO 1569	15
2	2	STEREO 35/MM Enoch Light and His Orchestra, Command RS 826 SD	5
3	5	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	87
4	3	CAMELOT Original Cast, Columbia KOS 2031	42
5	4	STARS FOR A SUMMER NIGHT Various Artists, Columbia PMS 1	23
6	9	NEVER ON SUNDAY Sound Track, United Artists UAS 5070	25
7	6	YOUR REQUEST SING ALONG WITH MITCH Mitch Miller, Columbia CS 8471	7
8	13	YELLOW BIRD Lawrence Welk, Dot DLP 25389	14
9	21	SINATRA SWINGS Frank Sinatra, Reprise R 9-1002	11
10	10	JUMP UP CALYPSO Harry Belafonte, RCA Victor LSP 2388	10
11	16	RODGERS: VICTORY AT SEA, VOL. III RCA Victor Symphony Orch. (Bennett), RCA Victor LSC 2523	8
12	11	PERSUASIVE PERCUSSION, VOL. I Terry Snyder and the All Stars, Command RS 800 SD	86
13	15	CALCUTTA Lawrence Welk, Dot DLP 25359	41
14	7	PORTRAIT OF JOHNNY Johnny Mathis, Columbia CS 8444	10
15	14	EXODUS TO JAZZ Eddie Harris, Vee Jay 3016	19
16	29	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LSO 6006	102
17	28	PASS IN REVIEW Bob Sharpley Orch., London SP 44001	5
18	12	SING ALONG WITH MITCH Mitch Miller, Columbia CS 8004	74
19	17	TIME OUT Dave Brubeck, Columbia CS 8192	14
20	24	MUSIC FROM EXODUS AND OTHER GREAT THEMES Mantovani, London PS 224	48
21	23	EXODUS Sound Track, RCA Victor LSO 1058	43
22	20	TV SING ALONG WITH MITCH Mitch Miller, Columbia CS 8428	22
23	19	SOMEBODY LOVES ME Ray Conniff, Columbia CS 8442	9
24	26	MY FAIR LADY Original Cast, Columbia OS 2015	124
25	33	BIG BAND PERCUSSION Ted Heath Orch., London SP 44002	5
26	8	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAS 6122	42
27	22	GOIN' PLACES Kingston Trio, Capitol ST 1404	18
28	25	THE FOUR PREPS ON CAMPUS Capitol ST 1566	10
29	34	KINGSTON TRIO CLOSE UP Capitol ST 1642	3
30	—	KING OF KINGS Original Movie Music, Miklos Rozsa, MGM SIE 2	1
31	36	SOMETHING FOR EVERYBODY Elvis Presley, RCA Victor LSP 2370	16
32	18	YELLOW BIRD (PERCUSSION SPECTACULAR) Arthur Lyman, Life SLP 1004	15
33	38	WEST SIDE STORY Original Cast, Columbia CS 2001	19
34	44	MELODY AND PERCUSSION FOR TWO PIANOS Ronny Aldrich & His 2 Pianos, London SP 44007	3
35	48	BLUE HAWAII Elvis Presley, RCA Victor LSP 2426	2
36	27	EBB TIDE AND OTHER INSTRUMENTAL FAVORITES Earl Grant, Decca DL 74165	12
37	32	PROVOCATIVE PERCUSSION, VOL. I Enoch Light and the Light Brigade, Command RS 806 SD	93
38	49	MUCHO GUSTO! Percy Faith, Columbia CS 8439	4
39	31	CARNIVAL Original Cast, MGM SE 3946	21
40	35	SOUTH PACIFIC Sound Track, RCA Victor LSO 1032	124
41	43	LIMELITERS Elektra EKS 7-180	7
42	46	G. I. BLUES Elvis Presley, RCA Victor LSP 2256	49
43	30	AL HIRT, GREATEST HORN IN THE WORLD RCA Victor LSP 2366	15
44	39	GOLDEN WALTZES Billy Vaughn, Dot DLP 25280	5
45	45	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LSP 2362	3
46	41	SLIGHTLY FABULOUS LIMELITERS RCA Victor LSP 2393	3
47	42	PERCUSSION OOM PAH Rudi Bohn, London SP 44009	4
48	40	COME SWING WITH ME Frank Sinatra, Capitol SW 1594	12
49	37	SONGS OF THE SOARING 60's Roger Williams, Kapp KS 3251	3
50	50	SING TO ME, MR. C Perry Como, RCA Victor LSP 2390	2



*Cheerful as a Hoedown!*

**DRAMATIC**  
**GLAMOROUS**  
**EXCLUSIVE**

**NEW CONTINENTAL 2  
STEREO ROUND**

Now there's something entirely new, totally different in the stereo jukebox field! It's the self-contained Continental 2 Stereo Round with an exclusive sound system that needs no remote speakers. AMI encloses this new marvel of stereo realism in a cabinet of superb eye-appeal—glittering, glamorous and aglow with rich color. Designed to play 33 $\frac{1}{3}$  RPM stereo and 45 RPM monaural records interchangeably, the compact Continental 2 fits any location. Only AMI offers you these advanced features today in standard equipment (no extras to buy)—plus simplified programming that saves time and trips. Find out about the Big Challenge operator program that offers \$200,000 in easy-to-win prizes.

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





**BILLBOARD  
MUSIC WEEK**

# Editorial Leadership

*Every year,*

**Billboard Music Week delivers to its readers  
25,000 more column-inches of music-coin  
news, charts, reviews and features—by actual  
measurement—than the next businesspaper.**

**BILLBOARD  
MUSIC WEEK**



**Radio-TV PROGRAMMING • Music-Phonograph MERCHANDISING • Coin Machine OPERATING  
New York • Washington • Great Barrington • Cincinnati • Chicago • St. Louis • Hollywood**



# SINGLES PROGRAMMING & BUYING GUIDE

## TOP MARKET BREAKOUTS

Records shown here are important to buyers and programmers because this measurement of local popularity may well indicate popularity and sales on a national scale in the weeks ahead. These records have shown sharp local sales increases during the last ten days to two weeks, but are not necessarily best sellers in their markets. Records selling strongly in a sufficient number of markets have this national strength reflected in the Hot 100 chart this week.

### NEW YORK

- THERE'S NO OTHER  
Crystals, Philles
- IT'S TOO SOON TO KNOW  
Etta James, Argo

### CHICAGO

- LET THEM LOVE  
Dreamlovers, Heritage

### LOS ANGELES

- IT WILL STAND  
Showmen, Minit
- LANGUAGE OF LOVE  
John D. Loudermilk, RCA Victor
- I CRIED MY LAST TEAR  
Ernie K-Doe, Minit
- EV'RYBODY'S CRYIN'  
Jimmie Beaumont, May
- FUNNY HOW TIME SLIPS AWAY  
Jimmy Elledge, RCA Victor
- LET'S GO TRIPPIN'  
Del Tones, De Horn

### PHILADELPHIA

- PUSHIN' YOUR LUCK  
Sleepy King, Joy

### SAN FRANCISCO

- I CRIED MY LAST TEAR  
Ernie K-Doe, Minit
- IT WILL STAND  
Showmen, Minit

### BOSTON

- I WONDER  
Pentagons, Jamie
- BE BOP GRANDMA  
Solomon Burke, Atlantic
- POP GOES THE WEASEL  
Anthony Newley, London

### PITTSBURGH

- EV'RYBODY'S CRYIN'  
Jimmie Beaumont, May
- GREETINGS (This Is Uncle Sam)  
Valadiers, Miracle

### WASHINGTON

- A CERTAIN GIRL  
Ernie K-Doe, Minit

### MILWAUKEE

- HAPPY BIRTHDAY, SWEET SIXTEEN  
Neil Sedaka, RCA Victor
- LOSING YOUR LOVE  
Jim Reeves, RCA Victor
- GARDEN OF EDEN  
Bobby Comstock, Festival
- LITTLE LONELY  
Chad Allen, Smash

### ATLANTA

- A CERTAIN GIRL  
Ernie K-Doe, Minit

### HOUSTON

- LANGUAGE OF LOVE  
John D. Loudermilk, RCA Victor

### DALLAS-FORT WORTH

- COMMANCHEROS  
Claude King, Columbia

### MINNEAPOLIS-ST. PAUL

- THE LION SLEEPS TONIGHT  
Tokens, RCA Victor
- LITTLE ALTAR BOY  
Vic Dana, Dolton
- JUST LET ME DREAM  
Pat Boone, Dot

### NASHVILLE-MEMPHIS

- FUNNY HOW TIME SLIPS AWAY  
Jimmy Elledge, RCA Victor

## BEST BUYS IN RECORDS

These records, of all those on the Hot 100, Hot C&W and Hot R&B Sides charts, have registered sufficient NATIONAL sales action this week to be recommended to dealers and all other readers as having the greatest potential to go all the way. Previous Billboard Spotlight Picks are marked (\*).

### POP

I WANT TO THANK YOU, BOBBY RYDELL . . . . (Lowe, ASCAP) Cameo 201

\*GOD, COUNTRY AND MY BABY, JOHNNY BURNETTE . . . . .  
(New Phoenix-Sarah, ASCAP) Liberty 55379

### COUNTRY & WESTERN

\*STAND AT YOUR WINDOW . . . . . (Tuckahoe, BMI)

\*WHAT WOULD YOU DO, JIM REEVES . . . . . (Tuckahoe, BMI) RCA Victor 7908

### RHYTHM & BLUES

I'M TORE DOWN, FREDDY KING . . . . . (Sonlo, BMI) Federal 12432

\*IMPOSSIBLE, GLORIA LYNNE . . . . . (Tippy, BMI) Everest 19418

## • Reviews of New Singles

The pick of the new releases:

## SPOTLIGHT SINGLES OF THE WEEK

Strongest sales potential of all records reviewed this week.

### Pop

#### BOBBY VEE



WALKIN' WITH MY ANGEL (Aldon, BMI) (2:20)—  
RUN TO HIM (Aldon, BMI) (2:07)—Here's another two sided hit for chart-topper Bobby Vee. "Angel" is a catchy tune with an infectious beat sold solidly by the lad; flip is an interesting ballad about self sacrifices. Strong wax. Liberty 55388

#### TONY ORLANDO



HAPPY TIMES (ARE HERE TO STAY) (Aldon, BMI) (2:27)—A fine new Tony Orlando waxing, culled from his new album "Bless You." He sells the story of young love with emotional impact, over potent backing. Flip is "Lonely Am I" (Aldon, BMI) (2:45). Epic 9476

#### ADAM WADE



PREVIEW OF PARADISE (Paxton, ASCAP) (2:53)—  
COLD, COLD WINTER (Paxton, BMI) (2:30) — The warm-voiced chanter turns in two mighty attractive performances here. Top side is a big ballad handled with all stops out by Wade; flip is a bouncy tune done smartly by the singer. Coed 560

#### THE CHANTELS



WELL, I TOLD YOU (Barrett's Chantel, BMI) (2:27)—  
The Chantels have a solid follow-up to their current hit with this bright item, which is almost an answer to "Hit the Road, Jack." They sell it well and the unidentified male voice adds style. Flip is "Still" (Barrett's Chantel, BMI). Carlton 564

#### JERRY FULLER



POOR LITTLE HEART (Four Star, BMI) (1:55)—  
PLACE WHERE I CRY (Four-Star, BMI) (3:14)—Jerry Fuller sells these two songs with style and feeling. "Poor Little Heart" is a happy rock and roll item with good lyrics; flip is a moving ballad with a strong arrangement. Challenge 9128

#### BOB LUMAN



OLD FRIENDS (Acuff-Rose, BMI) (2:12) —   
BOSTON ROCKER (Acuff-Rose, BMI) (2:13)—Bob Luman can get back in the hit circle with this new disking. He sings "Old Friends" with a lot of passion, aided by a sock beat, and he comes through with a shouting vocal on "Boston Rocker." Warner Bros. 5506

#### SONNY JAMES



YOUNG LOVE (Lowery, BMI) (2:30) —   
BROKEN WINGS (Shapiro-Bernstein, ASCAP) (2:04)—James makes a solid debut on Victor's new 49-cent single line. Top side is a re-recording of his old hit and it's just as appealing today as before. The flip is another old side of James, stylishly updated. Either could happen. Groove 4-1

#### BARRY RICHARDS



WHAT ARE YOU, SOME KIND OF NUT? (Spanka, BMI) (2:30)—  
The young chanter has a winner in his debut on the low-price Victor subsidiary. It's a hard-driving and rocking side, full of the sound the kids want. Richards is also the writer. Watch this one. Flip is "Last Night a Heart Was Broken" (Spanka, BMI) (2:56). Groove 4-2

#### SHEB WOOLEY



THAT'S MY PA (Channel, ASCAP) (2:23)—  
MEET MR. LONELY (Channel, ASCAP) (2:21)—Wooley has a fine novelty on top here, his best since "Purple People Eater." It's bright and full of cute gimmicks. The flip features a good performance of a weeper ballad with Tex.-Mex.-style backing. Both can happen. MGM 13046

#### H. B. BARNUM



HOW MANY MORE TIMES (Hilde Film & TV, BMI) (2:06)—  
BABY, BABY, BABY (ALL THE TIME) (Aladdin, BMI) (2:18)—Barnum bows on Victor with a sock reading of a big, big ballad of a broken love affair. Fem group and string ork assist neatly. The flip is a solid after-hours blues with piano and soft strings in support. Either way here. RCA Victor 7960

(Continued on page 38)



## SPOTLIGHT SINGLES OF THE WEEK

• Continued from page 37

### JON THOMAS



**SO GOOD** (Savoy, BMI) (2:24)—Thomas, who once developed good action on "Heartbreak (It's Hurtin' Me)," has a strong hunk of funky organ wax. It's a driving instrumental that has a good chance. Merits exposure. Flip is "The Thomas Twist" (Pamco, BMI) (2:19).  
**ABC-Paramount 10274**

### ELWOOD JAMES



**STAND UP** (Central Songs, BMI) (2:09)—James turns in a solid, revival-styled effort with strong gospel flavor. Material also touches upon topical matters. Interesting wax that could easily step out. Flip is "Arkansas Jane" (Mary, BMI) (2:09).  
**Bonanza 3456**

### Christmas

### BRENDA LEE



**ROCKIN' AROUND THE CHRISTMAS TREE** (St. Nicholas, ASCAP) (2:02) — **PAPA NOEL** (Champion, BMI) (2:25)—A re-issue of what has become a strong annual Christmas seller. Top side will get the heaviest play but the flip, an interesting, cajun type holiday tune, can also grab action in the territories.  
**Decca 20777**

## SPECIAL MERIT SINGLES

### Juke Box Programming

### JACKIE LEE

★★★★ **HALLELUJAH, I LOVE HER SO** (Progressive, BMI) (2:38)  
★★★★ **THE NEW SWANEE RIVER BOOGIE** (Aqua, ASCAP) (2:19) Sure 71891

★★★★  
**STRONG SALES POTENTIAL**

### POPULAR

#### CLAUDE GRAY

★★★★ **Let's End It Before It Begins**—MERCURY 71898—A ballad about love that has no right to be, is handled sincerely here by Gray while the combo and chorus support him smartly. A strong side. (Lowery, BMI) (2:10)

★★★★ **Talk to Me Old Lonesome Heart**—Claude Gray sells this tender weeper with much heart over warm backing by ork and chorus. A good side for the pop and country markets. (Glad, BMI) (2:35)

#### CATERINA VALENTE

★★★★ **Dis-Moi Que Septembre** — LONDON 10001—Miss Valente, now on London exclusively, turns in a bright samba rhythm tune, this time in French. The gal turns on her wild, wailing high notes in spots here. Spins possible. (BIEM) (2:00)

★★★★ **Un P'tit Beguin**—A slow, sneaky, finger-snapping rhythm side. The gal sounds fine on the French language material and she gets a fine arrangement. Two classy sides. (Sunbeam, BMI) (2:25)

#### NEIL SCOTT

★★★★ **My Confession**—PORTRAIT 2001—The chanter is giving the Padre his confession about breaking a sacred vow and spoiling a sacred love. A most emotional message here and it's given meaning by Scott. (Miron Music, ASCAP) (3:05)

★★★★ **It Happened All Over Again**—Scott turns in an okay rhythm ballad about school days. Good arrangement features a girls' chorus. (Darnel Music, BMI) (2:39)

#### BERNIE LAWRENCE

★★★★ **Collecting Girls**—UNITED ARTISTS 388—Here's a cat that has spurned stamps and started to collect girls instead. It turns out a happy hobby for him. Bright rhythm wax. Singer is the brother of Steve Lawrence. (Arch Music Co., ASCAP) (2:39)

★★★★ **That Was Yesterday** — A slow, triplet-backed ballad, done nicely by Lawrence, employing occasional dual-track spots. Side is worth a hearing. (Footlight Music, BMI) (2:45)

#### HELEN SHAPIRO

★★★★ **Walking Back to Happiness**—CAPITOL 44004—The British school girl thrush turns in a rocking, enthused performance on the up-beater. She gets help from a sharp, happy arrangement and a femme chorus. The side merits exposure. (Bourne-Rank) (2:30)

★★★★ **Kiss 'n' Run** — A medium-paced rocker blues. The performance is again good with help from the femme group. Top side rates the edge. (Beechwood) (2:08)

#### FRED FLITSTONE

★★★★ **Bedrock Beat** — EPIC 9475 — A rockin' instrumental with twin saxes featured in the lead harmony spot. Good beat and the kids will like the sound. (Barbera-Hanna, BMI) (2:15)

★★★★ **Stone Age Rock**—Another breezy instrumental with touches of "Big Noise from Winnetka." Drums and bass are featured throughout. (Barbera-Hanna, BMI) (2:28)

### SINGLES REVIEW POLICY

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

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

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

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

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

### ART AND DOTTY TODD

★★★★ **Your Cheatin' Heart** — DECCA 31329—An attractive vocal stint by the duo on the memorable Hank Williams oldie. Merits exposure. (Acuff-Rose, BMI) (2:16)

★★★★ **Sweet Cha Cha Charlot** — Gimmicked-up cha-cha version of "Swing Low Sweet Charlot" spiritual is different enough to pull play. (Northern Music, ASCAP) (2:10)

### JOHNNY NASH

★★★★ **I'm Counting On You** — ABC-PARAMOUNT 10230 — Attractive Latin-styled theme is sung with solid showmanship and quality by Nash. Also merits exposure. (Sea-Lark, BMI) (2:19)

★★★★ **I Lost My Baby**—Feelingful reading by Nash on a fervent rockaballad with good lyrics. Can grab spins. (J & E, ASCAP) (2:40)

### TAMMY MONTGOMERY

★★★★ **It's Mine** — SCEPTER 1224 — An exuberant thrashing stint by the gal on a rocking bluesy item. Should go r.&b. as well as pop. (Ludix) (2:32)

★★★★ **If You See Bill**—Expressive chirping on a feelingful rockaballad. Also a strong item. Watch it. (Ludix) (2:59)

### THE DEMENSIONS

★★★★ **As Time Goes By**—CORAL 62293 —The familiar tune gets a wild, high-voiced treatment in slow, pulsing rock tempo. Flourishing fiddles support the effort. The side has a chance and it could bring the group back. (Harms, Inc., ASCAP) (3:00)

★★★★ **Sevens Days a Week** — Another slow triplet-backed ballad rendition. The gal gives and ethereal quality to the group vocal. Another side with potential. (Mo Music Pub. Co., ASCAP)

### LAWRENCE WELK

★★★★ **You Gave Me Wings**—DOT 16285 —The maestro has a broad, strong, theme-type melody here that's filled with good piano a la Ferrante and Teicher, choral effects and banks of strings. Strong wax. (Tilzer, ASCAP) (2:35)

★★★★ **A-One, A-Two A-Cha Cha Cha**—Power-packed cha-cha rhythm on this Welkism along with harpsichord melodic line that catches the ear. Vocal chorus sings out the theme with abandon on the hard-hitting side. (Tilzer, ASCAP) (2:13)

### JACKIE LEE

★★★★ **Hallelujah, I Love Her So**—SURE 71891—The Ray Charles oldie is taken for a solid ride here by the instrumental combo. (Progressive, BMI) (2:38)

★★★★ **The New Swanee River Boogie**—Honky-tonk piano takes over on this side that swings along nicely in a medium tempo. Besides the good keyboard work there's some biting tenor in the combo instrumental. (Aqua, ASCAP) (2:19)

### TOMMY RIDGLEY

★★★★ **In the Same Old Way**—RIC 3495 —A strong side—catchy and fresh in conception, combining the church style of technique with bluesy qualities. Vocal is backed by very tasteful instrumentation, particularly the horns. (Ron Pub. Co., BMI) (2:21)

★★★★ **The Girl From Kooka Monga**—Blues novelty gets a good rocking go. (Ron Pub. Co., BMI) (2:21)

### THE CATALINAS

★★★★ **Sweethearts** — 20TH FOX 286—Mixed chorus wails with feeling on moving teen-saga. Could pull play. (Kannebek, ASCAP) (2:58)

★★★★ **Unchained Melody**—The oldie is sung with verve and strength by lead singer and group. (Frank, ASCAP) (2:55)

### GENE KENNEDY

★★★★ **Rockin' Pneumonia**—OLD TOWN 1110—A rocker with a swingy rhythm and a lyric touched with novelty. Chorus and horns and rhythm provide good backing. Tune was originally a hit for Huey Smith. (Ace, BMI)

★★★★ **The Deepest Part of the Ocean**—Contrasting with flip, this is a rockaballad, touched with country feeling. Chorus again adds a nice touch to the lead vocal. (Cedarwood, BMI)

### THE RAINDROPS

★★★★ **The Sweetheart Song**—IMPERIAL 5785—Dedicated to all sweethearts, this song, somehow, has the sad quality of a dirge, which perhaps derives from its triplet-figure background. (Sheldon, BMI) (2:15)

★★★★ **I Remember in the Still of the Night**—The old r.&b. hit is handed a good reading by the group. Watch it. (Angel, BMI) (2:10)

### LITTLE MILTON

★★★★ **So Mean to Me**—CHECKER 994—Showmanly vocalizing on catchy bluesy rocker, with dual market appeal to r.&b. as well as pop. (Arc-Lyco, BMI) (2:30)

★★★★ **I Need Somebody** — Same comment. (Arc-Lyco, BMI) (2:05)

### CODY BRENNAN AND THE TEMPTATIONS

★★★★ **Ruby Baby**—SWAN 4089—Exuberant performance by Brennan and group on lively rhythm-rocker with solid teen appeal. (Patricia, BMI) (2:08)

★★★★ **Am I the One**—Emotion-packed rockabilly delivery by Brennan on moving rockaballad. (Claridge, ASCAP) (2:05)

### THE TRONICS

★★★★ **The Big Scroungy**—LANDA 680—Interesting instrumental effort is played with style by the combo on this swinging rocker. Guitars and horn add a lot of spirit, and the side could grab coins. (Painted Desert, BMI) (2:35)

★★★★ **South American Sunset**—Another good side that also could cull some juke loot. It swings but the flip has a bit more excitement. (Painted Desert, BMI) (2:15)

### BOBBY BLAND

★★★★ **Turu On Your Love Light**—DUKE 344—The chanter comes on with a strong performance on a bright rocker. He sells it with a lot of feeling and the backing swings. Watch this. (Don Music Co., BMI) (2:30)

★★★★ **You're the One (That I Need)**—This is in the slow, moody Ray Charles groove. Bland turns in a meaningful performance, aided by warm support. Two strong sides here. (Lion Publ. Co., BMI) (2:28)

### THE FOUR COINS

★★★★ **Gee, Officer Krupke**—JUBILEE 5411—Saucy tune from "West Side Story" is handed an attractive performance by the boys. Sound effects and band arrangement is fine, too. Good side here. (Chappel Music, ASCAP) (2:59)

★★★★ **The Miracle of St. Marie**—The listenable tune receives a tender interpretation from the Four Coins on this side. It isn't as strong as the flip but it could get plays. (Quartet Music, ASCAP) (2:39)

### LITTLE MISS CORNSHUCKS

★★★★ **It Do Me So Good**—CHESS 1785 —Little Miss Cornshucks comes through with a meaningful reading of a tender tune that has a chance to take off. It has also been waxed by Ann-Margret on RCA Victor. (Arc, BMI) (2:50)

★★★ **No Teasing Around** — (Arc, BMI) (3:05)

### MARGIE BOWES

★★★★ **Lonely Pillow**—MERCURY 71897 —A most touching performance by Margie Bowes of a story about broken love. This one could climb quickly. The backing is first-rate, too. Watch it. (Sure-Fire, BMI) (2:33)

★★★ **Always Remember** — (Tree, BMI) (2:16)

### MARK WYNTER

★★★★ **Warm and Willing** — LONDON 1997—The young British chanter croons this pretty ballad pleasantly. He's abetted by chorus and strings. Side has strong appeal for good-music-minded jockeys. (Miller, ASCAP) (2:36)

★★★ **Exclusively Yours** — (Rumbalero, BMI) (1:55)

### DEL WOOD

★★★★ **Creola Fandango** — MERCURY 71899—Bright and sprightly in this happy instrumental effort played neatly here by 88-er Del Webb, aided by a chorus and a rhythm section. (Golden State, BMI) (2:23)

★★★ **My Adobe Hacienda**—(Peer Int'l, BMI) (2:03)

### CLIFF MONTGOMERY

★★★★ **Slow Motion**—COLUMBIA 42221 —A good, bright sound here on a medium-tempo ballad. The chanter has a touch and he works with a good arrangement. First. (BMI) (2:24)

★★★ **Only Time Will Tell**—(First, BMI) (2:25)

### DONNY YOUNG

★★★★ **On Second Thought**—MERCURY 71900—Donny Young turns in a sock performance on this tale of a lad who doesn't want a second chance with a girl who hurt him bad. Strong wax with a chance. (Tree, BMI) (2:14)

★★★ **One Day a Week** — (Tree, BMI) (2:34)

### BENNY BARNES

★★★★ **World's Worst Loser**—MERCURY 71896—Barnes sells this pretty ballad with earnestness over smooth support by the ork. Side has a chance if exposed. Good wax. (Big Bopper, BMI) (2:30)

★★★ **I Changed My Mind**—(Glad & Co-par, BMI) (2:16)

(Continued on page 49)

SCRATCH  
MY  
BACK

Ray  
Stevens

71888





**HELEN SHAPIRO "WALKIN' BACK TO HAPPINESS."  
ENGLAND'S NO. 1 RECORD. 325,000 SOLD FIRST TWO  
WEEKS. ORDER THE ORIGINAL ON CAPITOL NOW. #4662**





Little Al Nets Extra Sales

Continued from page 15

...and he must know what he's talking about. Little Al currently has some 11 retail outlets in the Chicago area plus a substantial one-stop operation. He's one of the leading singles movers in the city and he's credited by distributors as doing a whale of a job with albums—all types, especially sound and percussion.

And—perhaps most unique—Al is one of the few retail outlets in the city still selling at list—no discount. He's got a theory about this, but more about that later.

**Extra Sales**  
Al's ideas on pushing sound albums, have to do with "getting the extra sale."

"When a customer comes into the store," says Al, "we let the store merchandise the records—we believe in letting the customer take his time and browse around. All types and categories of merchandise are displayed. There's no special emphasis on any one thing."

"After the customer has made his selection and comes to the checkout counter (the last place I can make a sale), I say something like this: 'a new record concept has been made. Its sound cannot be duplicated or appreciated in the store area. Therefore, the must is, take it home on the house. If you don't buy me, please try me.'"

**Charge Account**

Al doesn't take cash from the customer—even customers he doesn't know. "We open a charge account for the one record," he says.

Only bookkeeping is to take the man's telephone number and ask for some simple identification.

Does it work? Al says his percentage of loss is less than one out of 100. His theory on this (and if you haven't gathered it by now, Al has a theory on just about everything and he states it in terms that would make even Casey Stengel flinch), "people who have a hobby are better than people."

**Percentage of Sales**

"Our percentage of sales," he goes on, "is just about half. Of the remaining 50 per cent who didn't buy and returned the merchandise, we have still built a desire for the merchandise, and the people eventually come in to buy when they get the money."

Al says one of the biggest advantages of his "take home" system is that it saves time. As Al phrases it more colorfully, "a man that's so stupid as to play (the record) to sell, loses money. How can you afford to talk to somebody for 15 minutes to make ONE sale? On an item that has a net profit of one or two dollars, you have to have a fast way to sell."

**Add Sales**

Another advantage of the system is that it adds sales and doesn't substitute one piece of merchandise for another.

Al believes that special merchandising displays don't add business and could hurt it.

"Let me give you an example," he says. "A man comes in to buy a Sinatra or Presley—you tell him about the wonderful new sound albums—or he sees a special display. He ends up buying the sound album and leaves the Sinatra or Presley in the store. And to make matters worse—if he doesn't like the sound album, I've made an enemy."

"With my way, the man comes in—buys what he came for and what he sees and picks out himself. Then when he's ready to check out, I tell him about the 'plug' item. He takes it home with the privilege of returning it. If he doesn't like it, no hard feelings. And besides, I've also sold the original merchandise the man came in for."

The only disadvantage to Al's system is that it requires him to keep a large inventory, and he feels the dealer has to have a good relationship with his supplier to do this.

Al believes the secret of record merchandising is variety. He feels this is one place where the discount stores, drug, grocery and department stores can't compete.

This brings him to his theories on selling at full list price or no discounting.

"First, you have to offer the finest variety of merchandise in the area. You'll note, I say "finest" variety—not biggest or most."

Al feels a store should have a large display of merchandise and

Attractive Space-Saving Racks for Sound Lines



MGM

Record Hunter Displays Sell

Continued from page 15

Another important aspect of good merchandising technique is manufacturing policy and co-operation. In this connection, Schott singled out Command, and more recently, London, as co-operative manufacturers. "Command makes it easy to merchandise because they turn out a solid product, one at a time. You can put all your push behind the one album. And their own advertising is well co-ordinated with dealer promotion."

"London has been able to make the grade with Phase 4 for several reasons. First, they've given us good, colorful product, a basic; but second, they have launched the new series with a guarantee program which makes a dealer more likely to give it a good try. We've given it a good try and it's going for us. They have made it too, where others haven't, because of the quality image of the name London. That's been very important to us."

Schott also feels that sound albums, per se, are a passing fancy, particularly in the current context of the percussion type of product. "Enoch Light started the percussion trend and many followed. He is still the most successful. Now he has de-emphasized percussion in favor of pure music, through the 35-mm. package and his new classical material and he has struck oil again. London again has made it with Phase 4 because they offer a lot of music."

Schott singled out various albums as exceptional items. "Time Records has turned out some fascinating sound items of modern classics. The Phase 4 "Pass in Review" is just the best, a terrific seller. The Victor Stereo-Action line has gotten a good reception too, again because of the quality association with Victor's name. Unfortunately, some of the others were simple bandwagon riders and didn't get there fast enough with the best."

that it should be well categorized. He's proud of the fact that his stores probably have the greatest number of record categories listed in the city. "No matter what the customer is interested in, he'll find it here," says Al.

BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

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

PHONOS LISTING BETWEEN \$101 & \$150

Position This Issue	Position 8/7/61 Issue	Brand	% of Total Points
1	1	Magnavox	16.9
2	4	Decca	13.9
3	8	Voice of Music (V-M)	11.6
4	5	Webcor	10.4
5	3	Motorola	9.5
6	—	Phonola	6.5
7	7	RCA Victor	5.3
8	—	Symphonic	3.2
Others			22.7

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.

**COLOSSEUM**—Expires November 15, 1961. Started August 15, 1961. "Half Price Victory Sale." \$3.98 LP's to retail for \$1.99. Dealer cost \$1.23, f.o.b., warehouse. Label is owned by Bruno Hi-Fi Records.

**PACIFIC JAZZ-WORLD PACIFIC**—Expires November 24, 1961. Started October 9, 1961. Two LP's free for every 10 LP's purchased with a minimum order of 100 mono or stereo LP's. Covers 11 new releases. One hundred per cent exchange privilege.

**ATLANTIC-ATCO**—Expires November 30, 1961. Started October 30, 1961. "The Right Deal at the Right Time." One LP given free with the purchase of eight LP's. Deal is available to dealers through distributors and covers entire catalogs of both labels and new releases. All qualifying dealers offered deferred billing and 100 per cent return privilege. See page 4, October 30 issue, for details.

**KAPP**—Expires November 30, 1961. Started October 10, 1961. October-November Program. Ten per cent discount on 12 new releases only. Dating available to qualified dealers.

**LIBERTY**—Expires November 30, 1961. Starts October 30, 1961. Ten per cent cash discount on the label's Christmas product, including its Robert Rheims catalog, plus a new Felix Slatkin Christmas release on the Premiere label. See page 2, October 16 issue, for details.

**ABC-PARAMOUNT**—Expires December 15, 1961. Started July 17, 1961. Fall-Winter LP Program. Distributors are offered 12 1/2 per cent discount on all LP purchases. Program covers complete catalogs and new releases, including Christmas packages, on ABC-Paramount, Impulse and Chancellor labels.

**CAPITOL-ANGEL**—Expires December 22, 1961. Started October 16, 1961. Christmas Package Program. Twelve and a half per cent cash discount on all Capitol and Angel new yuletide releases, catalog as well as new releases. See page 3, October 16 issue, for details.

**CAPITOL**—Expires December 22, 1961. Started October 30, 1961. Special sales program. Dealers are offered up to two free LP's for every 10 LP's purchased of 18 of the label's Original Broadway Cast and Movie Soundtrack albums. See separate story, current issue, for details.

**MERCURY**—Expires December 31, 1961. Started November 1, 1961. "Operation Gold Rush." Fifteen per cent merchandise bonus. Plan covers 22 new albums and also gives right to buy three catalog LP's in the same price group for every new LP release purchased on same 15-for-100 basis. One hundred per cent exchange privilege on entire November release and 10 per cent exchange privilege on catalog. Dealer must place initial order by November 21.

**PETER PAN**—Expires December 31, 1961. Started August 15, 1961. Label is offering all of the current seven inch singles to dealers six for \$1.

**TIME**—No expiration date. Started November 1, 1961. Entire Series 2000 catalog will be available on a buy six-get-one-free basis.

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

**WONDERLAND**—Expires November 30, 1961. Started August 23, 1961. Dealer gets 26 albums for the price of 24. Key numbers in catalog available in two pre-paks. Label is Riverside's children's line.

**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.

WHAT EVERY NEEDLE DEALER SHOULD HAVE...

DUOTONE'S NEW DIAMOND NEEDLE DISPENSER!



...your needle sales will skyrocket. This attractive display contains the most modern stereo and monaural diamond needles. The dispenser, by being constantly in front of your customers, will stimulate impulse purchase needle sales...and it saves you Inventory Time. The dispenser is FREE! You just pay for 2 Duotone Diamond needles it contains. They're newly and handsomely packaged for customer eye appeal.

SEE YOUR DUOTONE DISTRIBUTOR TODAY!  
DUOTONE COMPANY, INC.  
KEYPORT, N.J.



# WHEN THE BOY IN YOUR ARMS

IS THE BOY IN YOUR HEART

c/w

## BABY'S FIRST CHRISTMAS

M-G-M K 13051

# CONNIE FRANCIS

AMERICA'S  
NUMBER 1  
SINGER  
HAS THE  
NEXT  
NUMBER 1  
HIT!



**MGM**



**RECORDS**



# THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING NOVEMBER 5

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

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	4	<b>BIG BAD JOHN</b>	By J. Dean—Published by Cigma (BMI)	5
2	1	<b>RUNAROUND SUE</b>	By Ernie Maresca-Dion DiMucci—Published by Schwartz-Disal (ASCAP)	6
3	2	<b>BRISTOL STOMP</b>	By Mann-Appell—Published by Kalmann (ASCAP)	7
4	3	<b>HIT THE ROAD JACK</b>	By Percy Mayfield—Published by Tangerine (BMI)	8
5	5	<b>SAD MOVIES (Make Me Cry)</b>	By Loudermilk—Published by Acuff-Rose (BMI)	6
6	19	<b>FOOL #1</b>	By Kathryn Fulton—Published by Sure Fire (BMI)	3
7	7	<b>LET'S GET TOGETHER</b>	By Richard M. Sherman-Robert B. Sherman—Published by Wonderland (BMI)	6
8	10	<b>THIS TIME</b>	By Chips Moman—Published by Tree (BMI)	7
9	12	<b>THE FLY</b>	By Madara-White—Published by Woodcrest-Mured (BMI)	5
10	6	<b>I LOVE HOW YOU LOVE ME</b>	By Mann-Kolber—Published by Aldon (BMI)	5
11	13	<b>TOWER OF STRENGTH</b>	By Hilliard-Bachrach—Published by Famous (ASCAP)	4
12	8	<b>YA YA</b>	By Dorsey-Robinson—Published by Fast-Barich (BMI)	6
13	15	<b>THE WAY YOU LOOK TONIGHT</b>	By D. Fields-J. Kern—Published by Harms (ASCAP)	6
14	11	<b>CRYIN'</b>	By Roy Orbison-Joe Melson—Published by Acuff-Rose (BMI)	10
15	23	<b>A WONDER LIKE YOU</b>	By Jerry Fuller—Published by Four Star (BMI)	3
16	18	<b>YOU'RE THE REASON</b>	By Edwards-Imes-Henley-Fell—Published by American (BMI)	4
17	9	<b>MEXICO</b>	By Boudleaux Bryant—Published by Acuff-Rose (BMI)	7
18	16	<b>(He's My) DREAMBOAT</b>	By John D. Loudermilk—Published by Acuff-Rose (BMI)	4
19	17	<b>SWEETS FOR MY SWEET</b>	By Pomus-Shuman—Published by Brenner-Progressive-Trio (BMI)	5
20	26	<b>I UNDERSTAND (Just How You Feel)</b>	By Pat Best—Published by Jubilee (ASCAP)	3
21	—	<b>PLEASE MR. POSTMAN</b>	By Dobbins-Garrett-Brianbert—Published by Jobete (BMI)	1
22	24	<b>BIG JOHN</b>	By Patton-Summers—Published by Ludix (BMI)	2
23	14	<b>YOU MUST HAVE BEEN A BEAUTIFUL BABY</b>	By Warren-Mercer—Published by Remick (ASCAP)	8
24	27	<b>EVERLOVIN'</b>	By Dave Burgess—Published by Jat (BMI)	3
25	—	<b>WHAT A PARTY</b>	By A. Domino-P. King-D. Bartholomew—Published by Travis (BMI)	1
26	25	<b>DON'T BLAME ME</b>	By McHugh-Fields—Published by Robbins (ASCAP)	5
27	—	<b>CANDY MAN</b>	By Beverly Ross-Fred Neil—Published by January (BMI)	1
28	—	<b>CRAZY</b>	By Willie Nelson—Published by Pamper (BMI)	1
29	—	<b>GOODBYE CRUEL WORLD</b>	By Shayne—Published by Aldon (BMI)	1
30	—	<b>HEARTACHES</b>	By Kleener-Hoffman—Published by Leeds (ASCAP)	1

## RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- BIG BAD JOHN**—Jimmy Dean, Columbia 42175.
- RUNAROUND SUE**—Dion, Laurie 3110.
- BRISTOL STOMP**—Dovells, Parkway 827.
- HIT THE ROAD JACK**—Ray Charles, ABC-Paramount 10244.
- SAD MOVIES (Make Me Cry)**—Lennon Sisters, Dot 16255; Sue Thompson, Hickory 1153.
- FOOL #1**—Brenda Lee, Decca 31309.
- LET'S GET TOGETHER**—Hayley Mills, Vista 385.
- THIS TIME**—Troy Shondell, Liberty 55353.
- THE FLY**—Chubby Checker, Parkway 830.
- I LOVE HOW YOU LOVE ME**—Paris Sisters, Gregmark 6.
- TOWER OF STRENGTH**—Gene McDaniels, Liberty 55371.
- YA YA**—Lee Dorsey, Fury 1053.
- THE WAY YOU LOOK TONIGHT**—Lettermen, Capitol 4586.
- CRYIN'**—Roy Orbison, Monument
- A WONDER LIKE YOU**—Rick Nelson, Imperial 5770.
- YOU'RE THE REASON**—Bobby Edwards, Crest 1075; Hank Locklin, RCA Victor 7921; Joe Smith, Fairlane 21006.
- MEXICO**—Bob Moore, Monument 446; Lili Wally and the Harmony Boys, Jay-Jay 250.
- (He's My) DREAMBOAT**—Connie Francis, MGM 13039.
- SWEETS FOR MY SWEET**—Drifters, Atlantic 21127.
- I UNDERSTAND (Just How You Feel)**—G-Clefs, Terrace 7500.
- PLEASE MR. POSTMAN**—Marvelettes, Tamla 54046.
- BIG JOHN**—Shirelles, Scepter 1223.
- YOU MUST HAVE BEEN A BEAUTIFUL BABY**—Bobby Darin, Atco 6206.
- EVERLOVIN'**—Rick Nelson, Imperial 5770.
- WHAT A PARTY**—Fats Domino, Imperial 5779.
- DON'T BLAME ME**—Everly Brothers, Warner Bros. 5501.
- CANDY MAN**—Roy Orbison, Monument 447.
- CRAZY**—Patsy Cline, Decca 31317.
- GOODBYE CRUEL WORLD**—James Darren, Colpix 609.
- HEARTACHES**—Marceels, Colpix 612.

# ATTENTION:

## SELLING SINGLES ACROSS THE NATION

## SONGCRAFT LABEL

### CHUCK FOOTE

## YOU'RE RUNNING OUT OF KISSES

K 401

### TED TAYLOR

## ANYTIME, ANYPLACE, ANYWHERE

b/w

## I LOST THE BEST THING I EVER HAD

K 400

## WARWICK LABEL

### MORTY CRAFT

AND THE SINGING STRINGS

## "MORE WHEELS CHA-CHA-CHA"

b/w

## "SWINGING GYPSIES"

M670

### MATT MONRO

## WHY NOT NOW?

M669

### THE STRING-A-LONGS

## "MINA BIRD"

M668

## ELMOR LABEL

## THE FASHIONS FAIRY TALES

E301

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



RETAILERS. ONE STOPS  
OPS, RACK JOBBERS

YOU CAN'T SELL CHARTS  
- BUT YOU CAN SELL

EDDIE FISHER'S

NEW HIT

"TONIGHT"

Seven Arts #719. From the motion picture "West Side Story." A Seven Arts-Mirisch Production.

Get with Eddie's Big Album—"TONIGHT WITH EDDIE FISHER" Ramrod 6002 (mono); SR 6002 (stereo)

"GOING ALL THE WAY"

Morty Craft


SEVEN ARTS RECORDS, INC.

701-7th Ave., N.Y.C., N. Y.  
(Morty Craft, pres.)



**HOT NEW ATLANTIC ARTISTS!**

STAY AT HOME LULU



DALE HAWKINS

and I Can't Erase You (Out of My Heart)  
2126

---

**RUNAWAY INSTRUMENTAL HIT!**

DO THE HULLY GULLY

KING COLEMAN

(PARTS 1 & 2) 2125



ATLANTIC RECORDS

Music of the World!

NEW RELEASES . . . . . Sugg. List \$3.98

- ULP 512 CONTINENTAL PROMENADE
- ULP 514 PETER ANDERS SINGS GERMAN SONGS
- ULP 515 AUSTRIAN FOLK MUSIC (Vol. 2)
- ULP 516 VIENNESE SONGS
- \*ULP 517 MUSIC FROM SOUTH AMERICA (Carnavalito)

PREVIOUS RELEASES

<ul style="list-style-type: none"> <li>ULP 500 GERMAN DANCE PARTY</li> <li>ULP 501 CONTINENTAL WALTZES</li> <li>ULP 502 SONGS OF GERMANY</li> <li>ULP 503 SAILOR SONGS FROM GERMANY</li> <li>ULP 504 GERMAN MILITARY BAND MARCHES</li> <li>ULP 505 SONGS FROM PARIS</li> </ul>	<ul style="list-style-type: none"> <li>ULP 506 AUSTRIAN FOLK MUSIC (Vol. 1)</li> <li>ULP 507 GERMAN FAMILY FAVOURITES</li> <li>ULP 508 MUSIC FROM AFRICA</li> <li>ULP 509 GERMAN FAVOURITES OF THE EARLY 50's (Vol. 1)</li> <li>ULP 510 ARGENTINE FOLKLORE</li> <li>ULP 511 RUMBA FAVOURITES</li> </ul>
--	---

\*AVAILABLE IN STEREO . . . . . Sugg. List \$4.98

Dealers, contact your local distributor or write Bill Hill for Special Deals and Discounts. CATALOGUES ON REQUEST.




RECORD CO., INC. OF CALIFORNIA

2671 West Pico Blvd. Los Angeles 6, Calif. DuKirk 2-8261

Reviews of New Albums

the pick of the new releases:




SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.


• Continued from page 28

---

Jazz


**MINGUS**  

**Various Artists. Candid 8021 (Stereo & Monaural)**—The Charles Mingus Jazz Workshop is woodshedding again. On this three-track LP, Mingus has an all-star aggregation to captain. Besides the estimable composer-leader-bassist, trombonists Jimmy Knepper and Britt Woodman, tenor saxist Brooker Erwin, alto saxist Eric Dolphy and trumpeter Ted Curson contribute to the ever-moving and amazing Mingus moods. Top jazz wax.

---


**OLE COLTRANE**  

**John Coltrane. Atlantic 1373** — The title tune of this album has the Spanish beat and Coltrane playing soprano sax in his most fluent style. The one tune takes up a full side of the LP. The flip is divided into two tunes: "Da-homey" and "Aisha," where Coltrane splits his solo efforts between tenor sax and soprano. Besides the full-bodied blowing by Trane, George Lane on flute, trumpeter Freddie Hubbard, and pianist McCot Tynes also supply ram-bunctious improvisations.

---


Classical

**MALAGUENA**  

**Carlos Montoya. RCA Victor LPM 2380 (Stereo & Monaural)**—Carlos Montoya, one of the outstanding Spanish guitarists of the era, has a wonderful new album here that should sell speedily to his many, many fans. The set was recorded in concert at RCA Victor's Webster Hall in New York, and it contains flamenco selections, folias, and campanilleros, including the title song, and the familiar "Andulucia." A truly fine recording.

---


**REVERIE FOR SPANISH GUITARS**  

**Laurindo Almeida. Capitol SP 8571 (Stereo & Monaural)**—Laurindo Almeida performs a collection of classical items with the skill and musicianship which have made him famous. He has transcribed works by Debussy, Tchaikovsky, Ravel, Chopin, etc., and at times has written second and even third parts, performing all the parts himself via multiple recording. A lovely new album for the many fans of the guitarist.

---


**MUSSORGSKY-RAVEL: PICTURES AT AN EXHIBITION**  

**L'Orchestre De La Societe Des Concerts Du Conservatoire (Vandernoot). Command CC 11003 SD (Stereo)**—This is an exceptional performance of "Pictures at an Exhibition" by the Paris Conservatory Orchestra under Andre Vandernoot. It is not only the performance on the record but also the extraordinary sound that should help turn it into a strong seller. The attractive cover and deluxe packaging add plus values, very strong wax.

---


Country & Western

**COUNTRY HITS—SONGS I HADN'T RECORDED TILL NOW**  

**Hank Snow. RCA Victor LSP 2458 (Stereo & Monaural)**—Hank Snow has another blockbuster country package of 12 hits that were chart-makers for other artists. The country chanter reads the lyrics on these tunes, all weepers, in mighty convincing style. He accompanies himself on guitar and is assisted by a male chorus and country combo. Some of the titles are "Address Unknown," "Mansion on the Hill," and a "Petal From a Faded Rose."

---

**HANK THOMPSON AT THE GOLDEN NUGGET**  

**Capitol ST 1632 (Stereo & Monaural)**—The Brazos Valley Boys turn in a swinging live performance at Las Vegas' Golden Nugget with Thompson rendering a standout selection of tunes. Two of these are "She's Just a Whole Lot Like You" and "A Six Pack to Go," a pair of his greatest hits. There's much excitement here and the package should keep the counters busy.

---

**COZY INN**  

**Leon McAuliff. ABC-Paramount ABC 394 (Stereo & Monaural)**—McAuliff, whose career traces back to the Western band of Bob Wills, has produced a very strong package here. It is Western—and it swings and rocks, with plenty of horn passages in the instrumentation. Material, which includes vocals by McAuliff, has some fine blues and rhythm material, and ballads. "Cozy Inn," "Kansas City," "Smack Deb in the Middle," are typical sides. With the group are the Jordanares, thru arrangement with Capitol.

(Continued on page 50)



Convenient  
9x12 size  
as shown

★

Easy-to-use  
contents  
listing

★

Properly displayed,  
alphabetized  
"Advertisers' Index"  
for convenient  
reference to  
commercial messages

★

Generous use  
of  
color printing

★

White uncoated  
offset paper,  
with heavier  
cover stock

★

Side-saddle binding,  
with title of  
edition on backbone

BILLBOARD  
MUSIC WEEK

THE WORLD-WIDE COMMUNICATIONS  
CENTER OF THE MUSIC INDUSTRY

International Headquarters:

NEW YORK 36, N. Y.

1564 Broadway Plaza 7-2800  
Cable Address: Musicweek, New York

CHICAGO • HOLLYWOOD

188 W. Randolph 1520 N. Gower  
CE 6-9818 HO 9-5831

SALES REPRESENTATIVES

<p><b>AUSTRALIA:</b> Brian Nebenzahl, 118 William St., P. O. Box 418, North Sydney</p> <p><b>BELGIUM:</b> Jan Torfs, Stuivenbergvaart 37, Mechelen</p> <p><b>HONG KONG:</b> Carl Myatt, 44 Mount Kellert Rd., The Peak</p> <p><b>ITALY:</b> Dr. Mario De Luigi, Via Carducci 6, Milan</p>	<p><b>MEXICO:</b> Dr. Otto Mayer-Serra, Apartado 8688, Mexico City</p> <p><b>PHILIPPINES:</b> Luis Ma Trinidad, 26 Escolta, Manila</p> <p><b>PUERTO RICO:</b> Anthony Contreras, 26 Gertrudis St., Sanfuce</p> <p><b>SPAIN:</b> Jose Maya, Cea Bermudez 74, Madrid</p>
---	--



**Coming in December:**

BILLBOARD MUSIC WEEK'S NEW . . . BIGGER . . . BETTER . . . BROADER

**Special Year-End Edition** BUILT ON A THEME OF

**Success**

IN THE WORLD-WIDE MUSIC-RECORD-AUTOMATICS INDUSTRY

# BILLBOARD MUSIC WEEK

In Two Sections.....Section 1

*in this section ...*

**1962  
WHO'S  
WHO IN THE  
WORLD OF  
MUSIC**

*Spotlighting*

**RECORD LABELS**

—and Their Top Records Around the World

**MUSIC PUBLISHERS**

—and Their Song Hits Around the World

**RECORDING ARTISTS**

—and Their Record Winners Around the World

**JUKE BOXES**

—Products and Prospects Around the World



BILLBOARD MUSIC WEEK

HITS OF THE WORLD



Europe

BRITAIN

- WALKIN' BACK TO HAPPINESS—Helen Shapiro (Columbia)
HIS LATEST FLAME—Elvis Presley (RCA)
GIRL IN YOUR ARMS—Cliff Richard (Columbia)
HIT THE ROAD, JACK—Ray Charles (HMV)
WILD WIND—John Leyton (Top Rank)
TAKE FIVE—Dave Brubeck (Fontana)
BIG BAD JOHN—Jimmy Dean (Philips)
TAKE GOOD CARE OF MY BABY—Bobby Vee (London)
SUCU-SUCU—Laurie Johnson (Pye)
MEXICALI ROSE—Karl Denver (Decca)
THE TIME HAS COME—Adam Faith (Parlophone)
BLESS YOU—Tony Orlando (Fontana)
YOU'LL ANSWER TO ME—Cleo Laine (Fontana)
YOU MUST HAVE BEEN A BEAUTIFUL BABY—Bobby Darin (London)
MICHAEL—Highwaymen (HMV)
LET'S GET TOGETHER—Hayley Mills (Decca)
BOOMERANG—Charlie Drake (Parlophone)
YOU DON'T KNOW WHAT YOU'VE GOT—Ral Donner (Parlophone)
LITTLE SISTER—Elvis Presley (RCA)
MOON RIVER—Danny Williams (HMV)
JEALOUSY—Billy Fury (Decca)
HATS OFF TO LARRY—Del Shannon (London)
KON-TIKI—Shadows (Columbia)
THE MOUNTAIN'S HIGH—Dick and Dee Dee (London)
WILD IN THE COUNTRY—Elvis Presley (RCA)
GET LOST—Eden Kane (Decca)
RUNAROUND SUE—Dion (Top Rank)
GRANADA—Frank Sinatra (Reprise)
SUCU-SUCU—Nina and Frederik (Columbia)
TOGETHER—Connie Francis (MGM)

SWEDEN

- DEN SISTE MOHIKANEN/PETTER OCH FRIDA—Little Gerhard (Karussell)
HELLO MARY LOU—Ricky Nelson (California)
PUTTI PUTTI—Jay Epae (Mercury)
DU HAR BARA LEKT MED MEJ/BORTOM BERGEN—Siv Malmkvist (Metronome)
A GIRL LIKE YOU—Cliff Richard (Columbia)
KARA MOR—Goingeflickorna (Joker)
ALPENS ROS—The Violents (Sonet)
EN GANG SKALL VI ATER MOTAS—Thory Bernhards (Polydor)
MOODY RIVER—Pat Boone (Dot)
BUT I DO—Clarence Henry (Pye, Int.)

ITALY

- LA NOVIA—Tony Dallara (Music); Domenico Modugno (Font); Antonio Prieto (RCA)
PEPITO—Los Machucambos (Decca); Cocky Mazzetti (Primary)
EXODUS—Ferrante & Teicher (UA); Pino Calvi (Columbia)
AIUTAMI A PIANGERE—Connie Francis (MGM)
IL SOTTERRANEO—Pino Donaggio (Columbia)
NATA PER ME—Adriano Celentano (Jolly)
IL CUORE DEL MANDRIANO—Fendermen (Top Rank)
COME NASCE UN AMORE—Nico Fidenco (RCA)
IL TANGO DELLE ROSE—Joe Damiano (Chancellor)
TOWN WITHOUT PITY—Gene Pitney (UA)
STRINGITI ALLA MIA MANO—Miranda Martino (RCA)
LE STRADE DI NOTTE—Giorgio Gaber (Ricordi)
CINDERELLA—Paul Anka (Columbia)
PERA MATURA—Pino Donaggio (Columbia)
GRANADA—Frank Sinatra (Reprise)

HOLLAND

- OCH, WAS IK MAAR—Johnny Hoes (Philips)
HELLO, MARY LOU—Ricky Nelson (Imperial)
TEMPTATION—The Everly Brothers (Warner Bros.)
PEPITO—Los Machucambos (Omega)
DANCE ON, LITTLE GIRL—Paul Anka (ABC Paramount)
LA PALOMA—Freddy (Polydor)
HAWAII TATTOO—The Waikiki's (Palette)
BRIGITTE BARDOT—Jorge Veiga (Barclay)
A GIRL LIKE YOU—Cliff Richard (Columbia)
WHEELS—String-A-Longs (London)

NORWAY

- MICHAEL—Highwaymen (United Artists)
HELLO MARY LOU—Ricky Nelson (California)
VIOLETTA—Ray Adams (Manu)
I'M GONNA KNOCK ON YOUR DOOR—Eddie Hodges (Cadence)
DOWN BY THE RIVERSIDE—Blue Diamonds (Fontana)
WALKING BACK TO HAPPINESS—Helen Shapiro (Columbia)
KON-TIKI—Shawods (Columbia)
JOHNNY REMEMBER ME—John Leyton (Top Rank)
YOU DON'T KNOW—Helen Shapiro (Columbia)
LITTLE SISTER—Elvis Presley (RCA)

FRENCH (Walloon) BELGIUM

- BRIGITTE BARDOT—Roberto Seto (Vogue); Peter Plum Publications (Decca); Petula Clark (Vogue); Eds. Raoul Breton
IL FAUT SAVOIR—Charles Aznavour (Barclay); French Music
HELLO, MARY LOU—Ricky Nelson (Imperial) Basart
DANCE ON, LITTLE GIRL—Paul Anka (ABC Paramount); Spanka Music
LES MILLIONS D'ARLEQUIN—Francis Linel (Ricordi); Raoul Breton
LA BAMBA—Los Machucambos (Decca); Public domain
MICHAEL—The Highwaymen (London); Lonnie Donegan (Pye)
WHEELS—The String-A-Longs (London); Eds. Biens
PEPITO—Los Machucambos (Decca); Eds. Francis Day

FRANCE

- BRIGITTE BARDOT—Jorge Veiga (Barclay); Roberto Seto (Vogue); Caravelle
LET'S TWIST AGAIN—Johnny Halliday (Philips); Richard Anthony (Columbia); Salvat
WHEELS (Dans le coeur de ma blonde)—Marcel Amont (Polydor); The Strings-A-Long (London); Legrand
GEORGIA ON MY MIND/WHAT I'D SAY—Ray Charles (Vega); Atlantic
NAVARONE—John William (Polydor); Franck Pourcell (VSM); Joe Reismann (Barclay)
MADAM MADAM (I still love you all)—Les Chaussettes Noires (Barclay); Salabert
PEPITO/OTORINO LARINGOLOGO—Los Machucambos (Decca); Fr. Day
PROTEGEZ MOI SEIGNEUR (Poderoso Senor)—Dalida (Barclay); Franck Pourcell (VSM); Jacky Noguez (Pop)
NOUVELLE ORLEANS—Johnny Halliday (Vogue); Alpha
LE MORIBOND—Jacques Brel (Philips); Tutti

GERMANY

- WEISSE ROSEN AUS ATHEN—Nana Mouskouri (Fontana); Kassner
PEPITO—Yvonne Carre (Decca); Los Machucambos (London); Peer
DER MANN IN MOND—Gus Backus (Polydor); Busse
WARTE, WARTE NUR EIN WEILCHEN—Spree City Stompers (Vogue); Sikorski

- LA PALOMA—Freddy (Polydor)
SCHLAGER VON EINST—Die Rixdorfer Sanger (Philips)
SAN ANTONIO ROSE—Die Continentals (Decca); Floyd Cramer (RCA); R. M. Siegel
AM MISSOURI/TOM O'HARA/EINES TAGES (Michael)—Die Fellows (Decca); Die Tramps (Polydor); The Highwaymen (United Artists)
SO LEBEN WIR—Der Flotte Franz and seine Bierbrummer (Ariola); Arnie
EINMAL KOMM, ICH WIEDER—Connie Francis (MGM); Viktoria
HELLO MARY LOU—Jan und Kjeld (Ariola); Ricky Nelson (London); Ricky-Boys (Philips); Intro
ZUCKERPUPPE—Bill Ramsey (Polydor); Gerig
SCHADE, SCHADE, SCHADE—Siv Malmkvist (Metronome); Intro
BEIM CANDLELIGHT—Die James Brothers
BERLIN-MELODIE—Billy Vaughn (London); Gerig
TANZE MIT MIR IN DEN MORGEN—Gerhard Wendland (Philips); Melodie der Welt
BRIGITTE BARDOT—Digno Garcia y sus Caros (Ariola); R. M. Siegel
MEXICO—Bob Moore (London)
IN HONOLULU—Die Musketiere (Carina)
LUCKI-LUCKI-POLKA—Lolita (Polydor); Atlas

SPAIN

- LA NOVIA—Antonio Prieto (RCA); Canciones Del Mundo
QUISIERA SER—Duo Dinamico (La Voz); Musica Del sur
TONIGHT, MY LOVE, TONIGHT—Paul Anka (ABC-Hispavox); Hispavox
LORANDO ME DORMI—Hnos. Rigual (RCA); None in Spain
ENAMORADA—Jose Guardiola (La Voz); Canciones Del Mundo
MOLIENDO CAFE—Lucho Gatica (La Voz); Hispavox
DANCE ON LITTLE GIRL—Paul Anka (Hispavox); Hispavox
ESPERO—Elia Fleita (RCA); RCA
EXODO—Duo Dinamico (La Voz); Canciones Del Mundo
TA GRISA MATAKIA—Jose Guardiola (La Voz); Canciones Del Mundo

Asia & Pacific

HONG KONG

- A GIRL LIKE YOU—Cliff Richard (Columbia)
A WONDER LIKE YOU—Ricky Nelson (Imperial)
MICHAEL—The Highwaymen (UA)
CINDERELLA—Paul Anka (ABC Paramount)
SAD MOVIES—The Lennon Sisters (Dot)
BIG COLD WIND—Pat Boone (Dot)
WITHOUT YOU—Johnny Tillotson (Cadence)
I'M GONNA KNOCK ON YOUR DOOR—Eddie Hodges (Cadence)
RIDERS IN THE SKY—Lawrence Welk (Dot)
MY CLAIRE DE LUNE—Steve Lawrence (UA)

NEW ZEALAND

- YOU DON'T KNOW—Helen Shapiro (Columbia); Columbia
TAKE GOOD CARE OF MY BABY—Bobby Vee (London); King/Goffin
JOHNNY, REMEMBER ME—John Leyton (Top Rank); Southern
LITTLE SISTER—Elvis Presley (RCA); Copy Control
QUARTER TO THREE—The Keil Isles (Viking); NSNS
CRYING—Roy Orbison (London) Acuff/Rose
AMOR—Ben E. King (London); Allans
LAST NIGHT—The Markeys (London); Copy Control
WHO PUT THE BOMP—Harry Mann (Mercury); Morris
KON TIKI—The Shadows (Columbia) Albert

AUSTRALIA

- I'M COUNTING ON YOU—Johnny O'Keefe (Festival)
CRYING—Roy Orbison (London)
FIVE FOOT TWO—Brian Davies (HMV)
TIME—Craig Douglas (Top Rank)
KON TIKI—The Shadows (Columbia)
LITTLE SISTER—Elvis Presley (RCA)
HIT THE ROAD, JACK—Ray Charles (Ampar)
BIG BAD JOHN—The Shirelles (Coronet)
MEXICO—Bob Moore (London)
NEVER ON SUNDAY—Don Costa (UA)
HEY, LITTLE ANGEL—Johnny Devlin (Festival)
SO LONG BABY—Del Shannon (London)
YOU MUST HAVE BEEN A BEAUTIFUL BABY—Bobby Darrin (London)
TAKE GOOD CARE OF MY BABY—Bobby Vee (London)
MORE MONEY FOR YOU AND ME—Four Preps (Capitol)

JAPAN

- KIMI KOISHI—Frank Nagai (Victor)
MOLIENDO CAFE—Hugo Blanco (Polydor); Nishida Sachiko (Polydor)
KOSHU—Katsushima Akira (Victor)
BROKEN PROMISES—Kitamura Eiji (King); Henri De Pari (Colpix); Kobayashi Akira (Columbia)
LITTLE DEVIL—Neil Sedaka (Victor)
WHEELS—Billy Vaughn (Dot)
KUTSUKAKE TOKIJIRO—Hashi Yukio (Victor)
RUNAWAY—Del Shannon (Atlantic); Iida Hisahiko (Columbia)
HARLEM NOCTURNE—Sam Tylor (MGM)
SUCU SUCU—Ping Ping (Kapp); The Peanuts (King)

PHILIPPINES

- IN TIME—Steve Lawrence (United Artists); Mareco, Inc.
Theme From BY LOVE POSSESSED—Vic Damone (Columbia); Mareco, Inc.
CHERRY PINK & APPLE BLOSSOM WHITE—Pat Boone (Dot); Mareco, Inc.
DONNA, DONNA—The Everly Brothers (Warner Bros.); Mareco, Inc.
YOU'RE THE ONE—Carolyn Dezurik (Dyna); Dyna Products, Inc.
FEVER—Ray Peterson (RCA Victor); Filipinas Record Corp.
LAZY RIVER—Bobby Darin (Capitol); Mico Recording Co.
LET'S TWIST AGAIN—Chubby Checker (Parkway); Dyna Products, Inc.
ONE MORE CHANCE—Teddy Randazzo (Dyna); Dyna Products, Inc.
MUSKRAT—The Everly Brothers (Warner Bros.); Mareco, Inc.

ISRAEL

- JOHNNY REMEMBER ME—John Leyton (Top Rank); Meridian Music
THE KISSING GAME—Dion (Top Rank); Trio Music, Inc., B.M.I.
YOU DON'T KNOW—Helen Shapiro (Columbia); Lorna Music, Ltd.
HELLO MARY LOU—Ricky Nelson (London); January Music
THE MARKETPLACE—The Roosters (Hed Arzi); Shemer
MICHAEL—The Highwaymen (United Artists)
CHITARRA ROMANA—Connie Francis (MGM); B.I.E.M.
A MAN'S LIFE—DUO OFARIM (Israphon)
TONIGHT, MY LOVE—Paul Anka (Arton); B.M.I.
SAILOR—Petula Clark (PYE); B.I.E.M./Leeds

The Americas

PERU

- MOCHITA—Sonora Sensacion (Sono Radio); Niko Estrada (Smith); Rolando de Castro (Virrey)
QUIERO AMANECER—Los Llopis (Virrey); Lorenzo Gonzalez (Cholita); Niko Estrada (Smith)
FINA ESTAMPA—Los Chamas (S. Radio); Teresita Valesquez (Odeon); Los Romanceros Criollos (Virrey)
QUERIDA—Sergio Murillo (Columbia)
ESCANDALO—Javier Solis (Columbia); Los Chapanecos (Odeon); Sonora Capri (Smith)
MELODIA DE AMOR—Paul Anka (Paramount); Philips; Los Llopis (Odeon)
DEMONIO O ANGEL—Bobby Vee (Liberty)
ARREPENTIDA—Leonora (Columbia)
ANOCHE NO DORMI—Teen Tops (Columbia)
AMOR QUE MIENTE—Sergio Murillo (Columbia)

SOUTH AFRICA

- SEND ME THE PILLOW YOU DREAM ON—Pat Boone (Dot); Melody Music
A GIRL LIKE YOU—Cliff Richard (Columbia); Francis Day & Hunter
TAKE GOOD CARE OF HER—Adam Wade (HMV); Paxwin Music
LITTLE SISTER—Elvis Presley (RCA); Aberbach S.A. (Dty.), Ltd.
JUDY—Elvis Presley (RCA); Progressive Africa Music
DUM DUM—Brenda Lee (Decca); E. H. Morris
WHAT DO YOU WANNA MAKE THOSE EYES AT ME FOR—The Knights (Parlophone); Francis Day & Hunter
WRITING ON THE WALL—Adam Wade (HMV); Paxwin Music
SWEET LITTLE SIXTEEN—Micky Most (Rave); Arc Music Corp.
SENTIMENTAL ME—Elvis Presley (RCA); Progressive Africa Music

ARGENTINA

- WHEELS—Billy Vaughn (Dot-Sicamericana); Dundee Music-Korn
RUNAWAY—Del Shannon (London); Vicky-Fermata
AND THE HEAVENS CRIED—Tony Villar (Columbia); Rag Music-Biem
QUIERO AMANECER—Sarita Lascarro (RCA Victor); Korn
TONIGHT, MY LOVE, TONIGHT—Paul Anka (ABC-Ariel); Spanka-Fermata
LITTLE DEVIL—Neil Sedaka (RCA Victor); Aldo Music-Fermata
ANGELICA—Horacio Guarany (Record); Lagos
NOCHE DE BRUJAS—Ginn Fizz (Columbia); Korn
CARA DE PAYASO—Antonio Prieto (RCA Victor); Fermata
TOTAL PARA QUE—Las Chispitas (Odeon Pops); Korn
ESCANDALO—Pam-Edami-Roberto Yanes (Columbia)

MEXICO

- POPOTITOS—Los Teen Tops (Columbia); Pending
ACAPULCO ROCK—Los Hooligans (Columbia); Pham
ESCANDALO—M. A. Muniz (RCA); Pham
EL LOCO—Javier Solis (Columbia); Pham
MUCHO CORAZON—Amalia Mendoza (RCA); Pham
GOTAS DE LLUVIA (Raindrops)—Enrique Guzman (Columbia); Conrad Music
ENORME DISTANCIA—J. A. Jimenez (RCA); Emmi
SUSPENSO INFERNAL—Los Dandys (RCA); Emmi
AGUJETAS, COLOR DE ROSA (Pink Shoelaces)—Los Hooligans (Columbia) Pham
PRESUMIDA—Los Teen Tops (Columbia); Kalisch



GERMANY

# Teldec Jumps 50 Per Cent in Sales

By JIMMY JUNGEMANN  
102 Ismaninger Street, Munich 27

An increase of 50 per cent in the first seven months of this year for Teldec. Three hits helped the firm reach this point: "Wheels" by Billy Vaughn on Dot, and by the String-A-Longs on Warwick; "Hello, Mary Lou" by Ricky Nelson on Imperial, and "Pepito" by Los Machucambos on Decca.

Teldec is now the most successful rep of American firms in West Germany. Among the new hits to follow are: "La Le Lu," sung in German by Connie Stevens on Warner Bros.; "La Paloma" by Elvis Presley on RCA; "San Antonio Rose" by Floyd Cramer on London; "Mexico" by Bob Moore on Monument; "Angelina" by Harry Belafonte on RCA, and "Take Good Care of My Baby" by Bobby Vee on Liberty.

Lolita received the gold award sponsored by the Norwegian daily Arbeiderbladet for her "Sailor" disk. . . . Siw Malmkvist will play "Irma La Douce" in Stockholm. . . . Lotar Olias and Heinz Wunderlich wrote a musical—but the title is now known yet. . . . Hanne Wieder guest stars in Luzern, Switzerland, in Cole Porter's "Can Can."

ITALY

## Corelli Cuts for Columbia-Scala

By MARIO DE LUIGI  
Editor, Musica e Dischi, Milan  
Tenor Franco Corelli has just cut his first opera recording for Columbia-Scala: "I Pagliacci." Corelli also has in preparation two

other recordings of Neapolitan songs: arias from operas and love songs.

Disk News

Nat King Cole has just made his first Italian song, "Cappuccina" by Massara - Nisa-Pallavicini-Sherman. On the other side of the record is "Let True Love Begin." . . . The Lettermen are being heard here for the first time on "That's My Desire" and "The Way You Look Tonight."

Visitors

Ralf Bendix, the German singer-author of "Babysitter Boogie," was in Milan at the end of October. . . . The Four Saints, after their many successes this summer along the Italian Riviera, are appearing now at the Arilecchino in Milan. . . . Eddie Calvert, the English trumpeter, has just made "Seranta" and "Trumpeter's Lullaby."

ARGENTINA

## Mar Del Plata Site Of 1st Record Fest

By RUBEN MACHADO  
Lavalle 1783, Buenos Aires

The First Record Festival will be held in Argentina, from February 1 to 10 in Mar del plata, the most important seaside resort in the country. This will consist of a series of concerts, public shows and music parties for children. The programs will be provided by cultural enterprises of the National Embassies, recording companies and private record libraries.

Disk Doings

Mr. Luis Calvo, manager Columbia in Argentina, has journeyed to Chile and Peru to promote the

BRITAIN

# Sales of Latest Presley Disk Hit by Labor Strife

By DON WEDGE  
News Editor, New Musical Express

Elvis Presley's RCA Victor coupling, "His Latest Flame" and "Little Sister," both of which hit the American Top 20, in normal circumstances would have been expected in last week's chart. Presley's form here has consistently gained a high placing the week following release. But this coupling got held up when British Decca's New Malden plant was hit by a labor dispute. The Presley disk, said to have an advance of "over 250,000," was not shipped until the order could be met completely. This made it five days late to the distributors. Consumer reaction was undimmed by the delay. "Flame" came in at No. 2 this week and "Sister" at No. 19.

Visitors

Liberty's International Sales Manager Richard Annotico stayed in Europe after the negotiations with EMI had been completed. He is on a five to six-week trip to meet the various Continental EMI branches. Annotico plans calls in Germany, Scandinavia, France, Spain, Portugal and Italy before returning to London and then Los Angeles. . . . Liberty Vice-President and Treasurer Hal Lunik was visiting London last week after a Continental vacation. . . . One sidelight of the Liberty switch from Decca to EMI was the large amount of publicity the label's execs gained in the general press. Most of the space was institutional and centered on President Al Bennett, although in many cases Liberty artists were drawn in. Space mainly stemmed from efforts of the East-Hunt publicity firm. . . . Bing Crosby's manager George Rosenberg here to set up a taping of an ABC-TV special which will probably include Shirley Bassey and Dave King as guests. . . . Julie Andrews in London on vacation at the end of "Camelot's" first year. . . . Tony Galante, Angela Venturoli, Wolmer Beltrami, Marisa Rampin, Giovanni Giglio and Albertina Bosco are touring Britain in a "Festival of Italian Song" package. . . . British booker Lyn

publishing of Argentine, Brazilian and Mexican material.

Argentine Music is interested in new markets. M. Brenner, director of Ediciones Fermata Argentina, goes on tour through Latin America which will culminate in Mexico.

Dutton flew to Warsaw October 27 for the International Jazz Festival. . . . R.&b. exponent Howlin' Wolf due for a 15-day tour from November 25. . . . Tours being set for next year include returns by Ella Fitzgerald (late February) and the Count Basie band (April).

Disk Business

Gene McDaniels (Liberty) is again getting covered for the British market. His "Tower of Strength" (on London here), is opposed by an EMI newcomer Paul Raven (Parlophone), and Frankie Vaughan (Philips), a more established artist (who could and did get Palladium TV bill-topping opportunity to expose his version) looking for his first hit in a long time. . . . Adam Wade (HMV from Co-Ed) has been covered on both his recent releases but not, so far, on his latest, "Tonight I Won't Be There."

Decca has the rights to release (on London) the two current hits from the indie U. S. Sue label: the Dualls' "Stick Shift" and Ike and Tina Turner's "It's Gonna Work Out Fine." . . . With "The Roaring Twenties" TV series taking hold here, Warners issued Dorothy Provine's "Don't Bring Lulu" as a single. . . . Pye put out its second set of Nonsuch high price spoken word albums; it included the first of a "speaking personally" series—this one by Bertrand Russell.

From Danish Metronome, EMI (Columbia) took Nina and Frederick's bid for another Christmas hit, "Little Shepherd Boy." . . . Pye signed Laurie Johnson, arranger-composer, as a long-term artist through Denis Preston's indie production firm; Johnson is currently clicking with "Sucu, Sucu." . . . "The Twist" has begun to get publicity here, largely as a result of its success at the Peppermint Lounge, New York. Ahead of the press coverage EMI (Columbia) had scheduled Chubby Checker's "The Fly" (from Parkway). Side is also getting extra push from Cameo-Parkway's newly appointed European rep, Harry Walters.

Pye's Petula Clark waxed French versions of "Calendar Girl" and her recent British hit, "Romeo." Thrush is now a resident of Paris, has built a completely new career through her foreign language disks. According to Hartkopps Musikforlag, Denmark, her "Romeo" disk held off six Continental covers in the local market.

MEXICO

## Elvira Rios Performs For President's Ball

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

Before leaving Mexico, Judge Robert J. Burton, vice-president of BMI, revealed to BMW that famed Mexican bolero singer Elvira Rios will be the first non-U. S. performer to appear in the show of the annual President's Black Tie Ball at the National Press Club in Washington (November 18), along with Jack Benny, Robert Merrill, Nelson Eddy, Isaac Stern, Roberta Peters, Eddy Arnold and Lionel Hampton. The show is produced by BMI.

RCA starts a new series of semi-classical disks scored for strings and pianos, which will appear on the market at the beginning of 1962. Outstanding among this high-quality series are two LP's already recorded: "Glenn Miller With Strings" by Chucho Zarzosa and "Tenderly" by Mario Ruiz Armentgol. Some of these disks will come out in the U. S. on the Camden label.

Casa Riojas, representatives of Wurlitzer, are building a new plant, where they will manufacture for all Latin America, under a French license, three models of a portable Teppaz record player (mono and stereo), which will be the least expensive on the market. . . . Jose De Jesus Hinojosa resigned his post as one of Columbia's artistic directors and was appointed general manager of a new company, Discos Alegria.

NORWAY

## 35 LP's From WB Is Largest

By ESPENERIKSEN  
Verdens Gang, Hkersgaten

Warner Bros. Records' representatives in Norway, Egil Monn Iversen A-S, one of Norway's largest diskeries, issued the largest LP collection in its history when it released no less than 35 LP records at the one time.

Among the LP records is the sound track from the movie "Parish," and, since the film was premiered in Oslo this week, the single record of "Lucy's Theme" by George Greeley is also being issued.

The Monn Keys recorded an EP for release in Sweden only. The Monn Keys recently had a tremendous success (topping the charts) with their rendition of Danish tune "Ah Marie jag vil hem," and one of the four titles on this new EP is especially written to follow the success.

Change of Label

Young Norwegian actress Anita Thallaug (who dubbed the Norwegian singing for Walt Disney's cartoon "Alice in Wonderland"),

(Continued on page 48)

HOLLAND

## Cut Sinatra LP Price on Capitol

By HEMMY J. S. WAPPEROM  
Editor Platennieuws  
Postbus 43, Amersfoort

The price of Sinatra LP's on the Capitol label has been lowered by about 30 cents. This comes as a result of the Reprise competition on the Dutch market.

The premiere of Samuel Bronstein's "King of Kings" production will take place mid-December in the three big cities of Holland. There will be much publicity in collaboration with Bovema's MGM

(Continued on page 48)

This complete issue is being read by over two and half times more international readers all over the world than all other U. S. music trade publications combined.

For full information how you can receive Billboard Music Week promptly each week - at new low cost - use coupon attached.



The International Communications Center of the Music Industry

Circulation Mgr.  
Billboard Music Week  
1564 Broadway  
New York 36, N. Y.  
U. S. A.

Please tell me the new, low-cost one (1) year subscription fee to Billboard Music Week for the next 52 weeks via jet air-mail. Include instructions how I equally can pay for my subscription—locally—in my own currency.

Name (please print) \_\_\_\_\_  
 home  
 Address:  business \_\_\_\_\_  
 City \_\_\_\_\_ Country \_\_\_\_\_  
 My Business is \_\_\_\_\_



## FRANCE

## Classical Records Also Have Hits

By EDDIE ADAMIS

92 Quai du Marechal Joffre  
Seine (Courbevoie)

When we generally speak of hits we almost always think of pop tunes. However, there still is a

## Holland Notes

Continued from page 47

label, which has the sound-track music, composed by Miklos Rosza. Bovema people just completed an extended business trip throughout the Neatherlands, which successfully achieved a closer contact with many dealers all over the country.

One of the best TV productions over here, Teddy and Henk Scholten's "Zaterdagavondaccoorden," will have a German version in December from Berlin. This husband and wife team has made recordings of children's songs for the Philips label. Teddy Scholten won the Eurovision song contest some years ago.

## New Releases

New releases on the London label here are "Sad Movies" (Lennon Sisters), "Berlin Melody" (Billy Vaughn), "Sweets for My Sweet" (The Drifters) and "So Long, Baby" (Del Shannon).

While touring South America some weeks ago the Dutch Swing College band recorded "Kunea Blues." This record met with immense success over there and has now been rush released in Holland by Philips (L. C. Phonogram).

when answering ads . . .

Say You Saw It in  
Billboard Music Week

category which earns strong sales and that is the classical disk.

Vogue Records, for instance, claim that "Adagio per archi ed organo" (Tomaso Albinoni) has been their classical best seller for 10 years.

According to La Discographie Francaise the list of September's best sellers showed: 1. "Albinoni's Adagio" by J. Witold (Vogue); 2. Rachmaninoff's Piano Concerto, Opus 2, by S. Richter (DGG); 3. Liszt's Concerto by G. Cziffra (VSM); 4. Concerto de Aranjuez by N. Yepes (Decca); 5. Vivaldi's Quatre Saisons by I Musici (Philips); 6. Boieldieu's Concerto pour Harpe by Berlin's Orchestra (DGG); 7. "Rhapsody in Blue" by Kostelanetz (Philips).

In the pop field, Serge Beucler, commercial manager of Odeon Records, reports very hot sales of Hank Ballard's original version of "The Twist."

## Norway Notes

Continued from page 47

this week signed a contract with Nor-Disc AS.

John Leyton will move from Top Rank to His Master's Voice, starting with his next record. Top Rank and HMV both belong to EMI in England, but in Norway, Nor-Disc A-S represents Top Rank while Iversen & Frogh take care of the HMV records.

## Campaign

Music dealers and record wholesalers this week started a campaign all over Norway to increase the sales of records. Billboards, newspaper advertising and—to some extent—special offers will be used to make Norwegian buyers more record-minded.

## BELGIUM

RCA, Fonior Deb  
Classical Promos

By JAN TORFES

Stuivenbergvaart, 37-Mechelen

Big sales campaigns were opened this week by Fonior as well as by RCA. Both firms are trying, in different ways, to interest the eventual buyer for classical records. RCA has started a 24-record basic repertoire composed of mostly classical records. The campaign features big advertisements in nearly every newspaper in the country and in the most important weeklies. Fonior is concentrating on the Ace of Club series, which is composed of 140 records at 195 fr. All records are from the initial Decca repertoire which once were sold at the price of 375 fr. Free catalogs are being distributed to everyone who is interested in it.

Jackie Seven, a 17-year-old girl from Mons, made her first recordings for the Vogue label. Titles are: "Viens danser le twist," "Sa grande passion," "Le rythme du rock" and "Blue Jean's rock."

## New Releases

"Och, was ik maar" is the big hit in Flemish Belgium as well as in Holland. The answer to this record is out now sung by a young Dutch girl, Paula Dennis: "Ja, was jij maar."

Among the other new releases this week we notice: LP highlights from "Porgy and Bess" sung in French by June Richmond on Odeon. As new singles we welcome: "Rocking Bicycle" and "What a Party" by Fats Domino (Imperial), "Sad Movies" by Sue Thompson (Funckler), "You Must Have Been a Beautiful Baby" by Bobby Darin (Atlantic), "Exodus" by Billy Eckstine (Mercury), "Hollywood" and "Dreamboat" by Connie Francis (MGM) and two Dinah Washington's "September in the Rain" and "It's Magic" (both on Mercury).

## SPAIN

## Hispavox to Release Reprise

By RAUL MATAS

32 Av Jose Antonio, Madrid 13

Only a few days ago Jose Manuel Vidal of Hispavox signed in New York a deal with the Reprise label.

The same local company also put on the market the first series of Discoflex records through the affiliated Sonopresse Company. The plastic records with standard covers were welcomed by distributors all over Spain. As reported by BMW many weeks before, the price — 25 pesetas (little more than 40 cents) — means the novelty disks may reach a new market. Discoflex could start thousands of youngsters building their own record libraries exclusively on these plastic records.

Odeon has just launched the Gone label here. Ral Donner is the first artist singing "You Don't Know What You Have Until You Lose It" and "So Close to Heaven."

Lou Levy of Leeds Music, New York, came to Madrid and discussed with Augusto Alguero of Canciones del Mundo, the rights of "Enamorada," the song that won the Benidorm's festival this year.

The young Argentinian style, called the New Wave by RCA, has been launched in Spain. TNT, Marty Cossens, Raul Lavie, Johnny Tedesco, Lalo Fransen, Los Four de Lugo, and Los Four del Embers will try to conquer the Spanish market. Victor Buchino, Panchito Nole and Mario Consentino's arrangements are also of a style considered New Wave.

## EIRE

## 'Irish Patrol' a Top Seller

By KEN STEWART  
Dublin Evening Mail

"The Irish Patrol" (Patrick O'Hagan), on Beltona, is reputed to have sold 12,000 copies in the first week of release. Scottish sales have already topped 20,000. It is generally agreed that the Radio Luxembourg airings have been instrumental in making the disk a hit. Fred O'Donovan, part composer of the song, told BMW: "It was lined up for the influential BBC-TV program 'Juke Box Jury,' but for some unknown reason it was withdrawn at the last minute." The disk has now been released in Britain, America, Australia and New Zealand.

Karl Denver, the British singer who is currently scoring heavily with "Mexicali Rose," may be coming here early next year. In May, 1959, he visited Dublin and was auditioned by producer Bill O'Donovan, of the Eamonn Andrews Studios. At the time, 12 songs were taped, including "Three Lovely Lassies," "She Moved Through the Fair," "Danny Boy," "The Irish Soldier" and "The Minstrel Boy." Decca is now in possession of the tapes and it is believed that the company will release six of the titles.

The Eamonn Andrews Studios in Dublin claim to have waxed the most extensive collection of the works of William Shakespeare ever recorded anywhere. These were commissioned by Spoken Word Records, New York. . . . Under the direction of John Woods, Pye's record sales chief here, the company's van service will be extended to cover the country districts from November 1. . . . According to the sponsors, "Search for a Star"—a competition to find new talent—has so far uncovered at least three voices which will be heard on wax before long. . . . Although "Forty Shades of Green" (Johnny Cash) has now slipped from the charts, the disk is still going strong in the juke boxes.

## HONG KONG

A Strong Year  
For Film Music

By CARL MYATT

44 Mount Kellett Road, The Peak

The popularity of film theme music in Hong Kong has been brought to the attention of dealers this year, as never before. In 1961 five of the biggest hits were "Look for a Star," "Where the Boys Are," "Never on Sunday," "The Guns of Navarone" and perhaps most surprising of all, "The Magnificent Seven." The popularity of Al Caiola's "Magnificent Seven" appeared to catch dealers on the hop. Instruments rarely catch fire here, so a modest number of disks were pressed initially. But then the demand got so great, machines were kept working overtime.

Careful planning and good promotional tie-ups with films boost sales. With this in mind, dealers are already preparing for the arrival of the film version of "Fanny" which is due for screening in a week or so.

## Disk Chatter

Reprise's catalog of new releases has drawn very favorable comment from dealers. It has been described as "well balanced and obviously carefully planned." One dealer expressed the wish that other companies give as much consideration and thought when mapping their plans for the new year. . . . Into town last week flew a man who salvaged his war-shattered business and rebuilt it into an enterprise employing more than 30,000 people. Max Grundig, sole proprietor of the vast Grundig enterprise

Home of the Blues  
Being Distributed  
By Vee Jay Firm

CHICAGO — Vee Jay President Ewart Abner has worked out an agreement with Ruben Cherry's Home of the Blues label, to distribute the latter's records. Future Home of the Blues releases will be issued on Vee Jay with an additional emblem of Home of the Blues. The Cherry firm has Five Royales, Larry Birdsong, Roy Brown, Willie Cobb, and Willie Mitchell under contract.

Meanwhile, Abner has branched into the night club field. He is part owner of Chicago's Southernland Lounge in Chicago with Art Sheridan. Sheridan is also owner of the Bird House Club in the Windy City.

Abner recently set up Vee Jay Records International overseas to handle the label's product abroad and record local talent overseas. There will be Vee Jay reps in Western Europe, as well as Australia, New Zealand, Japan, Africa and the West Indies.

## NEW ZEALAND

Distribution Rights  
Changing HandsBy FRED GEBBIE  
Box 5051, Auckland, N. Z.

Quite a few label changes and acquisitions this week. Peak Records announced that they now have sole distributing and pressing rights to the Cadence label (U. S.). HMV, which handled the label, had some hits from Cadence and this could be a shot in the arm for the local company. Octagon Records expect to distribute Vanguard Records here, and La Gloria has the much-publicized Reprise label.

The Popular Record Club has ceased activities in New Zealand, having packed up and gone back to Australia. . . . Philips Electrical Industries have imported a large selection of jazz records from the U. S. Columbia Company. Jazz records sell in such small quantities that it is not very profitable to press them here. Imported U. S. records in this medium sell above usual prices and in reasonable numbers.

A single record from the Davco (U. S.) label, featuring thrush Merlene Garner, is floating around the town and creating interest. A couple of companies are interested in it but can't trace the source.

## Single News

Gary (U. S.) Bonds on Top Rank has a potential hit in "School Is Out." This is catching on and, with airtime, might be a winner. . . . The English singers who had a hit in "Warpaint," the Brook Brothers, have a strong follow-up in "Ain't Gonna Wash for a Week" for Pye. . . . BMW chart topper by Ray Charles ("Hit the Road Jack") is out here on Impulse. . . . Festival re-releasing the old hit by Jackie Wilson, "Reet Petite," because of constant demand. . . . Peter Posa, a local guitarist, has another effort out for Zodiac, "Berlin Melody and Guitar Boogie." Unfortunately sales of Posa's last multi-guitar disk weren't up to expectations.

of Bavaria, West Germany, touched Hong Kong during the course of a world tour inspecting the company's agencies. He was met on his arrival by Dr. D. I. Bosanquet, director of Jardine, Matheson and Co., Ltd., agents for Grundig radios and tape recorders. Traveling with Mr. Grundig are the company's export director, Mr. C. Bussmann; the social director and chief medical advisor at the Grundig works, Dr. Triebel, and his personnel assistant, Mr. Lachner.

STARTS NEXT WEEK  
A New World-Wide  
Service for the  
Music IndustryINTERNATIONAL  
BUYERS & SELLERS  
EXCHANGEYour opportunity to enlarge your  
world contacts in music and services.An exciting yet economical way to  
enhance your prestige internationally  
and increase your global profits.

Another Service from

BILLBOARD  
MUSIC WEEK

The International Communications Center of the Music Industry

## Inquiries:

INTERNATIONAL DIVISION

Frank Luppino Jr.

1564 Broadway, N. Y. C. 36, U. S. A.

Cables: MUSICWEEK



# Reviews of New Singles

Continued from page 38

**BROOK BROTHERS**  
 ★★★★★ *Am't Gonna Wash for a Week—LONDON 10501*—A smart side that finds the boys in a bright, rhythm setting. Their approach here is not unlike a couple of Neil Sedaka's singing. Interesting material has been out here in earlier versions. (East-West, ASCAP) (1:58)

★★★ *One Last Kiss—(Morris, ASCAP) (2:06)*

**JEANNE BLACK**  
 ★★★★★ *Heartbreak U.S.A.—CAPITOL 4654*—Miss Black does a pleasant, medium-beat weeper, much in the country vein. Jan Howard has a version available, too, but this can get a share of the spins. (Pamper, BMI) (2:09)

★★★ *His Own Little Island—(Livingston & Evans, ASCAP) (2:31)*

**ANNIE WILLIAMS**  
 ★★★★★ *I've Got a Man—UNITED ARTISTS 374*—Here's the femme version of the fine Ray Charles tune, "I Gotta Woman," and this gal pounds it out in a shouted vocal. Leiber and Stoller produced this date. A gospel delivery that could grab attention. (Progressive Music, BMI) (2:38)

★★★ *Playboy—(Trio Music, Inc., BMI) (1:49)*

**THE DUBS**  
 ★★★★★ *Lullaby—ABC-PARAMOUNT 10269*—Solid vocal by lead and group on r.&r. version of the Brahms theme. Worth exposure. (Joli, BMI) (2:27)

★★★ *Down, Down, Down, Go—(Joli, BMI) (2:10)*

**HENRI ROSE AND BOBBY STEVENSON**  
 4655—Here's a catchy bit of theme material from the Bob Hope picture. The twin pianists work with a whistle gimmick in front of fiddles. Bright programming fare. (Robbins, ASCAP) (2:02)

★★★ *Oh, Mein Liebchen—(Harms, ASCAP) (1:57)*

**BOBBY EMMONS**  
 ★★★★★ *This Is What's Happening—ATLANTIC 2124*—Bright, happy, jazz-flavored piano solo work is spotlighted on a light-hearted instrumental with a catchy tempo. Spinnable, with dual-market (r.&b.) as well as pop appeal. (Lynlou, BMI) (2:00)

★★★ *Little Oasis—(Lynlou, BMI) (2:13)*

**JOE REVEL**  
 ★★★★★ *Things Didn't Work Out Like I Planned—ABC-PARAMOUNT 10261*—Personable chanting by the lad and femme group on a catchy rhythm-novelty. (Shaw, BMI) (2:10)

★★★ *Darling Remember—(Shaw, BMI) (2:10)*

**PHIL UPCHURCH**  
 ★★★★★ *That's Where It Is—UNITED ARTISTS 385*—A wild rhythm tune with a lot of shouting going on in the background, together with hand-clapping. Sort of a "Runaround Sue" type without a vocal. Has a chance. (Jan-Jo Music, BMI) (2:31)

★★★ *The Hog—(Jan-Jo Music, BMI) (2:30)*

**MARLOWE MORRIS QUARTET**  
 ★★★★★ *Play the Thing—COLUMBIA 42218*—A swinging instrumental with a solid beat. Organ is featured in the lead with a pickup from the horn. (Duchess, BMI) (3:00)

★★★ *Bad Business Baby—(Duchess, BMI) (3:03)*

★★★ *The Crazy Ways of Love—(Woodcrest-Rice, Mill, BMI) (2:27)*

★★★ *Caught in the Web—(Bregman, Vocco & Conn, ASCAP)*

★★★ *Nothing's Impossible (If You Really Want It Bad Enough)—(Shapiro-Berstein, ASCAP) (2:13)*

★★★ *Mollendo Cafe—(MORRO, BMI) (1:47)*

★★★ *Snag-A-Tooth Jeannie—(Travis, BMI) (2:00)*

★★★ *Playboy—(Trio Music, Inc., BMI) (1:49)*

**BURL IVES**  
 ★★★★★ *A Little Bitty Bear—DECCA 31330*—An appealing, country-flavored ditty with effective lyrics, is sung with sincerity and heart by Ives. Both sides are from artist's recent LP. (Pamper Music, BMI) (2:02)

★★★ *Shanghied—(Cedarwood Pub. Co., BMI) (2:06)*

**THE SAMMY KAYE TWISTERS**  
 ★★★★★ *Mama and Papa Twist—DECCA 31336*—Fast-moving rhythm rocker with showmanly vocalizing by J. Blasingame Bond and the Kaydettes, and a rocking ork backing. (Northern Music, ASCAP) (2:42)

★★★ *Swing and Sway Twist—(Republic Music Corp., BMI) (2:20)*

**FELICIA SANDERS**  
 ★★★★★ *Tonight—Dramatic reading of the "West Side Story" theme should pull spins on basis of good performance. However, the Ferrante and Teicher, and Eddie Fisher versions have the jump. (G. Schirmer, Inc., ASCAP) (3:10)*

★★★ *In Other Words—(Almanac Music, Inc., ASCAP) (3:00)*

**PEREZ PRADO**  
 ★★★★★ *Arrivederci Roma—RCA VICTOR 7963*—A swinging, pachanga arrangement of the familiar Italian tune featuring some gutty work from the Prado ork and a sock beat. A side that should do well on boxes and on the air. (Connelly, ASCAP) (2:32)

★★★ *Mollendo Cafe—(MORRO, BMI) (1:47)*

**PAUL HAMPTON**  
 ★★★★★ *Maybe Tomorrow—CAMEO 204*—Nice folksy sound with a catchy beat, sung by the boy in an easy manner. Side also shows some great guitar, combo and vocal chorus work. (Post, ASCAP) (2:05)

★★★ *Nothing's Impossible (If You Really Want It Bad Enough)—(Shapiro-Berstein, ASCAP) (2:13)*

**HUEY (PIANO) SMITH AND THE CLOWNS**  
 ★★★★★ *Don't Knock It—IMPERIAL 5789*—Watch this one. Lead singer opens with a church-styled vocal, followed by the entire group in a swiny performance. (Travis, BMI) (2:00)

★★★ *Snag-A-Tooth Jeannie—(Travis, BMI) (2:00)*

**BRADLEY MUNDY AND HIS ORK**  
 ★★★★★ *Autumn in Cheyenne—20TH FOX 285*—Lushly arranged instrumental treatment of pretty European theme with solid trumpet solo work. Nice deejay side. (Bregman, Vocco & Conn, ASCAP) (2:29)

★★★ *Caught in the Web—(Bregman, Vocco & Conn, ASCAP)*

★★★ *Nothing's Impossible (If You Really Want It Bad Enough)—(Shapiro-Berstein, ASCAP) (2:13)*

**LARRY AND DAVE**  
 ★★★★★ *Rose and a Star—PIONEER 71892*—The boys hit on these two unique gifts for the girl's birthday. The side is in a quiet vein and their harmony tight. Chorus of girls assist. (Vanno, ASCAP) (2:10)

★★★ *I Could Cry—(Vanno, ASCAP) (2:14)*

**RONNIE LAVELLE**  
 ★★★★★ *Cartoons—PARKWAY P831 B*—Ronnie Lavelle sells this "Alley-Oop"-styled tune about TV cartoons with style aided by voices imitating TV cartoon characters. It has a chance. Watch it. (Lowe-Kalman, ASCAP) (2:12)

★★★ *The Crazy Ways of Love—(Woodcrest-Rice, Mill, BMI) (2:27)*

★★★ *Caught in the Web—(Bregman, Vocco & Conn, ASCAP)*

★★★ *Nothing's Impossible (If You Really Want It Bad Enough)—(Shapiro-Berstein, ASCAP) (2:13)*

★★★ *Mollendo Cafe—(MORRO, BMI) (1:47)*

★★★ *Nothing's Impossible (If You Really Want It Bad Enough)—(Shapiro-Berstein, ASCAP) (2:13)*

★★★ *Playboy—(Trio Music, Inc., BMI) (1:49)*

★★★ *Nothing's Impossible (If You Really Want It Bad Enough)—(Shapiro-Berstein, ASCAP) (2:13)*

**ACHILLE SCOTT**  
 ★★★★★ *The Grasshopper—★★★ The Trees of Paris. ACCADIA 601.*

**FLORENCE DUPREE**  
 ★★★★★ *Shakin' Hands—★★★ The Greatest Shepherd. SKYWAY 130.*

**LOUISE LEWIS**  
 ★★★★★ *Walkin' by Myself—★★★ There Must Be a Reason. SKYWAY 131.*

**VIGOR FISHER**  
 ★★★★★ *Think of Happiness—★★★ Paddie. MALA 442.*

**THE HILO HAWAIIANS**  
 ★★★★★ *Kalua—★★★ Konl Au. DECCA 31326.*

**TOMMY TAILOR**  
 ★★★★★ *I Want Somebody—★★★ Polly Want a Cracker. MINIT 636.*

**SAMMY MASTERS**  
 ★★★★★ *Pierre the Poodle and the Puppy Dogs—★★★ Never. LODE 2626.*

**RHYTHM JESTERS**  
 ★★★★★ *Ooh Sha La—★★ Please Me Mine. LECTRA 501.*

**TED RUSSELL**  
 ★★★★★ *Big Heavy—★★ Bright Lights. TEROCK 1001.*

**FRANK HAVEN**  
 ★★★★★ *Seven Days—★★ I Say I Have Forgiven. VALINDA VA 105.*

**THE SCREWBALLS**  
 ★★★★★ *Screwball March—★★★ Just Because. COLUMBIA 42209 (33).*

**RICHARD HAYES**  
 ★★★★★ *To Look Upon My Love—★★★ Somewhere in the Night. COLUMBIA 42220 (33).*

**RONNIE CATES**  
 ★★★★★ *Old Man River—★★★ Long Time. TERRACE 7501.*

**PAT SUZUKI**  
 ★★★★★ *Why Go Anywhere at All—★★★ When You Want Me. CAPITOL 4653.*

**JOHNNY KING**  
 ★★★★★ *The Voice With the Built-IN Wiggle—★★★ Posin' (and Then You Twist). GUY 103.*

**FIESTAS**  
 ★★★★★ *She's Mine—★★★ The Hobo's Prayer. OLD TOWN 1111.*

**LEE DORSEY AND HIS YA YA BAND**  
 ★★★★★ *Lonely Evening—★★★ Rock. ACE 640.*

**AL BROWN AND HIS TUNE-TOPPERS**  
 ★★★★★ *Shimmy Swing—★★★ Route 66. AMY 829.*

**THE REGALS**  
 ★★★★★ *Tiger Tears—★★★ Icy Fingers. UNITED ARTISTS 380.*

**LEE MAYE**  
 ★★★★★ *Honey Honey—★★★ Will You Be Mine. IMPERIAL 5790.*

**DANNY OVERBEA**  
 ★★★★★ *I'm Tired of Being Tossed Around—★★★ Book of Tears. FEDERAL 12434.*

★★★ *Nothing's Impossible (If You Really Want It Bad Enough)—(Shapiro-Berstein, ASCAP) (2:13)*

★★★ *Mollendo Cafe—(MORRO, BMI) (1:47)*

★★★ *Nothing's Impossible (If You Really Want It Bad Enough)—(Shapiro-Berstein, ASCAP) (2:13)*

★★★ *Nothing's Impossible (If You Really Want It Bad Enough)—(Shapiro-Berstein, ASCAP) (2:13)*

★★★ *Nothing's Impossible (If You Really Want It Bad Enough)—(Shapiro-Berstein, ASCAP) (2:13)*

★★★ *Nothing's Impossible (If You Really Want It Bad Enough)—(Shapiro-Berstein, ASCAP) (2:13)*

★★★ *Nothing's Impossible (If You Really Want It Bad Enough)—(Shapiro-Berstein, ASCAP) (2:13)*

★★★ *Nothing's Impossible (If You Really Want It Bad Enough)—(Shapiro-Berstein, ASCAP) (2:13)*

★★★ *Nothing's Impossible (If You Really Want It Bad Enough)—(Shapiro-Berstein, ASCAP) (2:13)*

★★★ *Nothing's Impossible (If You Really Want It Bad Enough)—(Shapiro-Berstein, ASCAP) (2:13)*

★★★ *Nothing's Impossible (If You Really Want It Bad Enough)—(Shapiro-Berstein, ASCAP) (2:13)*

★★★ *Nothing's Impossible (If You Really Want It Bad Enough)—(Shapiro-Berstein, ASCAP) (2:13)*

★★★ *Nothing's Impossible (If You Really Want It Bad Enough)—(Shapiro-Berstein, ASCAP) (2:13)*

★★★ *Nothing's Impossible (If You Really Want It Bad Enough)—(Shapiro-Berstein, ASCAP) (2:13)*

★★★ *Nothing's Impossible (If You Really Want It Bad Enough)—(Shapiro-Berstein, ASCAP) (2:13)*

★★★ *Nothing's Impossible (If You Really Want It Bad Enough)—(Shapiro-Berstein, ASCAP) (2:13)*

★★★ *Nothing's Impossible (If You Really Want It Bad Enough)—(Shapiro-Berstein, ASCAP) (2:13)*

★★★ *Nothing's Impossible (If You Really Want It Bad Enough)—(Shapiro-Berstein, ASCAP) (2:13)*

★★★ *Nothing's Impossible (If You Really Want It Bad Enough)—(Shapiro-Berstein, ASCAP) (2:13)*

★★★ *Nothing's Impossible (If You Really Want It Bad Enough)—(Shapiro-Berstein, ASCAP) (2:13)*

★★★ *Nothing's Impossible (If You Really Want It Bad Enough)—(Shapiro-Berstein, ASCAP) (2:13)*

★★★ *Nothing's Impossible (If You Really Want It Bad Enough)—(Shapiro-Berstein, ASCAP) (2:13)*

★★★ *Nothing's Impossible (If You Really Want It Bad Enough)—(Shapiro-Berstein, ASCAP) (2:13)*

★★★ *Nothing's Impossible (If You Really Want It Bad Enough)—(Shapiro-Berstein, ASCAP) (2:13)*

★★★ *Nothing's Impossible (If You Really Want It Bad Enough)—(Shapiro-Berstein, ASCAP) (2:13)*

★★★ *Nothing's Impossible (If You Really Want It Bad Enough)—(Shapiro-Berstein, ASCAP) (2:13)*

★★★ *Nothing's Impossible (If You Really Want It Bad Enough)—(Shapiro-Berstein, ASCAP) (2:13)*

★★★ *Nothing's Impossible (If You Really Want It Bad Enough)—(Shapiro-Berstein, ASCAP) (2:13)*



7-33-6

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

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

SPIN THE TOPS  
**Joe Melson**  
 "WAKE UP LITTLE SUSIE"  
 Hickory #1155  
 TOP TALENT TOP TUNE

Chartbound!  
**"DREAM"**  
 THE VELAIRE  
 Jamie #1203

**GUYDEN**  
 RECORDS 1330 W. Girard Ave.  
 Phila 23, Pa. CB 2-3333

Headed for Hittsville!  
**Charlie Rich**  
 "A LITTLE BIT SWEET"  
 Phillips Int. #3572  
 639 Madison Memphis, Tenn.

Breakin' Wide Open!  
**PEPPERMINT TWIST**  
 PARTS 1 & 2  
 by **JOEY DEE**  
 and the STARLITERS  
 ROULETTE 4401  
**ROULETTE RECORDS**  
 1631 Broadway N. Y. C., N. Y.

RECORD PROCESSING AND PRESSING  
 45 R.P.M.—33, R.P.M., any quantities.  
 Complete Record Service.  
 Includes Labels—Processing—Masters.  
 Send your tape—we do the rest!  
**SONG CRAFT** 1650 Broadway  
 New York 19, N. Y.

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

★★★  
**MODERATE SALES POTENTIAL**

**POPULAR**

**BOBBY NEWTON**  
 ★★★★★ *These Empty Arms—★★★ Dance Craze. FOXIE 7003.*

**JOE SIMON**  
 ★★★★★ *Troubles—★★★ I See Your Face. HUSH 1012.*

**FREDDIE MEADE AND THE CALENDARS**  
 ★★★★★ *Mepri Stomp—★★★ Just Give Her My Love. 20TH FOX 287.*

**BOBBY MARTIN**  
 ★★★★★ *Al Force-U. S. Navy—★★★ Life Will Be So Hard to Bear. EXCELLO 2207.*

**RICHIE DENNIS**  
 ★★★★★ *Cotton Heart—★★★ I'm the One. JULIA 1103.*

**THE J-WALKERS**  
 ★★★★★ *Rock Bottom—★★★ Harvey's Theme. TIDAL 1005.*

**THE BACHELOR THREE**  
 ★★★★★ *Mary, Mary—★★★ Head-Bo Thread-Bo. VI-WAY 289.*

**BONNY MONTEZ**  
 ★★★★★ *Masana Pachanga—★★★ A Bailar Pachanga. PACIFIC 328.*

**LES McCANN**  
 ★★★★★ *I Cried for You—★★★ Sweet Georgia Brown. PACIFIC JAZZ 329.*

**DON CRAWFORD**  
 ★★★★★ *Your's Gone—★★★ What's Bigger Than You. CONDOR 113.*

**RICKY RICARDO**  
 ★★★★★ *Push-a-Boo Mary Lou—★★★ Wish for Someone. WYE 1011.*

**DAVE BRUBECK QUARTET**  
 ★★★★★ *Crazy Chris—FANTASY 558—A tasteful jazz treatment of a catchy rhythm item, featuring Paul Desmond on alto. Spinnable wax for jazz jocks and hip pop spinners. (Cireco, BMI) (2:49)*

★★★ *The Trolley Song—Same comment. (2:48)*

★★★ *Morris the Minor—A slow, pulsating effort is played with style by Ammons on horn over sock support by the rhythm section. Two strong jazz sides from the duo's new album. (West Coast, ASCAP) (3:00)*

★★★ *Morris the Minor—A slow, pulsating effort is played with style by Ammons on horn over sock support by the rhythm section. Two strong jazz sides from the duo's new album. (West Coast, ASCAP) (3:00)*

★★★ *Morris the Minor—A slow, pulsating effort is played with style by Ammons on horn over sock support by the rhythm section. Two strong jazz sides from the duo's new album. (West Coast, ASCAP) (3:00)*

★★★ *Morris the Minor—A slow, pulsating effort is played with style by Ammons on horn over sock support by the rhythm section. Two strong jazz sides from the duo's new album. (West Coast, ASCAP) (3:00)*

**A RARE XMAS RECORD**  
 With Unlimited Sales Possibilities!  
 ★  
**10 FAVORITE XMAS MELODIES ON A 7"-33 1/2 RPM RECORD**  
 ★  
 RECORDED WITH RARE TYPE MUSIC BOXES TO PROVIDE A SOUND AND QUALITY UNEQUALLED ON ANY OTHER RECORD  
 Special Gift Type Label Price to Sell for \$1.49  
 ★  
 DISTRIBUTORS AND DEALERS  
 WRITE OR WIRE:  
**MUSIC BOX RECORDS**  
 P. O. BOX 521, ARCADIA, CALIF.  
 RADIO STATIONS HANDLING P. I. CONTACT US FOR DETAILS.

Just Released and Breaking Big!  
**THERE'S OUR SONG AGAIN THE CHANTELS**  
 End 1105  
**END RECORDS**  
 1650 Broadway, New York, N. Y.

**EVEREST**  
 Records is the First to Successfully utilize  
**35 MM MAGNETIC FILM**  
 (Mono. & Stereo)

Look Out for the  
**FLYING BLUE ANGELS**  
 Coed #555  
**COED**  
 RECORDS  
 1619 Broadway  
 New York, N. Y.

**SHEP & THE LIMELITES**  
 "THREE STEPS FROM THE ALTAR"  
 HULL #747  
 Disk Jockeys: Write for Sample Copies.  
**HULL RECORDS** 1595 Broadway  
 JU 6-5390  
 New York, N. Y.

**PROVEN LP SALES EXEC AVAILABLE!**  
 Sales Mgr., with leading low-priced line grossing \$ million yearly, desires new position with aggressive record company with greater challenge. Ten years' experience merchandising and selling to nation's leading retail outlets; chain stores, discounters, rack jobbers and distributors. Write BOX 375, Billboard Music Week, 1664 Broadway, N. Y. C.

GIVE TO DAMON RUNYON CANCER FUND



# "THE FIRST LADY WALTZ"

JIMMY McHUGH MUSIC, Inc.  
6381 Hollywood Blvd.  
Hollywood, Calif.

# DEE CLARK

## YOU'RE TELLING OUR SECRETS

b/w

## DON'T WALK AWAY FROM ME

Veejay 409

A MILLION SELLER

# FATS DOMINO

## "ROCKIN' BICYCLE"

#5779

IMPERIAL RECORDS  
6425 Hollywood Blvd.  
Hollywood 28, Calif.

# A HIT!

## "STAY-AT-HOME SUE"

LINDA LAURIE

RUST 5042

# THE KING OF "THE TWIST"

## CHUBBY CHECKER

These "Twist" Albums Available Now!  
TWIST WITH CHUBBY CHECKER #7001  
FOR TWISTERS ONLY #7002  
LET'S TWIST AGAIN #7004  
Watch for New Album  
"YOUR TWIST PARTY"  
with Chubby Checker  
Cameo/Parkway Records  
1405 Locust St., Philadelphia, Pa.



RICKY RICARDO  
WYE 5-1011  
WYE RECORDS, WARWICK, R. I.  
In Canada: Zirkon Records.

Mastering—Processing—Pressing  
small or large quantities  
NEW MODERN PLANT  
SIDNEY J. WAKEFIELD  
1836 W. Moreland St., Phoenix 7, Ariz.  
For fast service Dial 252-5644

## • Reviews of New Albums

The pick of the new releases:

# SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

• Continued from page 44

### Country & Western

#### MORE COUNTRY CLASSICS



Various Artists, RCA Victor LPM 2467—Here's a hot item for the country field and for the pop field, too. The lineup of artists include the Browns, Don Gibson, Jim Reeves, Hank Snow, Skeeter Davis, Jimmie Driftwood, Homer and Jethro, Porter Wagoner, Hank Locklin and Johnnie and Jack. Solid names and solid tunes make for sock potential.

#### THE YOUNG APPROACH



Faron Young, Capitol ST 1634 (Stereo & Monaural)—Young has had considerable success with his currently single, "Backtrack," which is included here along with a neatly prepared program of tunes with varied moods and tempos. There are the usual weeper styled ballads and up-tempo ditties, all performed with warmth and vocal savvy by Young. Titles include "I Fall to Pieces," "I Can't Find the Time" and "Goin' Steady." Both pop and country appeal.

### Children

#### WINNIE THE POOH AND CHRISTOPHER ROBIN AND NOW WE ARE SIX



Wonderland RLP 1442—A delightful record for children, that will be enjoyed by their parents at the same time. The adventures of Christopher Robin and his crew, from "Winnie the Pooh" to "Piglet and Tigger," are told in wonderful fashion by Ian Carmichael and Dick Bentley, with appropriate musical settings. It's a fun album for youngsters from four to seven, and a fine item for Christmas giving.

### Comedy

#### I GAWR-ON-TEE



Justin Wilson, Project 8001—Justin Wilson, the Cajun comic whose first album had sock sales throughout the South, could have a national winner with this new disk. It's the same slyly humorous Wilson, with his slow delivery and rural style, interspersed with Cajun expressions. Fun for the entire family here and an album specially recommended for South and Southwest dealers.

# SPECIAL MERIT ALBUMS

### Jazz

#### GIUFFRE: PIECE FOR CLARINET AND STRING ORCHESTRA-MOBILES



Jimmy Giuffre, Verve V-8395—On this set, recorded in Germany with the Sundwestfunk Orchestra of Baden-Baden, clarinetist-composer Jimmy Giuffre enters, with full intent, that new era which lies more within classical grounds than jazz. He is featured soloist in a series of highly plastic compositions that reflect a myriad of moods. Avant gardists particularly, should like this.

### Classical

#### RAVEL: DAPHNIS ET CHLOE, SUITE NO. 2



La Valse-Alborada del Gracioso; Pierre Dervaux-L'Orchestre des Concerts Colonne, Command CC 11005 SD (Stereo)—Superb recording is what singles out this new set for special honors. Enoch Light and his engineers have done an estimable job of highlighting the sound on this rendition of some of the most famous and familiar Ravel music. "La Valse," especially, comes across with dynamic intensity. The "Daphnis et Chloe," too, registers in wide, sweeping strokes.

### Juke Box Programming

#### AHMAD JAMAL'S ALHAMBRA



Argo EP 1083—Should be strong juke interest and radio plays for this three-track EP from Jamal's latest album on Argo, "Ahmad Jamal's Alhambra." The EP bears the same cover photo as the LP and contains extended improvisations by the pianist on "Broadway," "The Party's Over" and "Snow Fall." The tunes were recorded live before an audience at the Jamal-owned Alhambra nitery in Chicago.

# POP LP'S

★★★★  
STRONG SALES POTENTIAL

#### ★★★★ BARREL OF OLDIES

Various Artists, Del-Fi DFLP 1219—Here's a strong teen-appeal package, featuring some well-known r.&r. artists. Selections include "Donna," by the late Ritchie Valens; "Tear Drops" by Lee Andrews and the Hearts; plus sides by Ron Holden, Bo Diddley, the Gallahads, the Pentagons, Carlos Brothers, Twiliters and Rosie and Ron.

#### ★★★★ MARY WELLS: BYE BYE BABY-I DON'T WANT TO TAKE A CHANCE

Motown MLP 600—Mary Wells is in fine thrashing form on a group of moving r.&r. items, including the two title themes. Package has dual-market appeal for r.&b. buyers as well as pop. Selections include "I'm So Sorry," "Please Forgive Me" and "Bad Boy."

#### ★★★★ SARAH VAUGHAN'S GOLDEN HITS

Mercury SR 60645 (Stereo & Monaural)—This is a solid new album with a chance for good sales. The singer is the Divine Sarah and the tunes are the ones that she has made her own over the past few years. They include "Misty," "Broken-Hearted Melody," "Make Yourself Comfortable," "Autumn in New York," "Smooth Operator" and "Lullaby of Birdland." Mighty good listening here.

#### ★★★★ MEMORIES OF THOSE OLDIES BUT GOODIES VOL. I

Little Caesar and the Romans, Del-Fi DFLP 1218—Little Caesar and the Romans have a collection of top chartmakers on this 11-track LP. The set is split into two moods: sentimental tunes (which include the group's "Those Oldies But Goodies" and follow-up "Memories of Those Oldies But Goodies") and a blues side which takes in "Hully Gully Again," "Fever" and "Searchin'." A strong pop set.

#### ★★★★ ADA LEE COMES ON!

Atco 132—Ada Lee is a young thrush with a warm and interesting voice, making her debut dishing with this release. She comes off mighty well, too, due to a good selection of tunes, bright vocal work and attractive arrangements by conductor Dick Hyman. The songs include "Romance in the Dark," "I'll Never Smile Again," "Into Each Life Some Rain Must Fall" and "Heartaches." Good wax.

#### ★★★ THE VELVET VIOLINS OF VARIOUS ARTISTS

Mercury SR 60224 (Stereo & Monaural)—A relaxing set of mood music with offerings by various top Mercury artists such as David Carroll, Clebenoff, Hal Mooney and Richard Hayman. Tunes include "Three Coins in the Fountain," "Moonlight in Vermont," "My Foolish Heart" and "Stardust." Pleasant, spinnable wax.

#### ★★★★ ANN, MAN!

Ann Richards, ATCO 136—Ann Richards is presented on this debut LP for Atco with an excellent showcase of tunes. The songstress displays her vocal versatility with swinging renditions of "An Occasional Man," "There's a Lull in My Life," "Be-witched" and "How Do I Look in Blue." She is most ably accompanied by noted guitarist Barney Kessel, in addition to Jack Sheldon, trumpet; Red Callendar, bass, and

### LP REVIEW POLICY

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

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

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

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

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

Larry Binker, drums. A well-made disk that should have wide appeal.

#### ★★★★ I DON'T WANT TO CRY!

Chuck Jackson, Wand 650—This is Chuck Jackson's first album and it includes two of his previous hit singles, "I Don't Want to Cry" and "I Wake Up Crying." The chanter also gives out in his vigorous style with such other tear-stained titles as "Tears on My Pillow" and "Lonely Teardrops." In view of Jackson's recent success on the singles scene, there should be many requests to purchase his first LP from his frowning number of fans.

#### ★★★★ ERNESTINE ANDERSON MY KINDA SWING

Mercury SR 60175 (Stereo & Monaural)—The thrush's tasteful, jazz-flavored style is nicely showcased here on a group of oldies and originals. Package has strong appeal for jazz deejays as well as hip pop spinners. Selections include "My Kinda Love," "See See Rider," "Moonlight in Vermont," "Lazy Afternoon" and "They Didn't Believe Me."

#### ★★★★ THEME MUSIC FROM KING OF KINGS AND OTHER FILM SPECTACULARS

Frank Chacksfield and his Ork. London PS 246 (Stereo & Monaural)—The lush, dramatic themes of 12 big budget movies have been wrapped up in equally impressive ork treatments by Chacksfield. In addition to the title tune—theme of the newest film spec—the album includes themes from "Samson and Delilah," "The Alamo," "Exodus," "Ben-Hur" and "Quo Vadis."

#### ★★★★ THE DEVIL AT 4 O'CLOCK

Sound Track, Colpix CP 509 — The dramatic score for the forthcoming Columbia Pictures flick comes across in telling fashion on this disk. The music was composed, and is conducted by George Duning. Most imposing of the compositions is the main theme which should score impressively with fans. Other titles with much content are "Theme for Camille," "La Fleur" and "Farewell to Camille."

#### ★★★★ THE BEST OF STEVE LAWRENCE

ABC-Paramount ABC 391 (Stereo & Monaural)—Am-Par has packed a group of sides sliced by Lawrence before he joined United Artists. The chanter is in good voice on some spinnable items ranging from the teen-appeal "Footsteps" and "Come Back Silly Girl" to the adult-styled "You're Nearer" and "I Hear a Rhapsody." Solid programming.

#### ★★★★ LESLIE UGGAMS ON TV WITH MITCH MILLER'S SING ALONG CHORUS

Columbia CL 1706 (Stereo & Monaural)—The comely and talented thrush is a regular on Mitch Miller's TV sing-along show and here, with the able help of the Miller chorus and instrumental backing, she lends her dramatic pipes to a fine selection of familiar tunes. These include "Blues in the Night" and "Get Happy," as well as several medleys. Fans of the show will surely go for the set.

#### ★★★★ IT'S TWISTIN' TIME

George Hudson and the Kings of Twist, Capitol ST 1578 (Stereo & Monaural)—George Hudson and his group have a real romping twist album that's patterned to cash in on the current craze for the dance. The leader also picks on some pretty potent material for the set with such hits as "Twistin' Time," "The Twist," "A Little Bit of Soap" for the kids, and versions of "My Blue Heaven," "Baby Face" and "Lazy River" for older twisters. There are vocals on a number of tracks.

# ★★★ MODERATE SALES POTENTIAL

#### ★★★ LISTEN TO CLIFF

Cliff Richard, ABC-Paramount ABC 391 (Stereo & Monaural).

#### ★★★ MORE GOLDEN HITS

Eddy Howard and his Ork. Mercury MG 20593.

#### ★★★ MUSIC OF THE ROARING 20'S

Klaus Ogerman and Ork. United Artists UAS 6130 (Stereo & Monaural).

#### ★★★ THE SWINGIN' PETERS SISTERS

Capitol ST 10290 (Stereo & Monaural).

#### ★★★ LOSS OF INNOCENCE

Sound Track, Colpix CP 508.

#### NORMAN FORREST

★★★ You Are That Someone—★★★ In the Shadow of the High Sierras. GIFT 163.

#### ★★★ GOLDEN HITES BY TONY MARTIN

Mercury MG 20644.

### POPULAR EP

★★★ THE CONTINENTALS  
Accadia EP 300.



# JAZZ LP'S

★★★★  
**STRONG SALES POTENTIAL**

## ★★★★ ART BLAKEY AND THE JAZZ MESSENGERS; THE ELMO HOPE QUINTET

**Pacific Jazz PJ 33**—A lot of talent is on this disk—Blakey and the Jazz Messengers on Side 1, the Elmo Hope Quintet on Side 2. The music is creative and the performance and spirit are of a high order. Blakey's material includes "Lil' T" and "Exhibit A" and Hope's "So Nice" and "Vaun Ex."

**★★★★ QJ NEWPORT '61**  
Quincy Jones and his Ork. Mercury SR 60653 (Stereo & Monaural)—This is the Quincy Jones big band recorded live last summer on the final day of the Newport Jazz bash. The big complement swings in tight, biting ensemble style, with a flock of standout solos, all to the accompaniment of an excited audience. There are three originals by Jones, plus "Air Mail Special," "Lester Leaps In," etc. Solid material for fans of the big band school.

**★★★★ COLOR CHANGES**  
Clark Terry. Candid 8009 (Stereo & Monaural)—Attractive, listenable and happy modern jazz performed by a fine group of jazz musicians should interest the younger jazz fans. Clark Terry, on both trumpet and flugelhorn, shows off some warm and thoughtful solo work, while Usef Lateef,

Jimmy Knepper, Julius Watkins and Seldon Powell come through solidly on their innings. Tunes are all originals, with "Blue Waltz," "Brother Terry" and "La Rive Gauche" among the best tracks.

**★★★★ THE JAZZ LIFE**  
Various Artists. Candid 8019 (Stereo & Monaural)—This album is a compilation of six tracks from top Candid artists—all previously unreleased. Contained in the set are rewarding solos by Roy Eldridge, Lucky Thompson, Kenny Dorham, a group of top musicians fronted by Charles Mingus and a vocal by Lightnin' Hopkins. Should appeal to modern and middle of the road listeners.

★★★ **MODERATE SALES POTENTIAL**

★★★ **BOOKER LITTLE OUT FRONT**  
Candid 8027 (Stereo & Monaural).

★★★ **NEW ORLEANS-THE LIVING LEGENDS**  
Jim Robinson. Riverside RLP 9393 (Stereo & Monaural)

# CLASSICAL LP'S

★★★★  
**STRONG SALES POTENTIAL**

**★★★★ MORE BEECHMAN LOLLIPOPS**  
Royal Philharmonic Ork. (Becham). Angel 35 865 (Stereo)—Volume 2 of Sir Thomas' "Lollipops" contains seven relatively short pieces—the type usually done for encores. They are popular and enjoyable and the performance here is wonderfully executed. Included are Berlioz' "Menuet des Follets," Tchaikovsky's waltz from "Eugene Onegin," and Gounod's "Le Sommeil du Juliette."

**★★★★ BRAHMS: SYMPHONY NO. 2 IN D, OP. 73**  
Pittsburgh Symphony Ork. (Steinberg). Command CC 11002 SD (Stereo)—This, one of the first of the Command Classics, displays some of the most exciting sound on record today. The orchestra is so life-like it seems as though it's right in the room. The performance of the familiar Brahms work by the Pittsburgh Symphony Orchestra is most satisfactory under the capable hands of William Steinberg. The packaging is unusual and highly attractive. A set with a chance for good sales if exposed.

**★★★★ HANSON: SYMPHONY NO. 1 "NORDIC"**  
Eastman-Rochester Orchestra (Hanson). Mercury SR 90165 (Stereo & Monaural)—The "Nordic Symphony" was first performed in 1923 in Rome with Hanson himself conducting. It is performed here by the Eastman Rochester Orchestra in strident terms, again under Hanson's baton. The music has an austere quality that leaves little room for embellishment or frivolity. It is, however, precise, tender and direct,

moving to its conclusions with a non-nonsense air. Coupled with the symphony is another Hanson composition "Fantasy Variations on a Theme of Youth." This features David Burge as piano soloist.

**★★★★ BARTOK: MUSIC FOR STRINGS, PERCUSSION AND CELESTA; HINDEMITH: MATHIS DER MALER**  
Berlin Philharmonic Ork. (Von Karajan). Angel S 35949 (Stereo)—Both the Bartok and Hindemith works are given high caliber readings by maestro Herbert von Karajan and the Berlin Philharmonic Orchestra. Although there are other fine recordings of both these modern works, the fact that the compositions are established in contemporary concert repertoires coupled with the upcoming Berlin Philharmonic U. S. concert tour under Von Karajan's baton should produce a good share of sales.

★★★ **MODERATE SALES POTENTIAL**

★★★ **SCHULLER: MUSIC FOR BRASS QUINTET; BLACKWOOD: CHAMBER SYMPHONY FOR 14 WIND INSTRUMENTS**  
New York Brass Quintet, Contemporary Chamber Ensemble (Weisberg). Composers Recordings, Inc. CRI 144.

★★★ **JACOBI: QUARTET NO. 3**  
Lyric Art Quartet. Composers Recording, Inc. CRI 146.

# SPECIALTY LP'S

★★★★  
**STRONG SALES POTENTIAL**

## COUNTRY & WESTERN

**★★★★ COUNTRY HITS**  
Various Artists. United Artists UAL 3159—Twelve country sides are here, by as many country artists. Best known are George Jones' "I'm Gonna Burn Your Playhouse Down," Eddie Noack's "Have Blues Will Travel," and Leon Payne's "There's No Justice." All tunes published by Glad Music.

**★★★★ HARLAN HOWARD SINGS HARLAN HOWARD**  
Capitol ST 1631 (Stereo & Monaural)—Harlan Howard is one of the hottest songwriters today in the country field. Here, for the first time, he turns his focus to vocalizing and a pleasant enough country-styled voice it is. The tunes are all new ones by Harlan, never before waxed and they serve as not only a good debut of a new artist but as a source of good new song material for other singers as well. Jocks will spin many of these sides.

## INTERNATIONAL

**★★★★ CUADRO FLAMENCO!**  
Los Macarenos. Capitol ST 10301 (Stereo & Monaural)—A splendid album of native

Flamencan music recorded in Barcelona. The sound is unusually crisp and with the glittering guitar music, abetted by enthusiastic shouts, hand-clapping and foot-stomping, the set could qualify as a sound album. There are a dozen titles in all, and every one is performed with great verve and excitement. Can be recommended for the obvious markets involved.

**★★★★ SWEDEN'S ROLLICKING OJESOKOREN**  
Capitol ST 10294 (Stereo & Monaural)—There's a pretty blonde miss, all dolled up in native Swedish costume on the cover to set the pace of this delightful set of clear-voiced, exacting choral singing. The mixed group offer a number of favorite Swedish songs with a pretty harmony style and they are well supported by an ork of strings and woodwinds with occasional accordion spots. A lot of atmosphere here.

**★★★★ VESUVIUS PRESENTS CORRADINI**  
Vesuvius 1307—Giorgio Corradini is a well-known Italian pop singer, and on this album he shows off his romantic style on a flock of pop Italian tunes. Aimed specifically at the Italian-American market, the set could have a good sale among young adults. The songs are warm and affectionate, and Corradini's voice fits the mood.

## CHILDREN'S

**★★★★ A CHILD'S INTRODUCTION TO THE INSTRUMENTS OF THE ORK**  
Joseph Cooper. Wonderland 1443—An entertaining and educational album to introduce a youngster to the pleasures of music. Joseph Cooper, "leading British concert pianist and music educationist," offers on Side 1 an enjoyable and informative explanation of various orchestral instruments illustrated by members of the noted London Sinfonia; and on Side 2 gives a lively "History of the Piano," with excerpts on the piano and its allied instruments. Prime item for the moppet trade. Good Christmas gift, too.

**★★★★ BABES IN TOYLAND**  
Hanky Pank Players. CR Playhour Cricket Records—The story of "Babes in Toyland" and some of its songs are brightly performed on this kiddie disk. The story as a whole is narrated by Jim Dukas and the songs are sung by Candy Anderson and Bill Heyer either singly or in duet. Such familiar tunes as "I Can't Do the Sum" should delight most moppets.

**★★★★ CINDERELLA AND ALICE IN WONDERLAND**  
Giselle MacKenzie. Cricket CR 39—The two lovely children's stories are told with much charm by Miss MacKenzie. The scripts have gone under a bit of alteration at the hands of Sid Frank, but the delightful characters in "Cinderella" and the Lewis Carroll story are very much in evidence. Just as delightful is Giselle MacKenzie's singing of the songs by Sid Frank and Judy Stein.

## CHILDREN'S CHRISTMAS

**★★★★ CHRISTMAS SING-A-LONG**  
Sandpiper Chorus and Ork (Timmens). Golden LP 67—The Sandpiper Chorus and ork join hands here to present a kiddie sing-a-long of Christmas carols and songs. There are 15 in all; like "God Rest Ye Merry, Gentlemen," "Jingle Bells," and "I Hear the Bells on Christmas Day." All are pitched to the proper key for children's voices. An added filip of a printed lyric sheet makes it a salable holiday package for the little ones.

## COUNTRY CHRISTMAS

**★★★★ OLD TIME CHRISTMAS SINGING WITH THE JIM GLASER SINGERS**  
Starday SLP 149—The group does a solid job in capturing the spirit of Christmas.

★★★  
**MODERATE SALES POTENTIAL**

## CHRISTMAS

**SANTA CLAUS MUSIC DAY ORK**  
★★★ Mr. & Mrs. Claus (Side 1) (Sing Songs of Christmas)—★★★ Mr. & Mrs. Claus (Side 2) (Sing Songs of Christmas) GIFT 161.

## FOLK

★★★ **THE JOURNEYMEN**  
Capitol ST 1629 (Stereo & Monaural).

## Reviews of New Singles

Continued from page 49

**JERRY FARR**  
★★★★ **Falling for You**—LODE 1624—Here's a pleasant medium-beat ballad performance by Farr. Tune has touches of "Oh Lonesome Me." A listenable side that could get country spins (American, BMI) (2:07)

★★★ **If I Could Learn to Love You Less**—(American, BMI) (2:07)

**JIMMIE DAVIS**  
★★★★ **Time Changes Everything**—DECCA 31327—Davis has a rather standard sounding country weeper to sing on this side. Besides the governor's vocal effort there's some bright guitar work and vocal chorus. (Peer Int'l, BMI) (2:14)

★★★ **Sitting on Top of the World**—(Mayfair, ASCAP) (2:07)

## RHYTHM & BLUES

**ALBERT KING**  
★★★★ **Don't Throw Your Love on Me so Strong**—KING 5575—Familiar blues lines and riffs make this a pretty solid rhythm and blues item. Vocal by the boy is backed neatly by some down home guitar plucking. (Lois-Lyco, BMI) (2:55)

★★★ **This Morning**. (Lois-Lyco, BMI) (2:10)

## CHRISTMAS

**BOBBY HELMS**  
★★★★ **Jingle Bell Rock**—DECCA 30513—Helms' old holiday hit is back again and the happy rocker should get plenty of play. Watch it. Cornell, ASCAP) (2:12)

★★★ **Captain Santa Claus**—(Amber, ASCAP) (2:29)

## BLUES

**JIMMY WITHERSPOON**  
★★★★ **Times Have Changed**—PACIFIC

They accompany themselves with traditional instruments, singing "Little Town of Bethlehem," "Jingle Bells," "Frosty the Snowman," "Silent Night"—a combination of traditional and modern Christmas standards.

## RHYTHM & BLUES

**★★★★ CHAMPION OF THE BLUES**  
Jack Dupree. Atlantic 8056—The Champion, one of the fine blues singers in the true tradition, sings his honest blues here to the accompaniment of his flavorful piano. The package was recorded during a tour in Copenhagen. It includes "I Had a Dream," "Roll Me Over, Roll Me Slow," and "Misery Blues." Cover is a tasteful eye-catcher meriting display. It shows the blues shouter close up, with earring.

**★★★★ MEMPHIS SLIMS TRIBUTE**  
Candid 8023 (Stereo & Monaural)—A lot of blues is produced these days—but this is one of the best packages in a long time. Memphis Slim is awfully good on this date—both his pianistics and vocals. With him are Jazz Gillum on harmonica and Arbee Stidham, singer and guitarist. The sides contain vocals by all three. Arrangements are uncluttered and full of true blues quality. There's also a bit of reminiscing about departed blues greats. Most enjoyable. "I Feel So Good," "In the Evenin'," "Cow Cow Blues" are some of the sides.

## SACRED

**★★★★ MEMORIES OF HOME**  
Ferlin Husky. Capitol ST 1633 (Stereo & Monaural)—An inspirational package, evoking memories of growing in a religious household. Some of the songs are done in narrative style, such as "Father's Table Grace." Others are "Supper Time," "The Family Bible," "The Lord's Prayer," plus sides written by Hank Williams and Jimmie Davis.

## LATIN AMERICAN

**★★★★ LAURINDO ALMEIDA BRAZILLIANCE**  
World Pacific WP 1412—These recordings were originally released a few years ago, and constant demand has necessitated this new album. They show off the fine Spanish guitar work of Laurindo Almeida accompanied by Bud Shank on alto, along with Harry Barbasin on bass and Roy Harte on drums. It combines Latin rhythms and jazz neatly, and should continue to be a steady-selling set.

★★★  
**MODERATE SALES POTENTIAL**

## CHILDREN'S

★★★ **PETER PAN AND THUMBELINA**  
Narrated, Rex Graham M. Sammes Singers. Wonderland 1441.

## COUNTRY & WESTERN

★★★ **THE LONESOME PINE FIDDLERS**  
Starday SLP 155

## POLKA

**LIL' WALLY AND THE HARMONY BOYS**  
★★★★ **Pragna Oczka Pragna**—JAY JAY 247—Peppy polka effort is handled well by the polka crew. Vocal is in Polish and should appeal to the ork's many Midwest fans. (3:40)

★★★ **Gleboka Studzienka**. (3:00)

★★★ **MODERATE SALES POTENTIAL**

## JAZZ

**DOROTHY ASHBY TRIO**  
★★★ **Lonely Melody**—★★★ **Secret Love**. ARGO 5406.

## COUNTRY & WESTERN

**HOWARD CROCKETT**  
★★★ **Deep Elm Davis**—★★★ **Going Down to Soldiers**. SMASH 1721.

**GLENN SNOW**  
★★★ **Gear of Love**—★★★ **I Wonder What the Future Holds for Me**. KANGAROO 21.

**AUSTIN MAXEY**  
★★★ **I'll Live Again**—★★★ **Bring on the Heartaches**. RAZORBACK 0114.

**VIRGINIA SPURLOCK**  
★★★ **I'll Take the Blame**—★★★ **A Queen for a Day**. EPIC 9477.

## RHYTHM & BLUES

**K. C. MOJO WATSON**  
★★★ **Love Boodhound**—★★★ **I Kept On Trying**. NANC 003.

**LAZY LESTER**  
★★★ **Whoa Now**—★★★ **I'm So Glad (My Baby's Back Home)**. EXCELLO 2206.

**AL PERKINS**  
★★★ **Please Come Back**—★★★ **You Cost Too Much**. COLT 623.

**SYL JOHNSON**  
★★★ **I've Got to Find My Baby**—(Continued on page 52)

Annette  
"DREAMIN' ABOUT YOU"  
b/w  
"STRUMMIN' SONG"  
Vista F-388

We've Got a Winner  
**"THE MIRACLE OF ST. MARIE"**  
by THE FOUR COINS  
JUBILEE 5411  
JUBILEE RECORDS  
315 West 47th N. Y. C., N. Y.

"BREAKING ALL OVER"  
... BIGGER THAN "GONZO" ...  
James Booker's  
**"TUBBY"**  
Parts 1 and 2  
Peacock 1908  
PEACOCK RECORDS, INC.  
2809 Erastus St., Houston 26, Texas  
OR 3-2611

The Best  
Comedy  
is on  
★  
★  
★

DOOTO  
REG. U.S. PAT. OFF.

**TONY GARO**  
America's Rock Sensation  
**"WHOLE LOT OF SHAKIN'"**  
b/w  
**"JEZEBEL"**  
Pla-Mor 6425  
PLA-MOR RECORDS  
507 5th Ave.  
N. Y. 17, N. Y.

Tex Ritter  
**"LONELY SOLDIER BOY"**  
Capitol 4644  
CENTRAL SONGS, INC.  
1483 NORTH VINE STREET  
HOLLYWOOD 28, CALIF.  
HO. 9-2239



# FOLK TALENT & TUNES

Continued from page 10

Dusty Rose, who recently took over the early-morning "Sunrise Ranch" seg, six days a week on KTNT-AM, FM, Tacoma, Wash., puts in a plea for c.&w. platters from the artists and diskeries. Dusty penned one side of the new Johnny Western release on Columbia, "Echo of Your Voice." Dusty Rose is not to be confused with

Dusty Rhodes, who was at KTNT several years back with Buck Owens and the Bar K. Gang. . . . Station KAYE, Puyallup, Wash., is broadcasting a full-time schedule of religious and country gospel records. . . . Doc Watson, in addition to his c.&w. wax spinning chores on "Look or Listens," weekdays from 8-11 a.m., over KTVW-TV, Tacoma, Wash., has added "The Doc Watson Jamboree," dance and show each Saturday.

"HERE'S A CHART MAKER"  
FOR SURE PROFITS!!  
Bobby Bland's  
"TURN ON YOUR  
LOVE LIGHT"  
and  
"YOU'RE THE ONE  
(THAT I NEED)"  
Duke 344

"NEW—HOT—RELEASE"  
IT'S DYNAMITE  
Al T.N.T. Bragg's  
"CIGARETTES AND  
COFFEE"  
b/w  
"WE BELONG  
TOGETHER"  
Peacock 1907

"A GREAT SPIRITUAL"  
The Gospel Consolators  
"TESTIMONIAL  
SERVICE"  
b/w  
"He Won't Let You  
Down"  
Peacock 1836

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

Bobby Boyd, president of Boyd Records, Oklahoma City, reports that his firm is going all out on country music, with its latest releases in that category, including Marvin McCullough's "Are You Still in Love With Me" b.w. "Pillow to My Right"; Bobby Barnett's "Wings of a Chance," from the motion picture of the same name starring Troy Donahue, b.w. "We're Headed Nowhere," and Bobbie Sill's "How Do You Explain a Broken Home?" Sills was formerly on the Top Rank label. McCullough, who spins the c.&w. wax on the 50,000-watt KRMG, Tulsa, Okla., is slated to do a series of personals in the Las Vegas and West Coast sectors shortly after the first of the year.

Twenty-six years on one radio station with a country music show is an achievement few have accomplished, but that's the record of the Doc Williams unit, features of "World's Original Jamboree" of WWVA, Wheeling, W. Va. . . . Damon F. Flanary, who formerly jockeyed disks over Southwestern Virginia and East Tennessee stations, is back in harness after two years with the Army Administration System at Fort Ord, Calif., and is now filling a full-time slot as news director at KPER Radio, Gilroy, Calif. "It was great to move into the Northern California market where so much is happening," typewrites Damon. "I was considering a c.&w. show here but found

# GOLF TOURNEY BRINGS OUT 150 MUSIC DUFFERS

HOLLYWOOD — Approximately 150 men attended the second annual West Coast Music Industry Golf Tournament held at Desi Arnaz' Indian Wells Hotel in Palm Springs. The following were the winners:

Albie Pearson, Class "A" and low gross; Stewart Phanstiel, "Class A" runner-up, J. B. Morris, "Class B" with Dick Pierce, runner-up; Tony Valerio, Henry Hart, Class "C" and low net; Joe Johnson, Class "C" runner-up; Earl McDaniel, Class "D" with Eddie Shaw, runner-up; Shaggy Wolf, closest-to-pin; Steve Girard, longest drive; Joe Perry, putting; S. J. Smith, hacker.

Henry Hurt (of Pat Boone's office) won the matched clubs and bags donated by Buddy Morris as the door prize. Five \$100 bills donated as draw prizes by Frank Sinatra were won by Sal Alberti, Ben Barnett, Red Doff, Jimmy Henderson, and Sam Lutz. Winners' trophies were donated by the major labels and Coast-based independents. Sy Devore contributed a \$50 merchandise certificate as drawing prize for non-players.

The committee staging this year's affair was headed by Pat Boone, and included Sid Goldstein, Norman Greer, Bob McCluskey, Dave Jacobs, and Murry Wolfe. McCluskey also served as master of ceremonies of the tournament banquet.

that with our present variety format many of the country hits were already getting aired." As a final note, Flanary says that plans are under way in Southwest Virginia for a folk festival in August of 1962. Highlighted would be the blue grass banjo and folk music and songs. Damon says he would welcome suggestions mailed to his permanent address: Route 1, Box 4, Gate City, Va.

# Politicos Active on Nashville Scene

Continued from page 1

breakfast was Governor Davis, who not only spoke eloquently of his love of folk music, but donated several hundred pounds of Louisiana sausages for the breakfast as well. Governor Davis told his audience that man's primary needs are "food, clothing, shelter and music." Beyond this, he singled out folk music as "the music of the heart, uncorrupted by scholarship, an indelible expression of the common lot." Davis, discussing his own colorful musical campaign junkets, said, "If we had a lot more singing in the world, we'd have a lot less fighting."

At the same affair, Tennessee Governor Ellington declared, "I love country music," and went on to say that country music brings about \$35,000,000 a year to Nashville and Tennessee. The meeting also featured the annual round of awards to country artists and an introduction by deejay T. Tommy Cutrer of the entire cast of "Grand Ole Opry."

Activities Thursday evening were highlighted by the annual country awards dinner of Broadcast Music, Inc., which found clefter Harlan Howard receiving 10 song awards, a new high for any one writer in a given year. The BMI dinner dance was also enlivened by the presence of Senator Kefauver and former Governor Clement, who were introduced by BMI's Bob Burton.

Speaking of the world crisis, the senator discussed the need for "a common denominator of music for the peoples of the world. If we can find this denominator," he asserted, "we have a chance of reaching free-

dom for everyone. A song can change the course of history. Keep it up. Your songs mean much to our happiness and our future."

On a lighter note, former Governor Clement stated: "I'm just plain glad to be here. I wouldn't have been governor at 32 without you folks behind me. I helped fight your fight because I thought you were right. If you decide you need someone again, I like a good fight. Just call on me." Many circles here regard Clement as a likely nominee to run for the governorship again next year. Meanwhile, Dot Records President Randy Wood denied any aspirations for the governorship, and declared he would never run, though there have been rumors that some local circles would like him as a candidate.

Final formal affair was a luncheon sponsored by Dot Records, at which Senator Kefauver was the speaker. The senator traced the evolution of "picking and singing" from the early "opry" days 36 years ago, through the period of the "Singing Brakeman" (Jimmy Rogers) to the country music of today. As a member of the Senate Subcommittee on Juvenile Delinquency, he stressed to the jockeys their responsibilities to youth. Finally, he paid tribute to Randy Wood, "a country boy who made good through perseverance and character."

Turnout for this year's WSM event compared favorably with that of recent years, and at press time visiting jockeys turned their attention to a full round of musical and social events.

# Reviews of New Singles

Continued from page 51

\*\*\* I Just Gotta Make Her Mine. FEDERAL 12435.

CHARLES BROWN  
\*\*\* Without a Friend — \*\*\* If You Play With Cats. KING 5570.

## LATIN AMERICAN

MONGO SANTAMARIA AND ORK  
\*\*\* Para-Ti — \*\*\* Mongo's Theme. FANTASY 557.

BOBBY MONTEZ ORK  
\*\*\* Guajira Josephina — \*\*\* Tremendo Cha-Cha. PACIFIC JAZZ 325.

## LIMITED SALES POTENTIAL

## POPULAR

JOHNNY MITCHELL  
Why?—Unanswered Letters. TACIT 6137.

B. B. JOHNSON TRIO  
The Hawk—Ebony. MEL-O-JUKE A-B.

COO COOS  
Coo Coo Baby—Coo Coo Baby (Instrumental). WYNNFIELD 350.

THE DEBS  
Muchacha Ca Cha — If Wishes Were Kisses. ECHO 1007.

AL GARNER  
Scout for General Lee—Disgusted. EXCELLO 2208.

BUDDY BALBO  
Ring, Ring Telephone—I Lost My Seat. BAY-UKE 2.

MICKEY BLAIR  
There Must Be a Way—You've Changed. HAR-GLO 511.

## COUNTRY & WESTERN

ROY FISHER  
Pool Stick Window—Moon Powers. NEW ENGLAND 1004.

NEAL HART  
Kiss Me Once More—Do It Now. NEW ENGLAND 1003.

# Ann Fulchino Freels New Coast Info Head Of Columbia Pictures

NEW YORK — Ann Fulchino Freels has joined Columbia Records as manager of West Coast information services. She will report to John Kurland, head of the information services department in New York. Mrs. Freels was most recently with her own artists' management firm, and prior to that was with RCA Victor and Columbia in the publicity departments.

Meanwhile, at Columbia Frank Jones has been named a producer in the country and western field, and will assist Don Law, executive producer for c.&w. in Nashville. In the firm's art department, John Berg and John C. Bradford have been named to new posts. Berg is the firm's new art director for packaging design, and Bradford is the new art director for advertising. Both men will report to Bob Cato, the firm's creative director.

## Association Lists

Continued from page 1

Among achievements of the past year was the success of the radio survey, originally suggested by BMW's Johnny Sippel, a board member. CMA President Ken Nelson said the survey will be made annually and will be broadened to include TV as well as radio stations.

It was also announced that the CMA Hall of Fame had been established. Fred Rose, Jimmy Rogers and Hank Williams were named as the first entrants to the Hall of Fame and \$500 bronze likenesses of these men were to be enshrined in the hall.

A new all-industry event, to be known as the International Sound Fair (to be staged next year in Detroit), was approved in concept and CMA's co-operation was pledged. Congressman Ross Bass, meanwhile, let it be known that he would sponsor an act of Congress creating a national country music week next year.

New board members in various categories were elected as follows: Artists and musicians, Tex Ritter and Webb Pierce; deejays, Biff Collie, KFOX, Long Beach, Calif., and Grant Turner, WSM; publishers, Wesley Rose; radio and TV management, Chuck Bernard, Country Music Network, New York, and Ray Odum, KHAT, Phoenix, Ariz.; record firms, Don Pierce, Stardays; trade papers, Dick Steinberg, Music Vendor; at large, Bill Denny, Cedarwood Music, and Frances Williams, BMI.

Officers elected by the new and incumbent board members include: Steve Sholes, board chairman, and Ken Nelson, president, both re-elected; first vice-president, Owen

## Dealers Join

Continued from page 1

The latest problem has been Gordon Wolf's Rosarck one-stop deciding not to sell to the co-op. Originally, Rosark was to serve as the co-op's buying agent.

Wolf, in a letter to the co-op's membership, stated his reluctance at backing out of the arrangement, and explained he was forced to drop servicing the co-op because distributors refused to sell to him. According to Wolf, some distributors felt that Rosarck was competing with them if it sold to the dealer combine.

The dealers at last week's meeting appointed a committee to study the ways and means of establishing a new source of supply for the co-op. It will report its findings at the December meeting.

The group's newly elected president, Harold Martin, told BMW that the members are quite concerned by "the misapprehension distributors seem to have concerning our co-op." Martin went on to explain that "the purpose of the co-op is not to get preferential price treatment or to squeeze a better price out of distributors. All we want are prices comparable to those paid by our competitors (i.e., discounters) and which are allowed under existing federal trade laws." Dealers here long have complained that the greater volume purchases by the big discount dealers are squeezing them out of the record business. The co-op movement started earlier this year in an effort to form a buying combine which would benefit the individual participating retailer by allowing him to share in the savings of volume purchasing.

From all indications, the co-op will not be able to get under way until after the holiday season.

## WJJD Changes

Continued from page 1

Lawrence is a product of Buffalo and Syracuse.

Station management indicated that WJJD would continue its present hit-playing format. Harold Krelstein, president of the Plough network, Memphis, which owns the station, previously said that the outlet had enjoyed tremendous rating improvement over the past several months and it would be "foolhardy to look at any other programming format."

Bradley; second vice-president, Jack Lutz; third vice-president, Cal Young; treasurer, Charlie Lamb; secretary, Harold Moon; assistant treasurer, Rich Richardson; assistant secretary, Dorothy Gable. Joe Walker, executive secretary, was given a vote of thanks and a raise in salary.

## NEW RELEASES

WITHOUT A FRIEND  
IF YOU PLAY WITH CATS

Charles Brown . . . . . KING 5570

SHE MADE MY BLOOD RUN COLD  
DO YOU THINK THAT I SHOULD CHANGE

Ke Turner . . . . . KING 5553

COME-A, COME-A, BABY  
JUST LIKE BEFORE

Tony Allen . . . . . BETHLEHEM 3002

I'M TIRED OF BEING TOSSED AROUND  
BOOK OF TEARS

Danny Overbea . . . . . FEDERAL 12434

HOLIDAY RELIGION  
THAT MOON IS NO STOPPING PLACE

Reno and Smiley . . . . . KING 5554



ATTENTION!  
DISTRIBUTORS • RACK JOBBERS  
ONE STOPS • RETAILERS  
DISCOUNT OPERATORS

Major LP's & EP's, Singles (all labels, all artists). Accessories. Any quantity of factory new records (not used), 33 1/2's, 45's, 78's—available to you at cost of less than manufacturer's. Send for a free listing of prices and type records we can supply.

SEND FOR FREE CATALOG OF ALL MERCHANDISE AVAILABLE  
HAM-MIL TRADING CORP.  
1520 N. Broad St., Philadelphia 21, Pa.  
Phone: POplar 3-0585



# Loans to Locations Banned in Chicago

CHICAGO — An ordinance prohibiting taverns from accepting loans from coin machine operators was passed by the city council here last week.

The measure was welcomed by the local trade. Loans have long been a major headache in Chicago. Outrights gifts of up to \$500 and loans of several thousand dollars were not uncommon as competition for new locations grew. Operators complained they were forced to make the loans or gifts or lose their spots to other operators.

**National**

The ordinance has also drawn national interest as the location

loan problem is not unique to the Windy City. Operators are hopeful it might serve as a model for similar legislation throughout the country.

Members of Recorded Music Service Association, local juke box group, indicated they were in favor of the new measure. The association has scheduled a meeting November 16 to discuss implications of the ordinance.

Basically, the ordinance is aimed at "dealers in alcoholic liquor" and comes under chapter 147 of the municipal code dealing with "restrictions on receiving money or anything else of value."

**Code**

It states "No person licensed under this chapter shall accept, receive or borrow money, or anything else of value directly or indirectly from any person connected with or in any way representing any manufacturer or distributor of any coin-operated or amusement device who shall install or furnish such device for use on the licensed premises; provided that the provisions of this section shall not apply to commissions or rental fees arising out of the use of such coin-operated or amusement device on the licensed premises."

### Univend 'Plus 10' Plan

CHICAGO — American Univend unveiled its new "Plus 10" plan whereby operators can lease a variety of small mint and candy venders and merchandise from the firm.

Under the plan, the operator gets a two-column machine for \$10 a year. He also gets free, a quantity of merchandise, equal at retail to the annual rental. The lease calls for a certain minimum order a year.

# Johnson Intros Coin Handling Auditor Unit



**AUDIT-IN-ROUTE**

CHICAGO — Audit-in-Route, new coin handling auditor introduced recently by Johnson Fare Box Company, got its first public showing at last week's National Automatic Merchandising Association Convention here last week.

The unit was part of Johnson's full line of coin handling, sorting and counting equipment shown at the show.

The Audit-in-Route unit is in an upright console-type unit that is designed to fit into a routeman's truck. Features include sorting, counting and locking coins up while routeman is driving; printing revenue receipts for each location.

*(Continued on page 60)*

# SURVEY SHOWS NEED FOR JUKES WITH OWN POWER

DOUALA, Cameroons—Representatives of West German coin machine firms are conducting market surveys in the African States of Cameroons, Togo, and the Mali Confederation.

These surveys have established that the coin machine market in this area depends upon portable equipment, including a portable power supply.

It is understood that on the basis of the surveys one or more West German firms intend producing juke boxes and games with a gasoline electric generator, making the equipment independent of the local power supply—or lack of it.

Such equipment, according to the market survey made in this area, would find a wide market over Africa and presumably in many other areas of the underdeveloped countries in the Middle East, Asia, and Latin America.

Juke boxes and other coin-operated equipment depending on electricity are largely valueless in the underdeveloped areas unless they generate their own electricity.

# Seeburg Reveals Latest Vending Merchandisers in Modular Line

CHICAGO—The Seeburg Corporation took the wraps off its new full line of vending equipment at the NAMA show here last week as it bowed five new units in modular design.

Included in the line are a pastry and candy merchandiser, a new cold drink machine, a modified electric cigaret machine, a carton milk vender and the recently acquired Bally coffee machine.

The units have the same basic exterior design, with blue the predominant color. Each one may be used separately, or as part of a battery set-up without separators or adapters. Each machine has a brightly lighted display.

**Candy Machine**

The 12-selection candy-pastry vender, with a capacity of up to 800 units, can offer 6 candy and 4 pastry selections, 8 pastry or 12 candy choices.

First merchandise in is the first vend, eliminating the need for hand shifting of stock. The concept involves continuous spiral shelves.

The machine may vend at any of three prices, ranging from 5

cents to 50 cents. A coin change as standard equipment, accumulates nickels, dimes and quarters to 55 cents, with self-loading nickel and dime tubes returning change for any sale up to 50 cents.

The new gum and mint unit features dual pricing at 5 cents and 10 cents, and vends six selections of any standard size or shape.

**Cigaret Vender**

The cigaret machine is similar to the previous Seeburg model, except for the cabinet changes to the new modular series. Capacity is 825, with 22 selections.

The milk vender, with a capacity of from 288 to 384 units, vends either half-pints of 10-ounce containers, in three selections. Like the candy machine, it utilizes the first-in, first-out principle.

The coffee vender, recently acquired from Bally, brews one cup at a time and also vends two other hot drinks. Cup capacity is 450.

The Ice-O-Vend cold drink machine vends drinks with or without crushed ice. The seven-selective unit has a cup capacity of 2,900

# DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 200 sides per machine, they represent maximum programming effectiveness. Records listed below have both sides either on the Hot 100 or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

FOOL #1 AND ANYBODY BUT ME	BRENDA LEE Decca 31309
A WONDER LIKE YOU AND EVERLOVIN'	RICK NELSON Imperial 5770
(He's My) DREAMBOAT AND HOLLYWOOD	CONNIE FRANCIS MGM 13039
CRYING AND CANDY MAN	ROY ORBISON Monument 447
I WANT TO THANK YOU AND DOOR TO PARADISE	BOBBY RYDELL Cameo 201
LITTLE SISTER AND (Marie's the Name) HIS LATEST FLAME	ELVIS PRESLEY RCA Victor 7908
BERLIN MELODY AND THEME FROM COME SEPTEMBER	BILLY VAUGHN Dot 16119
THE WAY I AM AND MY HEART BELONGS TO ONLY YOU	JACKIE WILSON Brunswick 85220
DANNY BOY AND FLY BY NIGHT	ANDY WILLIAMS Columbia 42199
I DON'T KNOW WHY AND IT'S ALL BECAUSE	LINDA SCOTT Canadian-American 129
I CRIED MY LAST TEAR AND A CERTAIN GIRL	ERNIE K-DOE Minit 634

# Si Redd Heads Distrib Group

CHICAGO — William S. (Si) Redd, Boston, was elected president of the National Coin Machine Distributors Association during the group's national meeting held here last Wednesday (29).

The distributors also adopted a four-point program that includes: (1) a new code of ethics; (2) a broadened public relations program to be conducted nationally; (3) adoption of an insurance program; and (4) a membership drive whereby each distributor pledged that he would bring in one new member for the coming year.

Irvin Blumenfeld, Baltimore, was elected executive vice-president; Lou Wolcher, San Francisco, vice-president, and Ron Rood, Orlando, Fla., vice-president.

**Directors**

Joe Kline Chicago, is the group's new treasurer, and Jack Bess, Richmond, Va., is secretary.

A slate of 10 directors were also chosen: Harold Lieberman, Minneapolis; John Bilotta, Newark, N. Y.; Hy Bramson, Louisville; Phil Weinberg, Dallas; Gil Kitt, Chicago; Mickey Anderson, Erie, Pa.; Jake Friedman, Atlanta; Morris Gisser Cleveland; Ed Shaffer, Columbus, and George George, Cleveland.

Irving Blumenfeld was honored with a plaque as outgoing president, as was Lou Wolcher for his role as past president and founder of the organization.

Fischer Sales donated a pool table and Bally a Marksman target



**WILLIAM S. (SI) REDD**

gun that were both raffled off. Mickey Anderson won the pool game and Irv Blumenfeld walked off with the gun.

The association's code of ethics was termed a solid step ahead by the group's new president, Si Redd. Basically, members agreed to subscribe to only the highest business standards, co-operate with law enforcement officials and support a continuing program of public relations.

Following is the code reprinted in full as a service to NCMDA and prospective members:

"The members of National Coin Machine Distributors Association, privileged to be constituents of an

organization to be dedicated to the preservation of the highest ethical and moral standards in business and civil affairs, and ever mindful of their duties and obligations as members of a free society engaged in an honorable, useful and expanding industry, do hereby declare the following code of ethics, which individually and collectively we pledge to honor, maintain and preserve.

"1. To carry out the spirit and letter of all contracts and to otherwise so conduct our business affairs in such manner as to merit the confidence and respect of our fellow members, our customers and the manufacturers which we represent and the general public.

"2. To keep faith with our associates within the industry by promoting and preserving the highest standards of business conduct; elevate and maintain the industry to a position of eminence and prestige.

"3. To co-operate with the law enforcement agencies and regulatory commissions in the field of taxation and licensing in the manner that fair and non-discriminatory treatment and practices may be afforded to all segments of the industry in all regions of the country.

"4. To actively and continuously support a program of public relations by fostering, maintaining, preserving and improving the purpose and objectives for which the association was organized as stated in the bylaws. Dated this 29th day of October, 1961.



**AMCO  
SANITARY  
VENDOR**

The Finest for  
Vending Flat Pack  
Products

1c, 5c, 10c, or  
25c Operation

Vends flat packs up to  
1/8"x2"x4 1/4". Advance  
coin detector with auto-  
matic coin return when  
machine is empty. Sepa-  
rate coin box.

For Details and Prices  
Write, Wire, Phone Today.

**J. SCHOENBACH**

Factory Distributor of Bulk and Ball Gum  
Vendors, Merchandise, Parts, Globes, Stamp  
Vendors, Folders, Cigarette and Candy Ma-  
chines, Sanitary Vendors and Sanitary  
Merchandise. EVERYTHING THE OPERATOR  
REQUIRES.

715 Lincoln Place, BROOKLYN 16, N. Y.  
President 2-2900



DIRECTORS, OFFICERS AND MEMBERS of National Vendors Association stand for a group shot during the group's open directors meeting held in Chicago last weekend, simultaneously with the giant National Automatic Merchandising Association convention. NVA's next convention, a stepped up membership program and legislative activities were subjects on the agenda.

**NVA Charts Meet Plans;  
Urged to Pursue Members**

CHICAGO—Some 75 members and directors of National Vendors' Association met here last week and charted plans for the group's convention in Miami Beach, Fla., next spring.

Also on the agenda was a new medical plan introduced by Don Mitchell, NVA counsel, and reports from the various NVA committees.

members not to let up in their membership drive and to continue to work for a successful 1962 convention.

A previous convention committee report indicated that the association would probably have over 40 exhibitors at its next conclave, one of the highest figures in the association's history.

Last year's total was around 30. A more diversified representation of exhibitors was expected to account for the increase. The bulk operators' conclave is becoming increasingly attractive to exhibitors of candy, cigarette equipment and accessory equipment, as well as the traditional bulk machine and products people.

**Legislation Program**

Raynor called on the association to think about a more active business and legislative program. He said legislative representation is needed at not only federal but State and local levels to keep the bulk industry from being subject to discriminatory bills.

Raynor also urged members not to be careless about preparing for the next convention. "A lot of associations are lax, have a poor convention and end up blaming the site for their problems," he told the group. "We've had bad times; we're doing well now, but we've got to keep working," he urged.

Site of all the activity was the NVA directors' meeting held at the Congress Hotel last Sunday (29) evening, simultaneously with the National Automatic Merchandising

Association convention being held at McCormick Place here.

A large representation of bulk vending tradesters was on hand with numerous manufacturers holding exhibits in their hotel rooms. Two machine manufacturers, Victor and Northwestern, showed their full lines of equipment at the NAMA conclave.



**ROLFE LOBELL**

Milton T. Raynor, NVA's long-time legal counsel (the association is represented by Raynor & Mitchell), told the group that the association's drop-out percentage for members during the past six months was the lowest in the group's history.

**1962 Conclave Plans**

Raynor, however, urged the



**MILTON T. RAYNOR**

Rolfe Lobell, convention chairman, introduced a new package deal that will be offered for NVA's Miami Beach conclave.

Under the plan, to be priced at under \$100 per couple for the three-day show, members will receive an entire social program as part of their fee.

**NVA Auspices**

Individually sponsored parties, as previously held, are to be eliminated, with all entertainment to be under the auspices of NVA.

After brief discussion, Lobell's motion to adopt the package deal

*(Continued on page 60)*



**DON MITCHELL**



Write for price list and full sample line.

**Carl Guggenheim**

33 UNION SQUARE  
N. Y. C. 3, N. Y. • AL. 5-8393

**MANDELL GUARANTEED  
USED MACHINES**

N.W. Model 49, 1c or 5c	\$14.50
N.W. Deluxe 1c or 5c Comb.	12.00
N.W. 10-Col. 1c Tab Gum Machine	18.00
N.W. Model #33, 1c Porc. Converter for 100 ct. B.G.	6.50
Silver King 1c B.G. or Mdse.	8.50
ABT Guns	30.00
Mills 1c Tab Gum	12.00
Model #33 Peanut, 1c	6.50

**MERCHANDISE & SUPPLIES**

Pistachio Nuts, Jumbo Queen, Red	.72
Pistachio Nuts, Jumbo Queen, White	.65
Pistachio Nuts, Large Tulip	.69
Pistachio Nuts, Vendor's Mix	.60
Pistachio Nuts, Sheik, Red	.53
Cashew, Whole	.70
Cashew, Butts	.40
Peanuts, Jumbo	.45
Spanish	.35
Mixed Nuts	.57
Baby Chicks	.32
Rainbow Peanuts	.32
Bridge Mix	.32
Boston Baked Beans	.32
Jelly Beans	.38
Licorice Gems	.28
M & M, 500 ct.	.47
Hershey-ets	.47

Rain-Blo Gum, 72 ct.	\$.32
Malt-Ette, 100 ct., per 100	.35
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.	.32
Rain-Blo Ball Gum, 100 ct.	.34
300 lb. minimum prepaid on all Rain-Blo Ball Gum.	
Adams Gum, all flavors, 100 ct.	\$.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the Operator.

One-Third Deposit, Balance C.O.D.

**IMMEDIATE DELIVERY  
on the New**

**Northwestern  
SUPER SIXTY**



This capsule vendor is truly the most accurate on the market. Handles all size capsules without "skipping," breaking or crushing.

Gold decorative front panel. Mammoth capacity.

Available with  
5c, 10c  
or 25c  
Mechanisms

**STAMP FOLDERS, Lowest Prices, Write**

**MEMBER NATIONAL VENDING  
MACHINE DISTRIBUTORS, Inc.**

**NORTHWESTERN  
SALES AND SERVICE CO.**

MOE MANDELL  
446 W. 36th St., New York 18, N. Y.  
LOngacre 4-6467

**Northwestern  
HEADQUARTERS**

Whatever your bulk vending requirements might be, we can serve you.

Always a complete stock of outstanding Northwestern machines, parts and supplies.

Write today for complete information and price list.

**BIRMINGHAM VENDING CO.**

540 Second Avenue, North Birmingham, Alabama  
Phone: FAirfax 4-7526



Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME \_\_\_\_\_  
COMPANY \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
CITY \_\_\_\_\_

Fill in coupon, clip and mail to:  
**KING & COMPANY**

2700 W. Lake St. Chicago 3, Ill.  
Phoner KE 5-3302

We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes; 1c Tab Gum, 5c Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk; Panned Candies; 1 Hershey's 180 count and 250 count Gandy Coated Baby Chicks; Leaflets, Coin Wrappers, Stamp Folders, Sanitary Napkins, Sanitary Supplies, Route Cards, Charms, Capsules, Cast Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Venders. Write to King & Co. for prices and our new 12-page catalog.



**ATTENTION**  
 10c Capsule Vendors  
 Made in America  
**TIFFANY RINGS**  
 METAL ADJUSTABLE BANDS  
 SEMI-PRECIOUS STONES  
 TIFFANY SETTINGS  
 & PRONGING  
**AVAILABLE AT ONCE**  
 The BEST BUY in the WHOLE WORLD—  
 for Beauty and Value.  
 \$28.00 PER 1,000.  
 F.O.B. JAMAICA, N. Y.  
 SAMPLES ON REQUEST.

**SAMUEL EPPY & CO., INC.**  
 91-15 144th Pl., Jamaica 35, L. I., N. Y.

## NVDA Execs Re-Elected at Chicago Meet

CHICAGO—Officers of the National Vending Distributors Association were re-elected Sunday (29) at the Congress Hotel here. They are Moe Mandell, Northwestern Sales and Service, New York, president; Bernie Bitterman, Kansas City, Mo., treasurer, and Jack Nelson, Logan Distributing, Chicago, vice-president.

The first annual NVDA award, for industry leadership, was given to Harold Schaefer, president of the Victor Vending Corporation.

Mandell, in making the presentations, paid tribute to Schaefer for his untiring efforts on behalf of the industry.



HAROLD SCHAEFER (right), Victor Vending Corporation, accepts the first annual award for industry leadership given by the National Vending Distributors Association at the group's meeting held in Chicago last weekend. Bernie Bitterman, treasurer, and Moe Mandell, president, stand with Schaefer.

## Guggenheim Debts New Charm Items

CHICAGO—Karl Guggenheim, Inc., this week released three new charm items and displayed them here at the Congress Hotel during the convention committee meeting of the National Vendors Association.

The items are a Traffic Light, with red and green signals, a yo-yo and a compass ring. Bob Guggenheim was on hand to display the items.

Send for Your **FREE** Copy of **RAKE'S** NEW CATALOG TODAY!

**BULK MERCHANDISE**

	Pack Lbs.	Per Lb.
Cashews, 450 ct., whole	30	.45
Mixed Nuts	30	.53
Spanish Peanuts	30	.31
Virginia Splits Peanuts	30	.35
Rainbow Peanuts (Candy)	30	.28
Boston Baked Beans	30	.28
Licorice Lotenges	30	.28
Confection Mix	30	.28
Jumbo Pistachios, Red	30	.80
Medium Pistachios, Red	30	.70
Small Pistachios, Red	30	.60
Leaflets (M&M Style Candy)	25	.27
Teeny Jelly Beans	30	.25
Candy Corn	30	.25
Marsheyettes	25	.47
Chiclé Base Cub Chicks 520	30	.42
Chiclé Base Cub Chicks 320	30	.42
Rainbow Tabby-Lets 520	30	.32
Sugar Pops (Bulk Candy)	24	.49
Maltettes (Ball Style, 100 Ct.)	15	.35

	Pack Lbs.	Per Lb.
140-170-210 Rainbio Gum	25	.32
Rainbio 100's Centuries, Asstd.		
Colors—Grape, Cherry	18	.34
Rainbio Screwballs, 100's	15	.35
Rainbio 1/2 Chiclé 140	25	.41
Cherry 210 Count	25	.32

(ORDERS: 300 lbs. or more shipped prepaid from factory only. Full cash with order, no C.O.D.'s.)

Adams, Wrigleys, Beech-Nut Brands, 1/2, 100's. Per Box .47

**ACCESSORIES**

Single Floor Stand	5.50
Del. Cross Bars for Above	2.50
Triple Cross Bars for Above	2.25
4 Place Racks With Wheels	10.50
6 Place Rack With Wheels	12.50
3 Place Rack With Wheels	8.95
1/2 Coin Counting Scale	23.50
16-56 Coin Counting Scale	23.50
Stamp Folders, Per 10,000	6.50
Asstd. Trading Cards	3.25

**RECONDITIONED & REFINISHED VENDORS**

N.W. Model 49, 1/2 or 5/8 Bulk	13.50
N.W. Model 49, 1/2 Ball Gum	13.50
Silver King, 1/2 or 5/8 Bulk	8.50
Victor Universals, 5/8 Bulk	8.50
Victor Toppers, 1/2	11.00
Acorns, 1/2 or 5/8 Bulk	11.00
Silver King 5/8 Hot Nut	13.50
Ajax 5/8-10/8 3-Col. Bulk	39.50
Mills 1/2 Tab, 6 Col.	14.50
Premier 1/2 Card Vendors	14.50
3-Col. 5/8-10/8 Stamp (Folder)	15.00
Master 1/2-5/8 Bulk Vendor	10.00
Master 1/2 Bulk Vendor	7.50
Model V 1/2 Ball Gum	8.50
Schermack Roll Type 10/8 Stamp	49.50
Schermack 3-Col. Roll Stamp, 5-5-10	99.50

1/3 DEPOSIT ON ALL ORDERS, BALANCE C.O.D.  
 SEND PAYMENT IN FULL ON ALL ORDERS UNDER \$20.00.

**Rake Coin Machine Exchange**  
 609-A Spring Garden St.,  
 Philadelphia 23, Pa. **Walnut 5-2676**

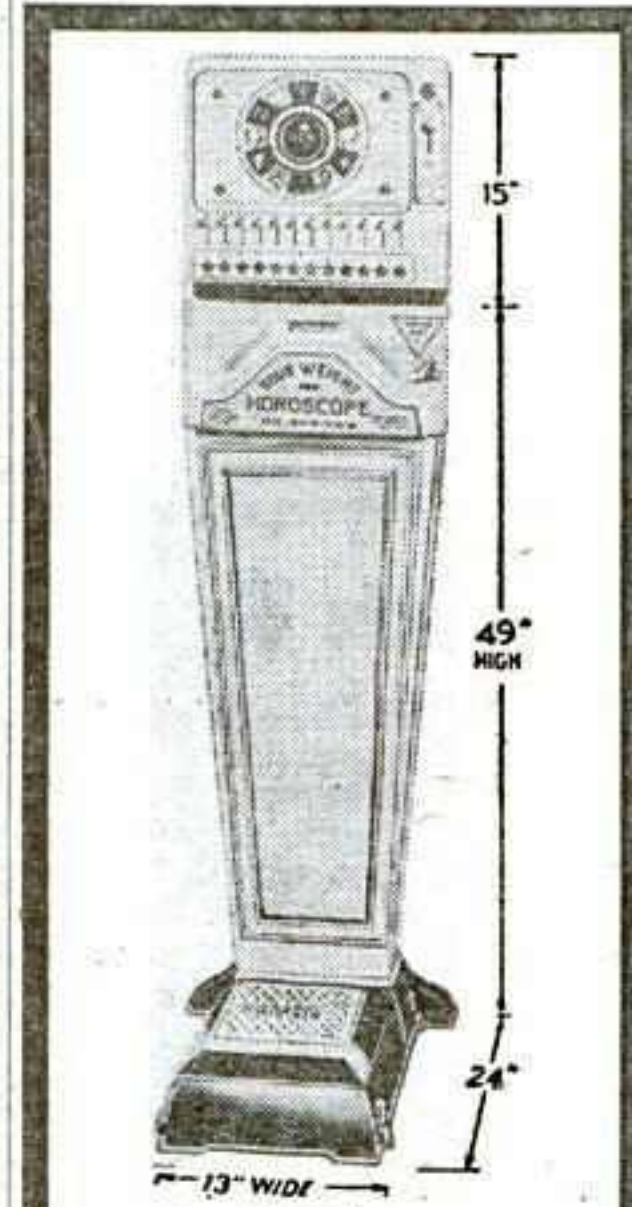
Say You Saw It in  
**Billboard Music Week**

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME \_\_\_\_\_  
 COMPANY \_\_\_\_\_  
 ADDRESS \_\_\_\_\_  
 CITY \_\_\_\_\_

Fill in coupon, clip and mail to:  
**H. B. HUTCHINSON, JR.**  
 1784 N. Decatur Rd., N.E. Atlanta 7, Ga.  
 Phone: DRake 7-4300

We handle complete line of machines, parts & supplies.



**5c**  
**HOROSCOPE SCALE**  
 TOP OF SCALE PAYS BIG DIVIDENDS... NOW YOU CAN REALLY MAKE MORE MONEY operating scales because you get 5c as well as 1c.

**\$25.00**  
 DOWN  
 Balance \$10.00 Per Month  
**WATLING MFG. CO.**  
 4541 W. Lake St., Chicago 24, Ill.  
 Est. 1889  
 Telephone: COLUMBUS 1-2772, 1-2770  
 Cable Address: WATLINGITE, Chicago.

## Jennings Co. Slide Vender Gets Showing

CHICAGO — A slide vender, suitable for resort and arcade locations, was displayed for the first time by Jennings & Company this week at the annual NAMA convention here.

The unit holds 800 35-mm. color slides, with eight selections of 100 each. The patron is able to view each slide before he buys, as a push button rotates the slides behind a viewing panel. The button also acts as a selection button.

According to the manufacturer, slides will cost the operator from 6 cents to 9 cents each, with the coin mechanism set for 25 cents. Price for the machine has not been set, but the manufacturer says it will be about \$300.

A Jennings spokesman said about 5,000 color slides are available to operators, with sources of supply furnished on request.

Dimensions of the machine are 19 by 19 by 61 inches. Weight is 86 pounds.

## Northwestern Unveils Bulk Vending Units

CHICAGO—Northwestern's full line of bulk vending equipment along with a new chrome Showcase stand accommodating four, six and eight machines was shown to major equipment operators and a good attendance of bulk machine traders at last week's National Automatic Merchandising Association conclave here.

The Showcase stand is made of heavy-gauge, chrome-plated steel tubing and is priced to sell at from \$10 to \$12.

Other Northwestern standards on display included the firm's Peppermint stands, "49" all-product vender, package gum vender, postage stamp machine, 10-column tab gum machine, Super 60 ball gum and capsule machines.

**BIGGEST PROFITS GUARANTEED**  
**VICTOR 2000**  
 Capacity 2,000 Balls of 100-Count Gum

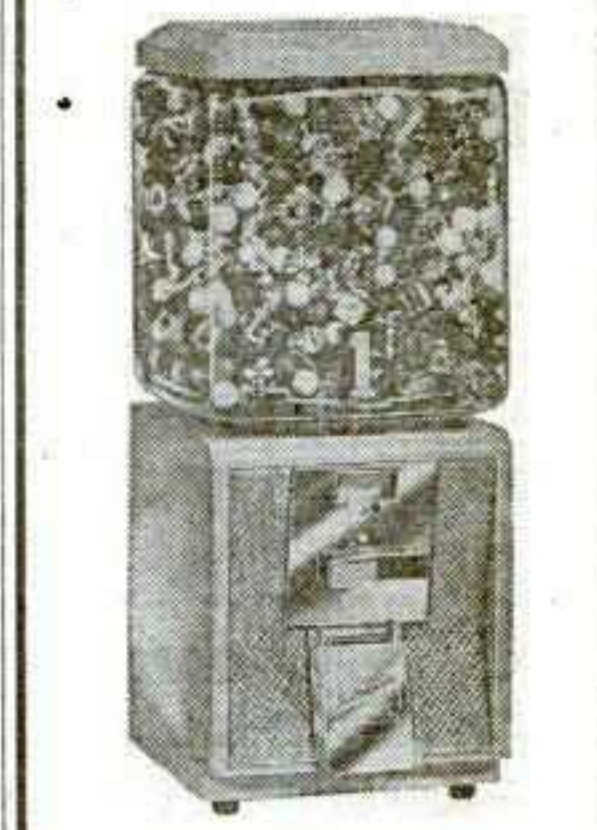
**VICTOR VENDING CORP.**  
 5701-13 W. Grand Ave.  
 Chicago 39, Ill.

**Be Wise as an Owl!**  
 Put **OWL HEAD RINGS** in your machines  
 These rings are ideal for all types of vending. Brilliant detail and eyes that stare dress up your machines... empty your machines. Brilliantly vacuum plated in assorted gold and silver.  
 Only \$17.00 per M with jeweled eyes  
 Only \$10.00 per M with diamond-like faceted eyes  
 Vends well in all machines.  
 Order from your distributor or:

paul a. **PRICE** co. inc  
 55 Leonard St., N. Y. 13, N. Y. Cortlandt 7-514

## Northwestern MODEL 60

Try one! You'll quickly agree, it's the outstanding Bulk Vender.  
 Model 60 dispenses all small products from Spanish peanuts to capsules and jumbo ball gum.



WIRE, WRITE OR PHONE FOR COMPLETE DETAILS  
**Northwestern CORPORATION**  
 21111 E. Armstrong St. Morris, Ill.  
 Phone: WHitney 2-1300

**Northwestern SUPER SIXTY**  
 WITH QUICK-TACH\*  
 IDEAL FOR YOUR BETTER LOCATIONS  
 1012 Balls 100 Count Gum  
 2886 Balls 210 Count Gum  
 365 Regular Capsules  
 \*AT SLIGHT EXTRA COST  
 Write for literature on other Northwestern models.  
**CLEVELAND COIN MACHINE EXCHANGE, INC.**  
 2029 Prospect Ave. Cleveland 15, Ohio  
 Phone: TOWER 1-6715

**KING MIX --- BUY and SAVE**  
 A complete bargain mix of 30% good feature items, balance bright gold and silver vacuum plated charms.  
 Only \$2.75 per M in 5 M lots.

SURE LOCK, the perfect capsule. Patent No. 2762411. Outstanding Items. Send \$2.50 and receive 100 quality filled capsules. Contains our complete line.

FREE Illustrated Sheets on all Feature Charms, Rings and Bulk Charms.

**The PENNY KING Company**  
 2534 Mission Street, Pittsburgh 3, Pa.  
 World's Largest Selection of Miniature Charms



# W. Berlin Coinmen Seek U. S. Aid in Time of Trade Crisis

Continued from page 1

Even more than producers, West Berlin operators feel they could fit substantially from the U. S. aid's analysis and advice concerning the weird trade situation prevailing in this city behind the Iron Curtain.

A veteran West Berlin operator explained, "Self-pity rarely wins anybody friends, and none of us want to be accused of that. But this is in a bigger jam than hardly anybody in America realizes. We need moral as well as material support, and our trade especially requires support from our American friends."

West Berlin has become a major German coin machine manufacturing center, primarily because of the city's highly developed electronics industry (one of Europe's largest).

As the old German capital and one of the world's great cities, Berlin has always been an important coin machine operating as well as manufacturing center.

But now the manufacturers have been hit hard by Communist pressure on the city, which as aroused fears abroad that orders placed in West Berlin may not be filled, because of the Communist pressure, or may be held up by the Communists when shipped by land routes through East Germany.

The operators have been hit equally hard by the city's loss of contact with East Berlin after the August 13 seal-off of the Communist half of Berlin.

Five major Berlin operators polled on this question all agreed that East Berlin's patronage of the West Berlin trade had been substantially more important than even the trade realized.

One of the five pollees summarized, "There was a tremendous flow of East Berliners and East Germans back and forth between East and West Berlin. Most of them, of course, are very poor, and it never occurred fully to most of us how much money they were dropping in our machines."

"But now we know—from the business we're not getting. I estimate that the East Germans accounted for at least 20 per cent of our collections prior to August 13, on a city-wide average, and perhaps as high as 25 per cent."

Operators with machines concentrated close to Berlin's "little Iron Curtain" have been hit hardest, of course. For example, on streets like Bernauerstrasse (which is smack on the East-West Berlin demarcation line) collections have dropped up to 80 per cent at some locations.

West Berlin city authorities have just lifted the curtain on what heretofore was a tightly kept secret—West Berliners are abandoning the city at the rate of around 2,000 a month. This exodus could become a panic if Western support for the city ever wavered badly.

Already the city is being slowly sapped of its vitality, and this applies to the coin machine trade as well as other sectors of business and industry.

West Berlin's coin machine manufacturers are aware that their American competitors are hardly likely to assist in developing the producers here as powerful competition on the American market.

On the contrary, the Berlin manufacturers are developing proposals which they feel might work

out to the mutual advantage of the Berlin and U. S. manufacturers. They are prepared to propose:

1. That the possibility be explored of having West Berlin concerns do subcontracting for American firms, where this makes sense economically. Certain components can be produced cheaper abroad, and certain skills are present here which are too expensive or lacking in the U. S.

2. That U. S. firms might establish European subsidiaries in partnership with Berlin concerns.

3. That U. S. firms co-operate with West Berlin manufacturers in promoting the American sale of non-competing coin machine products.

4. That channels be created for the exchange of production and general trade data between the U. S. and West Berlin manufacturers.

The operators, of course, have more subtle problems in soliciting support from the American trade. But they feel that such backing could be decisive in the "battle for survival" the majority feel is inevitable.

Operators are considering these proposals to their American counterparts:

1. Assistance in campaigning for improved trade conditions, including lower taxes, lower GEMA payments, reduced prices for records and equipment.

2. Assistance in promoting the West Berlin coin machine trade.

3. Possible procurement of used American equipment at discount prices under some type of co-operative arrangement.

Most West Berlin operators feel they have been neglected in measures so far taken to alleviate general economic distress in the city resulting from the Communist pressure.

Operators complain along these lines: "Everybody in the United States talks about West Berlin—or so we read in our newspapers—and wants to help our city."

"We read that special monetary assistance been given West Berlin for this purpose, but our trade gets no help from the outside. We don't even get help from our own city officials. We have the same tax burdens, the same cost-price squeeze, the same trade restrictions that prevailed before August 13."

Most operators here feel the only practical solution to their problems is to generate more business through intensive promotion of the coin trade. Operators familiar with American trade practices feel that the West Berlin trade is a decade behind the times in promoting itself. American artists and American trade personalities could be invaluable in any West Berlin trade promotion program.

# EUROPEAN NEWS BRIEFS

## Coin Games Boom in France

PARIS—A boom in coin games is sweeping France, particularly American-manufactured games. It is estimated that there has been a nearly 20 per cent increase in the last year in the number of games being operated in Paris. Gottlieb, Williams, and Bally all find growing demand for their product in France and particularly in Paris. The bowling boom has overtaken France, and, along with introduction of U. S.-type bowling alleys with automatic pin-setting equipment, there is a boom in coin bowlers. Bally Bowlers are becoming so common in Paris that foreigners, hearing the word mentioned so often by the French, take it to be a new Parisian fashion salon.

## Common Market a Juke Boon

LONDON—British juke box manufacturers look for U.K. membership in the European Common Market to stimulate this country's retarded phonograph industry. The British market has been too small to stimulate domestic phonograph production, and Commonwealth markets have been too distant or otherwise difficult of penetration. But the Common Market, encompassing as it does the major juke box markets on the Continent, is beckoning for British producers. Many Continental trade experts believe that the British-developed Chantel box could do well in the Common Market. Chantel has been called one of the most eye-catching boxes ever designed. It has an authentic Common Market genesis. Its designer, Jean Foufoufon, is a Greek born in Marseilles. He has a French wife, for whom the box is named, and he developed the box in France, but produced it in England.

## German Ops Learning Servicing

MUNICH—West Germany's crippling labor shortage—which is growing worse—is spurring more and more operators in this country to attempt their own servicing and repair work. The small operator is finding that "do it yourself" is the only way he can remain in business, squeezed as he is by the shortage of technicians and the high wage scales they command. Most operators are finding it is possible for them to pick up sufficient technical knowledge to handle routine servicing and the simpler repair jobs. Some operators with large families are encouraging sons to specialize in electronics with a view to helping out in the family phonograph route. A surprising number of German operators have found that their wives can master juke box servicing and maintenance skills.

## Coin Quiz Game Hottest Item

BRUSSELS—Belgium's hottest new coin game is Quiz-O-Matic, the invention of a Dutch electronics engineer now employed in this country. J. A. Tuytel, the inventor, says he patterned his game after the U. S. radio-TV quiz shows. The machine operates with buttons, which are pressed to designate answers to questions. Questions are grouped into the fields of sports, music, science, and current affairs. The machine operates with movie film projecting questions and answers—true and false.

Contestants must answer five questions in 60 seconds, the machine having a built-in timer which automatically ends the contest at the end of 60 seconds. It is possible to regulate the Quiz-O-Matic to return coins deposited for correct answers and even to supply a payout to winners, provided local gaming laws allow. Otherwise, the machine is operated solely for amusement. Tuytel says he is preparing a large film library for the machine covering questions in the fields of sports, music, history, geography, current affairs, literature, films, theater, and culture. Each film contains 500 quiz games. Each player has five questions and 15 choices of answers.

## ZOA Urges Contract Caution

FRANKFURT—The Central Organization of German Coin Machine Operators (ZOA) is urging its membership to exercise greater care in negotiating contracts for locations. There have been a number of disputes recently between operators and locations, mainly involving the location's desire to terminate its agreement with the operator. A number of operators have lost their cases because of the lack of a binding contract with the location.

ZOA is counseling operators to have contracts drafted by attorneys specializing in coin machine problems. In some cases locations have ordered operators to remove equipment for no other reason than that the location's share of collections was lower than that promised by a rival operator. In other cases locations have installed juke boxes and games in competition on their premises to the equipment placed there by the original operator. If contracts are properly drafted, they can invariably be enforced by court action. Otherwise, the operator invariably loses out.

master, 510-pack capacity cigaret vender; (4) twenty-column Smoke-master cigaret vender, 672-pack capacity, three-price vending with mint and gum unit. In the candy and pastry field, Du Grenier showed: KY series Candy Marts, 8-10 columns with mint and gum accessory units;

Theater Special candy machine, model KYNL-152, eight products, adjustable columns; Pastrymart model KP, six columns, from 72 to 114 items.

Also on hand were 8-10 column laundry supply venders, 19 shelves per column, capacity from 152 to 190 packages.

## Chevrolet Shows Op Pickup Truck

CHICAGO—Chevrolet showed its new Corvair 95 pick-up, especially suited for the vending and coin machine industry at the NAMA conclave here last week.

The truck comes in a variety of models—Corvan panel truck with side doors, 191 cubic feet of cargo space, 1,700-pound payload capacity, 4¼ feet of headroom, wide-opening double rear doors and optional left side doors.

The rampside pick-up model has a cargo ramp that swings down even with the floor of the deep-well-load compartment. It provides a gateway nearly four feet wide to allow loading. The floor is 16¼ inches off the ground, forming an easy slope.

The loadside pick-up model features a full-width pick-up box, 80 cubic feet of space. All optional three-section floor is available at extra cost.

## Du Grenier Shows Full Vending Line

CHICAGO—Du Grenier displayed its full line of cigaret, candy, cigar, pastry and laundry supply machines at last week's NAMA show with the emphasis on modernistic, modular design.

The units came in a variety of colors, attractively decorated with chrome, mirror fronts and merchandise display compartments.

In the cigaret and tobacco field, Du Grenier had: (1) M-20 manually operated, 20-brand, 720-pack capacity cigaret machine, featuring three-price vending; (2) KT series multi-pack cigar vender with four-column mint and gum accessory unit built into the front of the machine. Six columns of cigars with capacity from 114 to 150 packages are accommodated. (3) Fourteen column Smoke-

**SEE AMI COLOR INSERT OPPOSITE HOT 100**

**BARGAINS FOR THE WEEK GAMES GAMES GAMES 450 OF THEM.**

Received a Large Lot of Games in Trade, Including One Lot of 20 or 25 Low-Priced Shuffle Alleys.

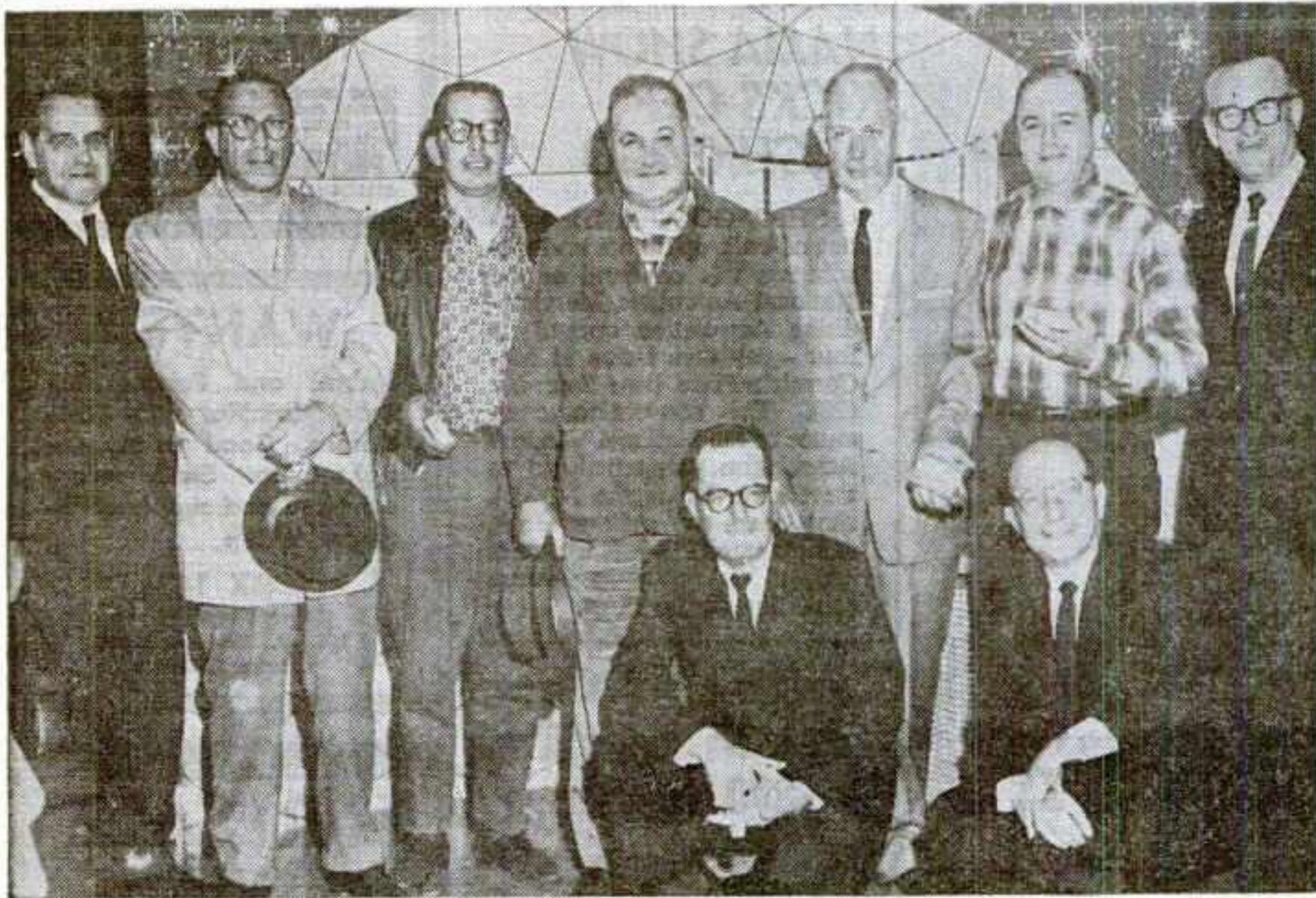
**WHAT DO YOU NEED? EXTRA SPECIAL This Week—Wurlitzer 2000, \$295.00 Write or Call Us Collect. MAin 1-3511**

Write for Our Circular on Full Line of Coin-Operated Machines.

**Central DISTRIBUTORS, INC.**  
2315 Olive Street, St. Louis 3, Mo. Phone: MAin 1-3511; Cable: Cendist

**SPECIALS Make us an offer**  
**AMI**  
4 CONTINENTAL 200 STEREO  
1 LYRIC 100 STEREO  
2 K 100A STEREO 1 H-200  
1 J 120E STEREO 1 G-120  
5 G-200 1 E-80  
1 E-120 1 D-80  
**SEEBURG**  
3 V-200 1 M-100G  
2 KD-200 5 M-100C  
**WURLITZER**  
1 2200 1 2000  
**ROCK-OLA**  
1 1438 1 1465  
**EXTRA SPECIAL**  
1 MUTOSCOPE VOICE-O-GRAPH (LATE MODEL).....\$495.00  
**MONROE**  
COIN MACHINE EXCHANGE, INC.  
2423 Payne Ave., Cleveland 14, Ohio  
Phone: SUperior 1-4600





**HAPPY WINNERS** of a transistor radio at Atlas Music Company drawing last week stand with company officials. Eddie Ginsburg, Atlas head; an unidentified serviceman, and the four radio winners, Alex Del Giorno, Andrew Bruno, Andy Hesch and Louis Arpaia; Irving Ovitz, Atlas salesman. Kneeling, Nate Feinstein and Harold Schwartz, Atlas.

## Automatic 'General Store' Features Canteen Exhibit

CHICAGO — An automatic "general store"; a full line of modular vending machines in pastel colors; a unique "first-in first-out" candy vender; a new single-brew coffee machine, and a new "personalized" cigarette machine highlighted the display at the National Automatic Merchandising Association Convention here by AC Automatic Services, Inc., a subsidiary of Automatic Canteen Company of America.

Automart is a new automatic "general store" which accepts up to \$5 in bills and coins and sells 260 different items, including sundries, variety and sporting goods, hardware and toys, as well as hot or cold foods. Heart of the unit is the AC Automatic Bill Changer, which validates and accepts good money, but rejects foreign or counterfeit.

Vari-Fresh, is a new, high capacity "first-in first-out" candy vender which delivers the actual bar displayed.

Celebrity vending machines consist of a full line of modular vending units combining new exteriors in pastel shades with unitized construction. Two colors are available—white with orange trim, or light blue with dark blue trim. Units include the Vari - Fresh candy vender, machines for hot foods, hot drinks, sandwiches, pastries, cold foods, cold drinks, and cigarettes, plus a special condiment dispenser.

Personalized Riviera cigarette machine, a new 800 - pack unit, features a personalized display panel, with the name of the location. Special features include a new "sav-a-match" post - selection button and a choice of five front colors in vinyl-clad steel panels

which can be changed to fit surrounding decor.

Single-Brew coffee machine, new 750-cup capacity single - cup unit, is designed specifically for economical, one - cup brewing. Easily adaptable for vending hot soups, chocolate drinks and tea.

### Production Set on Vend'sal Disk Unit

CHICAGO — A 20-selection record vender to be manufactured and distributed by Vendiversal Manufacturing Corporation, Compton, Calif., will be in production by December 1, according to company officials.

The unit, first unveiled about a year ago, was showcased to the vending trade at last week's National Automatic Merchandising Association convention here.

Priced to sell at just under \$500, the machine vends seven-inch disks (45 or 33 1/3 r.p.m.) at \$1 each. The machine holds 300 records and can offer up to 20 selections.

#### Showcase

At least five of the top hits can be showcased in a front display window.

Vendiversal is setting up a distribution network and is looking for interested distributors to handle the unit.

Suggested locations for the vender include drugstores, supermarkets, bowling alleys, theater lobbies and traditional coin machine locations in conjunction with a juke box and game set-up.

#### Dimensions

The vender stands 58 inches high, 30 inches wide and 15 inches deep, weighing about 165 pounds. It's attractively decorated in black and green with white hammertone finish. Other color combinations are optional. The front display window is illuminated with flashing lights. Selection buttons are of colored plastic and also illuminated.

The machine is available for cash or lease. Under the lease agreement, the first and last month's rent is paid in advance and the operator pays \$12.50 per month for five years.

Under cash terms, a 2 per cent discount is given.

Terms are also available providing for a conditional sales contract with 20 per cent down, balance payable over a three-year period.

## BMW ERRS IN MOORE HEADLINE

NEW YORK — A headline in last week's issue of Billboard Music Week erroneously stated that Sanford J. Moore had been sentenced for attempted bribery of federal officials. Actually, Moore has neither been indicted nor convicted of this charge. He has been convicted, and is currently serving time, on another count — withholding assets in a bankruptcy case. The alleged bribery is being investigated by a Federal Grand Jury. And while this alleged bribery attempt involves the Moore case, the sentence itself had nothing to do with it.

## Victor Vendorama Pack Unit Leads Firm's New Equipment

CHICAGO—Victor's new Vendorama Pack Machine highlighted the firm's full-line display of bulk vending equipment at the National Automatic Merchandising Association convention here last week.

The vertical console-type machine vends a variety of packaged candies and nuts in cellophane bags. Unique feature of the machine is that the packaged merchandise is stored in a continuous cellophane belt and feeds up to the vending opening over a large wheel that is shown through a front display glass.

Upon insertion of a coin, a mechanical knife cuts the end bag loose and it drops down the vending chute.

The entire operation is lighted up and shown through the front glass. The belt of merchandise is stored in the bottom of the machine. The units are decorated in two-tone color and measure about five feet high, one foot wide and about a foot and a half deep. Price is just under \$150.

Victor also sells the merchandise in prepackaged cellophane belts. A wide assortment of nuts and candies is available. Price is to be announced later.

Victor also showed its full line of vending equipment that included Vendorama all-purpose bulk vender, Victor 2000 ball-gum vender, Pen Vendorama, Super 100 Con-

## Manufacturers Deb Wide Cigaret Machine Selection

CHICAGO—Coin machine operators in the market for cigaret machines had a wide selection to view at the recent NAMA convention here. And while the old-line cigaret machine manufacturers were on hand with their latest models, a couple of new entrants took the wraps off their first cigaret machines.

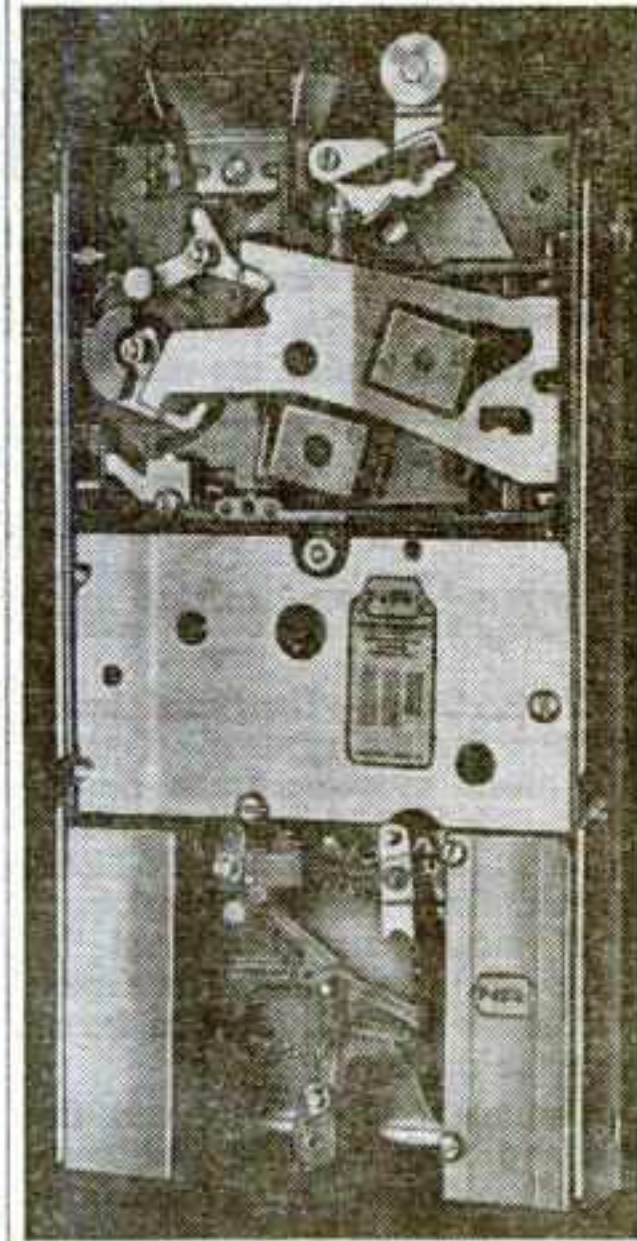
The Bally Manufacturing Com-

pany, known primarily as a game manufacturer, showed a 33-column 805. The unit has no-shift columns and operates on a first-in, first-out principal. The all-electric machine vends at any of three separate prices, with 30 columns for regulars or kings and three columns for boxes. Dimensions are 35 inches by 20 inches by 49 1/2 inches. Production is expected in about 60 days; price has not been set.

Cole Vending Industries introduced its first cigaret machine, a 20-column unit with a pack capacity of 672 packs. Price is expected to be announced shortly.

The machine will vend for up to 35 cents at any of three separate prices. Dimensions are 18 by 38 by 71 1/2 inches.

National showed its new 800 series, currently in production, while Rowe and Continental shows modifications of their existing lines. The new Vendo machine, not yet in production, will have 22 columns and vend at three separate prices. Smokeshop showed, as optional equipment, a half-dollar coin mechanism with a nickel changer and a penny changer.



A SMALL, inexpensive mechanical accumulator was introduced to the trade last week by National Rejectors. NRI says the new device has greater capacity and versatility than existing electrical accumulators and features thermoplastic gears, pawls and levers. The device can replace electrical accumulators and supplies either electrical or mechanical outputs.

**OPERATE  
UNITED  
Shuffle Alleys  
and  
Bowling Alleys  
WELCOME EVERYWHERE**

★  
**UNITED MANUFACTURING CO.**  
3401 N. California Ave., Chicago 18, Ill.

America's Largest and Oldest  
**ONE-STOP  
RECORD SERVICE!**

**45 RPM 60c**

All LP's—Regular Distributor. Wholesale—Nothing Over.

**SAME DAY SERVICE**

**THE  
MUSICAL SALES CO.**  
The Musical Sales Bldg.  
Baltimore 1, Maryland

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

Good things happen when you



The machine is available for cash or lease. Under the lease agreement, the first and last month's rent is paid in advance and the operator pays \$12.50 per month for five years. Under cash terms, a 2 per cent discount is given. Terms are also available providing for a conditional sales contract with 20 per cent down, balance payable over a three-year period.

**"Profit-Makers" From  
chicago coin**

- PRO HOCKEY
- PRO BASKETBALL
- TRIPLE GOLD PIN
- CONTINENTAL

CHICAGO DYNAMIC INDUSTRIES, INC. 1725 W. DIVERSEY, CHICAGO 14



**SEE  
AMI  
COLOR  
INSERT  
OPPOSITE  
HOT 100**



**JIM HUTTON**, emcee for Treasure Chest, daily show on KSTP-TV, Minneapolis-St. Paul, shows off the Chicago Coin ray gun that contestants on the show shot for prizes. The gun was on the show for an entire month.

**Coin Representatives Hold Swinging Receptions at Chicago NAMA Meet**

CHICAGO — Unofficial headquarters for the amusement game and music machine trade during last week's NAMA convention here was a suite in the Bismarck Hotel where Irving Kaye, New York pool table manufacturer, assisted by Barney Sugarman and Abe Green of Runyon Sales, held open house for three days.

Also at the Bismarck was the annual dinner, reception and meeting of Williams distributors Sunday night (29), with Sam Stern hosting distributors from every section of the country.

Visitors to the Kaye suite held informal business forums and were able to combine work with play, as the libations and food flowed freely.

The guest list reads like a who's who in the coin machine industry. Following is a partial list:

Gil Kitt, Dave Bond, Lou Wolscher, Bill Happel, Lou Dunis, John Michaels, Joe Auton, Norman Haas, George Happell, Ed Heath, Sam Taran, Joe Robbins, Dave Rosen, Al Rodstein, Joe Ash, Irving Morris, Moe Bloom, Phil Moss, Lou Rubin, Harold Lieberman, Tom Thompson, Frank Negri,

Ron Rood, Paul Heusch and Bud Nichols.

Also, Max and Harry Hurvich, Phil Weinberg, Cy Wolfe, Mickey Anderson, Leon Taksen, Jack Bess, George Sammons, Marshall McKee, Joe Klein, Fred Klein, Sam Kolber, Harry Silverman, Walter Waldman, Joe Westerhouse, Clint Sharkey, Sam Klein, Leo Cohen, Charles Robinson, Dave Weiss, George George, Norman Goldstein, John Bilotta, Bob Catlin, John Singer, Ray Williams, Shorty Culp, Sam Schwartz, Art Tipton, Ron Pepperle, Abe Witsen and Al Siegel.

**Acquit Seehorn of Counterfeit Cigaret Tax Stamp Allegation**

ELIZABETHTON, Tenn. — A Criminal Court jury acquitted John B. Seehorn, 24, former school teacher charged with counterfeiting cigarette tax stamps, after a trial in a strange case in which 32 cigarette vending machines were confiscated by authorities.

After the jury verdict, Revenue Commissioner Hilton Butler at Nashville began an investigation of the case because State Alcohol Tax Unit agents did not produce at the trial phony rubber stamps alleged to have been taken in a raid on Seehorn's home.

Seehorn was arrested in June by agents who, armed with a search warrant, took "about 10" phony rubber stamps which they charged were used to stamp cigarette packages to avoid payment of the State cigarette tax.

At the trial, the agents could not produce the stamps. They said they didn't know what happened to them—that they were appar-

**NAMA SHOW KICKS OFF IN CHICAGO**

CHICAGO — A fair turnout of bulk operators and distributors was on hand as the National Automatic Merchandising Association opened its four-day convention at McCormick Place here Saturday (28). The convention committee of the National Vendors Association was scheduled to meet here during the NAMA show, and two bulk machine manufacturers — Northwestern and Victor Vending—were exhibiting at the show.

**New Standard Change Maker Holds as Much As \$300 in Coinage**

CHICAGO — Standard Change Makers unveiled a new electric change center accommodating nickels, dimes, quarters and halves, part of the firm's full line of change making and coin handling equipment shown at the big NAMA vending exhibit at Chicago's McCormick Place last week.

Standard is billing it as the largest-capacity, all-purpose coin changer ever built. The unit holds from \$250 to over \$300 in change, has drawer action three-way loading and completely removable mechanism.

Also shown by Standard were its change-maker loading tubes, series 800, 900 and 1000 mechanical changers, single and double change-maker vaults. Standards three coin multi-changer, series 400 duo changer, and a variety of single changers.

**WANTED**  
Good Mechanic who knows Shuffle Games and Phonos. Excellent salary for right man. Send past work history.  
**PURVEYOR DISTRIBUTING CO.**  
4322-24 N. Western Ave., Chicago, Ill.  
JUniper 8-1814

**WANTED**  
Pinball and Payout Mechanic familiar with Bally Games. Good salary for right man. State salary expected and supply references. Write:  
**BOX 144**  
Billboard Music Week  
188 W. Randolph Street  
Chicago 1, Illinois

**FOR SALE GAMES**

Mermaid	\$110.00
Wagon Wheel	95.00
Hialeah	295.00
Jig-Saw	95.00
Barrel-O-Fun	495.00
Gypsy Queen	45.00
Royal Flush	85.00
Duel	65.00

**PHONOGRAPH**

AMI Continental Stereo 200. call or write	
AMI G 120	\$265.00
AMI Lyric Stereo 100	595.00
Seeburg V200 with VL Receiver	295.00
Seeburg Wall Boxes, 3W2	39.50
Seeburg Wall Boxes, 200 Set	59.50
AMI Wall Boxes, 120 & 80	32.50

Call, Write or Cable  
Cable: LEWJO  
Newly appointed distributor for Smokeshop in Indiana.

**Lew Jones** Distributing Co  
Exclusive Wurlitzer Distributor  
1301 N. Capitol Ave. Indianapolis, Ind.  
329 W. Ninth St. Covington, Ky.  
Greater Cincinnati  
Tel.: ME1956 5-1593 Tel.: AX 1-6969

**NOW SHIPPING 1962 Valley POOL TABLES**

GIVE TO DAMON RUNYON CANCER FUND

**DAVIS GUARANTEED PHONOGRAPHS**

**AT NEW LOW PRICES SEEBURG**

222	\$699
201	599
KD 200	399
KS 200	379
VL 200	299
HF 100 G	299
100 W	269
M 100 C	199
M 100 B	149

**WURLITZER**

2304 (Stereo)	\$529
2250	369
2150	289
2100	289

**AMI**

Continental 200, like new	Write or Call
Lyric 100, like new	\$599
H 200	349
G 200	199
E 120	119
H 200 Hideaway	179

Terms: 1/3 deposit required

**World Export Western Export Distributing Corp.**  
Exclusive Seeburg Distributor  
738 East Erie Blvd. Syracuse 3, N. Y. U. S. A. Phone: GRanite 5-1631

**PRICES REDUCED**

**BIG BALL BOWLERS**

Bally Challenger	\$695
Pan American	595
CC King	445

**MISCELLANEOUS**

Candid Camera, new	\$ 60
Skill Cards	65
5 Bally Bikini, new	Phone
5 Bally Skill Roll	65
5 Bally Bike Kiddy Rides	395

**GUNS, ARCADES, SHUFFLES**

1 CC Shoot the Clown	\$200	League Leader	
1 Wms. Hercules	260	Baseball	\$ 75
3 Shoot the Bear	100	Motorama	150
1 B. Derby Gun	225	Bally Official Jumbo	425
4 B. Moon Raider	225	Bally Monarch	375
1 Un Sky Raider	150		
5 Mdwy. Shoot'g Gallery	325		
2 Dodge City	50		

**25 POOL TABLES WITH SLATE TOPS, \$75.00 & Up**

Send for our list of Vending Machines . . . Cold Drink . . . Hot Drink . . . Cigarette . . . Candy.

**WANTED IN TRADE**  
Bally Bingos and Bally Lottafuns.

**REDD DISTRIBUTING COMPANY, INC.**  
126 Lincoln St. Algonquin 4-4040 Brighton 35, Mass.

**Brandt Company Deb's Latest Coin Handlers**

CHICAGO—Brandt Automatic Cashier Company had a full line of coin handling equipment on display at the NAMA show here last week.

Included were several models of an electric automatic cashier, coin sorter, counter and packager (all table models), plus auxiliary attachments and stands for all the machines.

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

**Chicago Area Headquarters for Parts and Accessories for all VALLEY POOL TABLES**

**IMPORTERS SEND FOR FREE 56-PAGE ILLUSTRATED 1961 CATALOG**

**FIRST COIN MACHINE EXCHANGE**  
Joe Kline & Wally Finke  
1750 W. NORTH AVE • CHICAGO 22, ILLINOIS • DIckens 2-0500



## VINTAGE COIN MACHINES IN SUFFOLK, L. I., EXHIBIT

STONY BROOK, L. I., N. Y.—New York area residents are currently viewing part of the nation's most complete antique coin machine collection at the Suffolk County Museum here. The exhibit, consisting of nearly 60 pieces, is only a small part of the total collection of Frederick Fried, art director for a New York specialty store.

The display went on exhibition October 18, and will be shown up to December 23. Earliest pieces are two automatic tobacco boxes circa 1827, while the latest items were made in 1928.

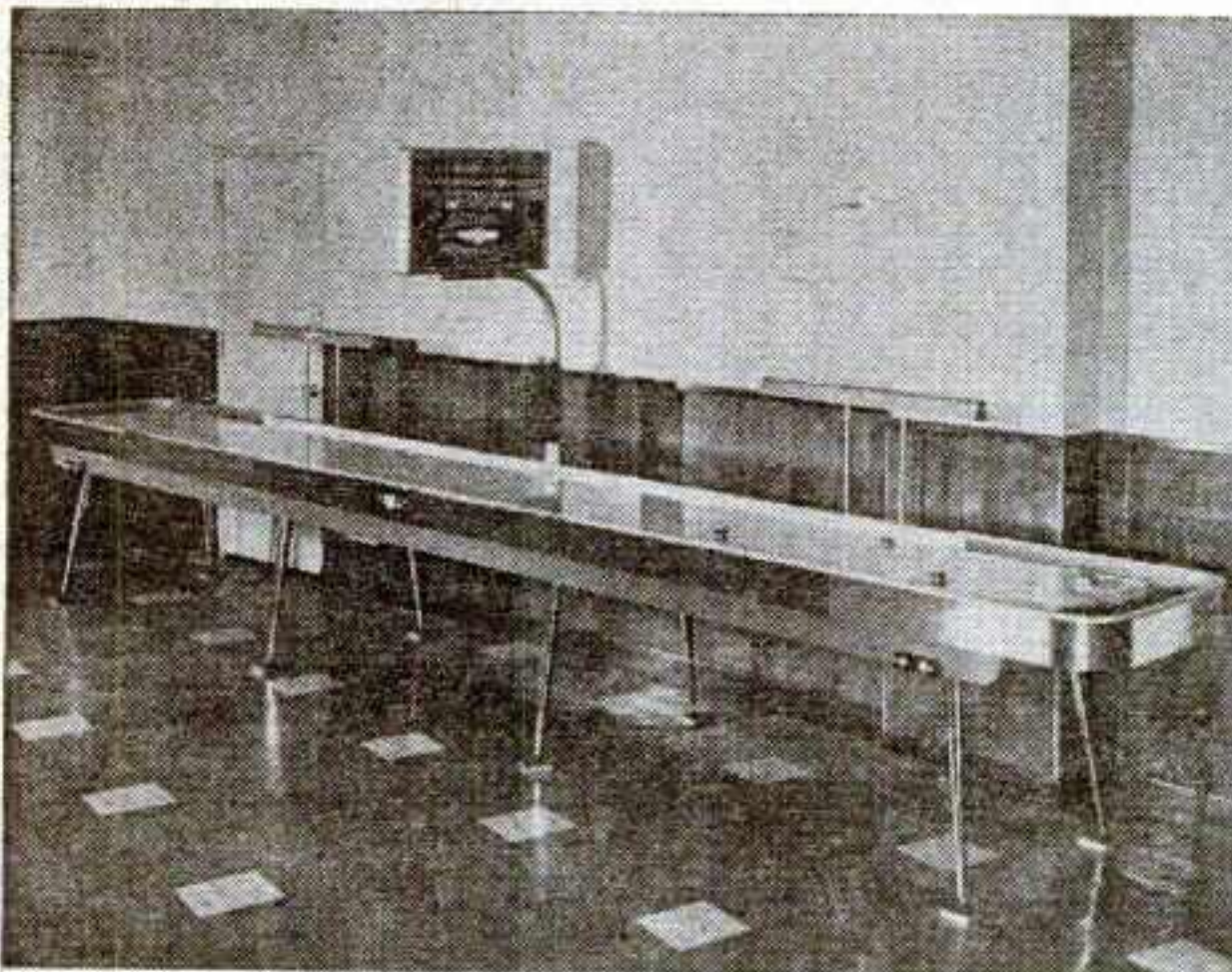
Eighteenth century pieces include the Star Pop-In Gun (1891), Zeno Gum Vender (1893), the Strong Boy strength tester and Fairest Wheel (1894), the Ogden Electric Tinger (1896), Pulver Yellow Kid gum machine and Wheel of Chance (1897), and the Hurdy-Gurdy, Caille Eclipse six slot, Caille Puck Musical Cabinet, Watling Sapho drop viewer and Mill Cricket Nickel Machine (all 1898).

Other vintage pieces on exhibit include the Mills Violano Virtuoso (1912), the Whiting Scultoscope Viewer (1913), the Little Puritan Slot (1918), Exhibit Supply's Little Gypsy Fortune Teller (1920), Iron Claw Junior (1928), and Mutoscope Shottoscope (1918).

In addition to the actual equipment, the display included posters, catalogs, engravings and slugs.

All types of coin machines—music, amusement, gambling and merchandising vending—are in the exhibit.

## Added Plant Facilities Produce New Astro-Lite Shuffleboard



NATIONAL SHUFFLEBOARD'S ASTRO-LITE Shuffleboard comes in 16, 18, 20 and 22-foot lengths.

EAST ORANGE, N. J. — National Shuffleboard here has added 10,000 square feet to its existing plant facilities for production on the firm's new Astro-Lite Shuffleboard.

Features of the new unit, currently in production, are brass-finished structural steel legs tapered down to heavy ferrules and long rubber adjusters, and charcoal-colored rail facings, with gold and silver glitter. The plastic facings are backed with vinyl and capped in gold aluminum.

Aprons are vinyl upholstered,

and metal-clad bumpers come in a green-gold finish.

Playing top is hard-rock maple, coated with a clear acrylic finish. Each playing top has a built-in level adjustment.

The new lightweight scoreboard has no moving parts and is visible from 75 feet. Play control is maintained with a new self-locking device.

The interchangeable and simplified scoring-coin control mechanism comes in a small metal-clad container. It can be removed and replaced in five minutes by unhooking the plug and socket connection and disconnecting the screws.

The unit is shipped, packaged in pre-assembled and pre-aligned form. The manufacturer says it can be put together in an hour with a screwdriver, wrench and level.

Models are available in 16, 18, 20 and 22-foot lengths. The unit is lighter and less bulky than the firm's previous models.

### Wurlitzer Flash Fire Misses Juke Boxes

NORTH TONAWANDA, N. Y. — A flash fire which destroyed a sealed section of the Wurlitzer plant did not effect any of the firm's juke box line. The fire was put out in 20 minutes.

Classified work was under way in the area, and the Atomic Energy Commission has begun an investigation. Some 23 workers were burned, but only one, Mrs. Marie Newhaus, was listed as critical.

## PRACTICAL PUBLIC RELATIONS

### Chicago Operator Named To High Boy Scout Berth

CHICAGO — In his own quiet way, Leonard Miska has been doing a public relations job for the coin machine industry for many years—but he never called it that. For him, it's just been the way he wanted to conduct his business, and his life.

Last week, the Chicago operator was appointed chairman of the 1962 Boy Scout Finance Campaign in the Stockyard district here. It's typical of the numerous civic and philanthropic offices he already holds and in which he is active.

Miska is president of Southtown Music Corporation, long-time operating firm here. His business life is as exemplary as his outside activities. In the words of Mike Spagnola, Atlas Music Company, "in addition to his many civic endeavors, Leonard maintains a beautiful office and shop which is a credit to the business." His reputation among fellow operators is likewise high.

The annual drive for the Chicago Boy Scout council gets underway early next year. Some 300 volunteers will be selected to work on the project.

Miska's other activities look like a "Who's Who" or more appropriately "What's What" of the business and civic world. He heads Hartford Finance Corporation, his own firm, is chairman of the Back of the Yards Home Improvement Committee (South Side civic group, active in urban improvement as well as politics), is vice-president of the 47th and Ashland Businessmen's Association, and a member of the advisory committee to the Tubercular Institute of Chicago.

He is a director for the South Side Planning Commission, Mercy Hospital, and St. Procopius College in Lisle, Ill. He formerly had charge of the Southwest Chicago Community Fund and the Red Cross appeal and was appointed by Mayor Daley as chairman of the recent Pan-American games.

If all this isn't enough, Miska still finds time to follow his own hobbies. He loves to travel and has visited more than 45 countries—calling on the rulers of many.

He was on the official guest list of Albert Cardinal Meyer's trip to Rome when the Prelate received his Red Hat in Vatican ceremonies.

Miska spent a summer with a Mexican explorers' group climbing the highest peaks of the Sierra Madras and has also been on numerous safaris in South and Central America on hunts and studies of anthropology.

The coin machine industry's "Man on the Go" attended Western State Teachers College, Kalamazoo, Mich., and the Inter-American College, Saltello, Mexico.

### Greentree Techno Publicist

NEW YORK — The Techno-Vending Corporation, manufacturer of kiddie rides and coin machine distributor and operator, has appointed the Greentree Company, Inc., as its advertising and public relations agent.

## WE'RE SHIPPING GOTTLIEB'S LATEST! FLIPPER FAIR

GREATEST OF THE ADD-A-BALL GAMES! SPECTACULAR LIGHT BOX ANIMATION! ORDER NOW!

### WANT TO BUY GOTTLIEB GAMES

—HIGHEST PRICES PAID!  
SHOWBOAT—OKLAHOMA  
FOTO FINISH—MERRY-GO-ROUND  
KEWPIE DOLL—CAPT. KIDD  
DANCING DOLLS—WAGON TRAIN  
LITE-A-CARD—MADEMOISELLE  
AROUND THE WORLD—ATLAS  
SUNSHINE—CONDOLIER  
ROCKET SHIP—ROTO POOL  
PICNIC—WHIRLWIND  
RUSH YOUR LIST—FAST ACTION!

### SPECIALS!

Completely Reconditioned  
6-Pocket POOLS .....\$150  
C. C. 14-Foot  
BOWLING LEAGUE ...\$100

### NATIONAL COIN MACHINE EXCHANGE

1411-13 Diversey, Chicago 14, Ill.  
BUckingham 1-8211

2 1/2 Times More Circulation Than the Next Magazine!

TOTAL PAID CIRCULATION

OF THIS ISSUE OF BILLBOARD MUSIC WEEK

21,273

THE WORLD-WIDE COMMUNICATIONS CENTER OF THE MUSIC INDUSTRY

BILLBOARD MUSIC WEEK

## AVAILABLE NOW

AMERICAN'S *Imperial*

with new, outstanding features!



▲ NEW BUILT-IN LIGHT — Spotlight is built into scoreboard, illuminating center of playing field. This unusual, dramatic effect increases the beauty and appeal of the IMPERIAL.

▲ NEW LAMPS ON EACH END OF IMPERIAL—Provides greater illumination at each end of shuffleboard.

▲ TOTALLY NEW SCOREBOARD—Cantilevered over center of shuffleboard for complete visibility from any angle.

American's IMPERIAL has been in operation for two years. Thousands of operators have praised its performance and beauty. It has completely revolutionized the shuffleboard business.

THESE ALL NEW FEATURES INCORPORATED INTO THE FLAWLESS IMPERIAL CONTINUE TO MAKE IT THE FINEST SHUFFLEBOARD ON THE MARKET TODAY.

It is available with or without exclusive Magno Play Control. See it at your distributors now or write for complete color brochure.

SHUFFLEBOARD COMPANY  
210 Paterson Plank Road Union City, New Jersey UNION 5-6633

American



HERE'S THE real Richard M. Prendergast. Last week's BMW story about the new AC Automatic Services, Inc., director of marketing was correct—but the photo of Prendergast was inadvertently switched.





Joe Ash says . . .  
CONTACT  
ACTIVE  
FOR **PINBALLS**

THE LARGEST DISTRIBUTOR OF  
PINBALL GAMES IN THE WORLD!

Exclusive Gottlieb and Rock-Ola Distributor for Eastern  
Pennsylvania, South Jersey and Delaware.

**ACTIVE**

AMUSEMENT MACHINES CO.

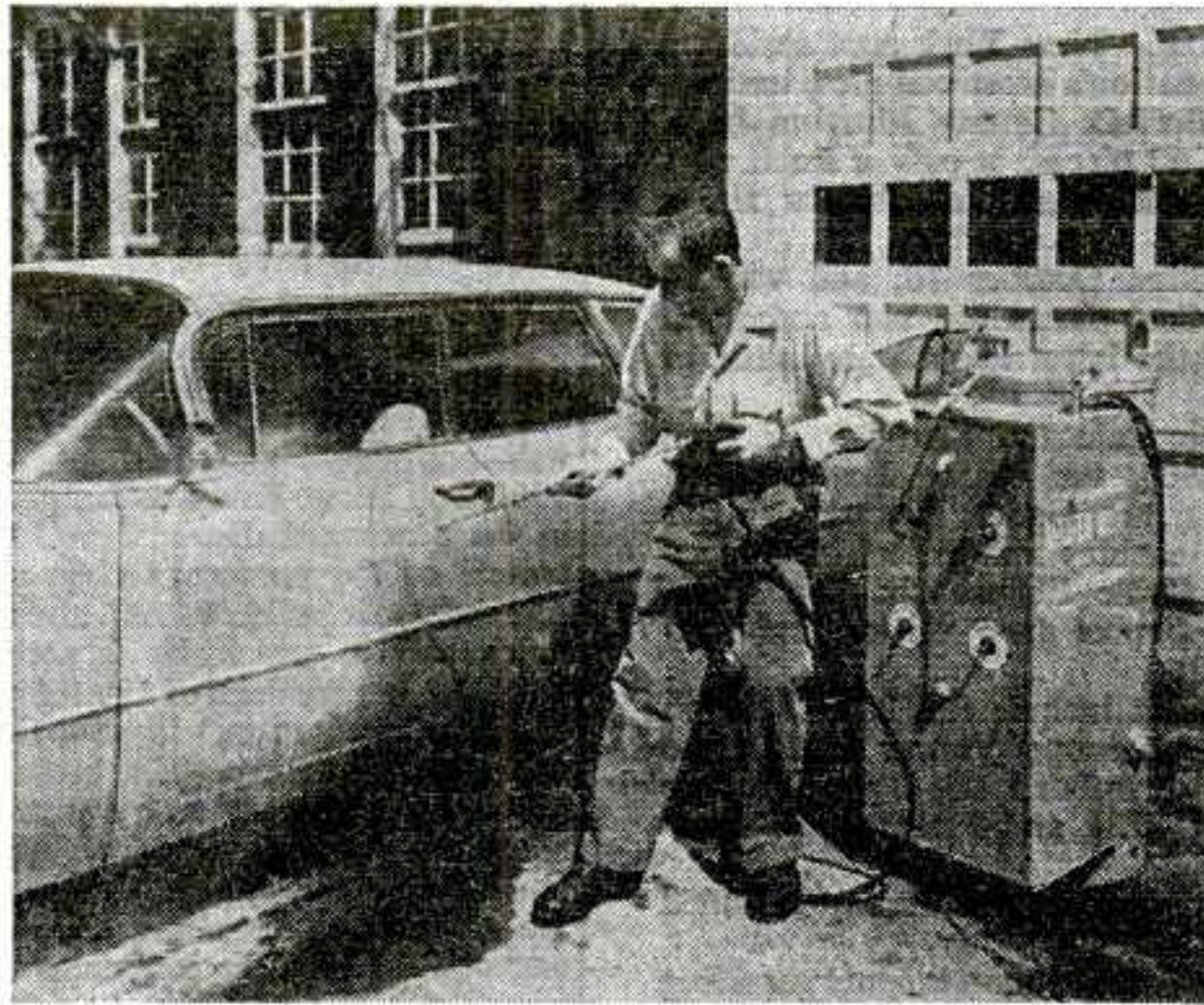
666 N. Broad St. Phila. 30, Pa.

POplar 9-4495

Write or wire for prices

You can ALWAYS depend  
on ACTIVE ALL WAYS

## Capitol Projectors Will Distribute Coin-Operated Auto Wash Machine



THE FIRST STEP—spraying the car with detergent using new coin-operated car-washing unit being distributed nationally by Capitol Projectors. Car is then rinsed with high-pressure water spray and washing operation is completed.

CHICAGO—Capitol Projectors has taken on national distribution of a coin-operated car washing machine which it showed to the vending trade at last week's National Automatic Merchandising Association Convention here.

The unit is manufactured by Service Metal Fabricators, Inc., Chicago, pioneer manufacturers of professional automobile laundries.

Capitol will appoint distributors for the equipment throughout the country. The unit is a console-type device, rectangular, about four feet high and two feet wide and deep.

It is on wheels, and consists of a tank for heating and pressurizing water, detergent tanks and accessory equipment for the actual washing operation.

The complete car-washing operation should take 10 minutes. It consists of spraying the car with detergent, brushing the wheels with high pressure water, and then a final rinse.

According to Capitol, the device enables small garages to put their car-washing operation on a paying basis. Time and labor are cut and a garage need not have a car wash bay. No installation of the unit is needed.

### Johnson Intros

• Continued from page 53

printing revenue slip for entire route, providing en route check of vending machine revenue against inventory sales, detecting erratic vending machines for same-day repair.

The unit is fully automatic, operates off the truck battery and is available with self-locking vault. Johnson also showed its auditmaster sorter and counter, high-speed counter and packager, manual and motorized coin counters, coin sorters and coin wrappers.

### NVA Charts Meet

• Continued from page 54

program was overwhelmingly carried despite the strenuous objections of a charm manufacturer who argued the new idea prevented a manufacturer from entertaining the people he desired.

The Miami Beach convention program will include the usual schedule of business meetings, forums, speakers, plus a directors' meeting. Also on the agenda will be a meeting of the bulk vending distributors' association.

#### 50 Members Needed

Don Mitchell told the group that 50 members are needed to adopt the group's new major medical health plan. The association's previously proposed program was not enacted because of insufficient membership.

The new program calls for 80/20 per cent coverage for all hospital and medical bills (including out-of-hospital care) after a \$300 deductible up to \$10,000. Members, wives, families and employees are eligible. Applications and requests for information are to be sent to NVA headquarters in Chicago.

Also proposed, and since approved, was a program whereby any new NVA applicant who applies through BMW, receives a BMW subscription for one year as part of his association dues. The BMW program will be started shortly.

**NEW**

**WICO'S**  
New 1962  
**CATALOG**  
176 Pages!

Contains the most complete selection of parts and supplies for coin-operated phonographs, shuffle alleys, bowling alleys, pin games, gun games, pool tables, etc.

We have just completed the mailing of our new 1962 Catalog as shown. If you haven't received your copy of this giant 176 page catalog . . . then WRITE TO US TODAY for your FREE catalog!

**New Section!**  
VENDING Parts  
and Supplies

Featuring

- ★ Music Conversion Units
- ★ New Speaker and Baffle Systems
- ★ Extensive Line of Pool Supplies

**WICO CORPORATION**  
2901-13 NORTH PULASKI ROAD  
Chicago 41, Illinois MULberry 5-3000  
Largest Coin Machine Parts and Supply House

**Use WAIKIKI BEACH  
a Royal Revamp**

ROYAL DISTRIBUTING CO., INC.  
2070 Seymour Ave., Cincinnati 37, Ohio

**FOR SALE**  
Telephone Music System  
20 stations (Singing Towers) 20-45's  
turntables—800 record circular record  
stand.  
**VERN RAW**  
P. O. Box 23 Seaside, Ore.

**SHAFFER  
MUSIC CO.**  
849 N. High St.  
Columbus 8, Ohio  
Cable: SHAFCO, Columbus, Ohio

You get more . . . you make more  
with Shaffer Music used equipment.  
Yes, when you buy from Shaffer you  
buy with confidence. Write today  
for listings.

**FOR SALE**

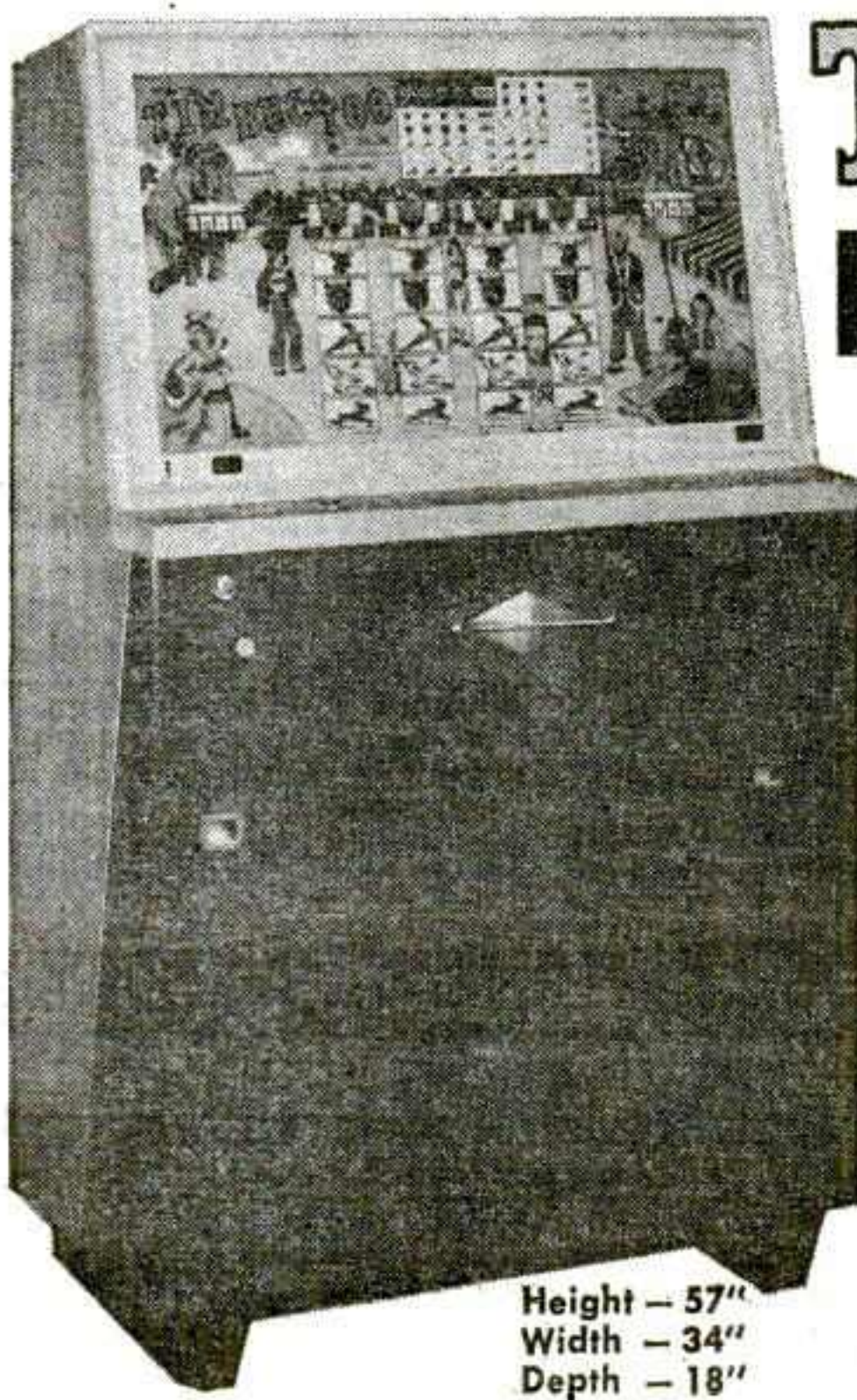
Gottlieb CLASSY BOWLER . . . . .	\$ 60.00
Gottlieb CONTINENTAL CAFE . . . . .	115.00
Gottlieb CRISS CROSS . . . . .	125.00
Gottlieb MISS ANNABELLE . . . . .	200.00
Gottlieb QUEEN OF DIAMONDS . . . . .	195.00
Gottlieb ROYAL FLUSH . . . . .	75.00
Gottlieb SILVER . . . . .	125.00
Gottlieb SITTING PRETTY . . . . .	160.00
Gottlieb SPOT-A-CARD . . . . .	275.00
Gottlieb SUNSHINE . . . . .	170.00
Gottlieb WHIRLWIND . . . . .	170.00
Williams CROSSROADS . . . . .	140.00
Williams DELUXE 4-BAGGER . . . . .	160.00
Williams GUSHER . . . . .	125.00
Williams KING-OF-SWAT . . . . .	90.00
Williams NAGS . . . . .	175.00

**MUSIC**

Seeburg KD-200 . . . . .	\$350.00
Seeburg JL-100 . . . . .	450.00
Seeburg R-100 . . . . .	350.00

**MARK COIN, INC.**  
4540 Olive St. St. Louis 8, Mo.  
Phone: FOrest 1-0888

# A new hit . . . by Games, Inc.



**TWIN** **TWIN**  
**116** WAYS  
TO SCORE **BUCC**  
**TOO**

A new feature!  
**LIGHT**  
**THE NAME** FOR ADDITIONAL FREE PLAYS



ORIGINATORS  
OF MODERN  
UPRIGHT ELECTRIC  
•FREE PLAY  
SCORING GAMES

Height — 57"  
Width — 34"  
Depth — 18"

Distributed by **MICKEY ANDERSON AMUSEMENT CO.**  
314 E. 11th St., Erie, Pa. GLendale 2-3207

Say You Saw It in  
Billboard Music Week



**SEE  
AMI  
COLOR  
INSERT  
OPPOSITE  
HOT 100**



**Midwest**

Carl Happel, Orville Carnitz, and their wives are preparing for their trip early in November to the Caribbean with a group of other Rock-Ola distributors. According to Happel: "This year is ending up pretty good. I hope that next year is at least as good."... Music and games takes are in need of improvement, according to Glenn Geadtke, G. & W. Novelty Company, South Milwaukee. Geadtke and his crew have been kept busy changing over all of their cigaret vending machines to the new 35-cent price tag as the result of the added penny State tax.

"Operators are not going for the 33 singles," claims disk buyer Jim Mayer, Record City. Heavy demand among operators is for standards as the Ken Griffin organ and Mitch Miller sing-a-long packages. ... Gene Geier, formerly with Isle of Music, is now on the Record City staff. Operators stopping in at the Record City one-stop, this week, included John Jesinski, Sheboygan; George La Rose, Fond du Lac, and Andy Waterman, Wisconsin Dells.

To date, Sandler Distributing Company, Minneapolis-based distributor for the Wurlitzer line, has not set up a Milwaukee office. Reports are that the firm is scouting for a location near other major distributors here and is also dickering with several local coinmen for top spot in the new office.

Sam Hastings, Hastings Distributing Company, reports his firm is "getting its feet wet" in the cigaret vending field. In addition to building a cigaret vending route, Hastings is also doing some jobbing of new and used smokes equipment. Plans also call for carrying a few premium items for holiday selling, says Hastings. Mostly plush animals, watches and small appliances.

Phonograph record sales at the Paster Distributing Company, AMI wholesaler, have begun to show good results, claims Sam Cooper. A recent circularizing of State operators, informing them of the 35-r.p.m. singles on sale at Pasters stirred up interest. ... Jerry Glassman, counter man at the Third Street Radio Doctors one-stop, is recuperating nicely from abdominal surgery at Mount Sinai Hospital, October 23.

United, Inc., is now the State distributor for U-Mix-It coffee vending machines. According to Harry Jacobs Jr., the firm will operate as distribute the equipment. Plans call for a sales meeting of recently signed dealers next week at the United, Inc., headquarters.

Benn Ollman

**THE PRICE IS RIGHT**

**Guaranteed Like New**

**12 MIDWAY SHOOTING GALLERIES**  
**\$345.00** Each

**15 MIDWAY DELUXE SHOOTING GALLERIES**  
**\$395.00** Each

All Prices Quoted Crated F.O.B. Phila.  
**WIRE—PHONE—WRITE TODAY**

**DAVID ROSEN**  
Exclusive A. M. I. Dist. Ea. Pa.  
855 N. BROAD STREET, PHILA. 23, PA.  
PHONE CENTER 2-2903

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

**ANOTHER REASON WHY THE ROCK-OLA Princess PHONOGRAPH IS YOUR BEST BUY SERVICEABILITY**

look to ROCK-OLA for advanced products for profit

**ATLAS... MUSIC - - VENDING**

**MUSIC—Reconditioned**

SEEBURG 220-SH.....	\$695	A.M.I. 1-200E .....	\$525
A.M.I. E-120 .....	145	A.M.I. J-200 .....	595
A.M.I. F-120 .....	245	A.M.I. K-100/120 .....	595
A.M.I. G-120 .....	275	SEEBURG L-100 .....	465
A.M.I. H-200 .....	425	SEEBURG 222 .....	795
		ROCK-OLA 1446 .....	195

**VENDING—Reconditioned**

WITTENBERG REF., 24 SEL.....	\$795	ROWE L-1000, 4 FLAVOR.....	\$ 595
STONER D-500 COFFEE .....	295	APCO 6 FLAVOR, ICE .....	1145
NATIONAL CANDY, 10-COL.—SLANT	260	APCO 4 FLAVOR, ICE .....	1095
SEEBURG 800 E-2 CIGARETTE ...	225	NATIONAL CIGARETTE, "111"—Slant	175
SEEBURG 800-E1 CIGARETTE ...	195	CONTINENTAL CORSAIR "30" .....	195

Distributors for  
**AMI — ROWE**  
1/3 Dep., Bal. C.O.D. or Sight Draft

**ATLAS MUSIC COMPANY**  
A Quarter Century of Service  
DIV. OF AC AUTOMATIC SERVICES, INC.  
2122 N. WESTERN AVE., CHICAGO 47, ILL., U. S. A. ARmitage 6-5005



**A PROPHECY** an endless chain of  
**A PROMISE** profits shall be yours

Williams  
**KISMET**  
**4 PLAYER**



with the **FABULOUS MOVING TARGET**  
**"HIT IT AND SCORE 50 OR 100 POINTS**  
**"MISS" IT AND SCORE 1 POINT**  
**A REAL SKILL SHOT!**

- Advance lites in circle and high score potential advances.
- Circle of lites resets with each ball played.
- Two way match • Adjustable 3 or 5 ball
- Cyclonic Rebounds • Flipper Control
- Plasticote Finish on playfield.

**LOCATION TESTED for PROFITS!**

- Slug Rejector
- Locked Cash Box
- Single or Twin Chutes

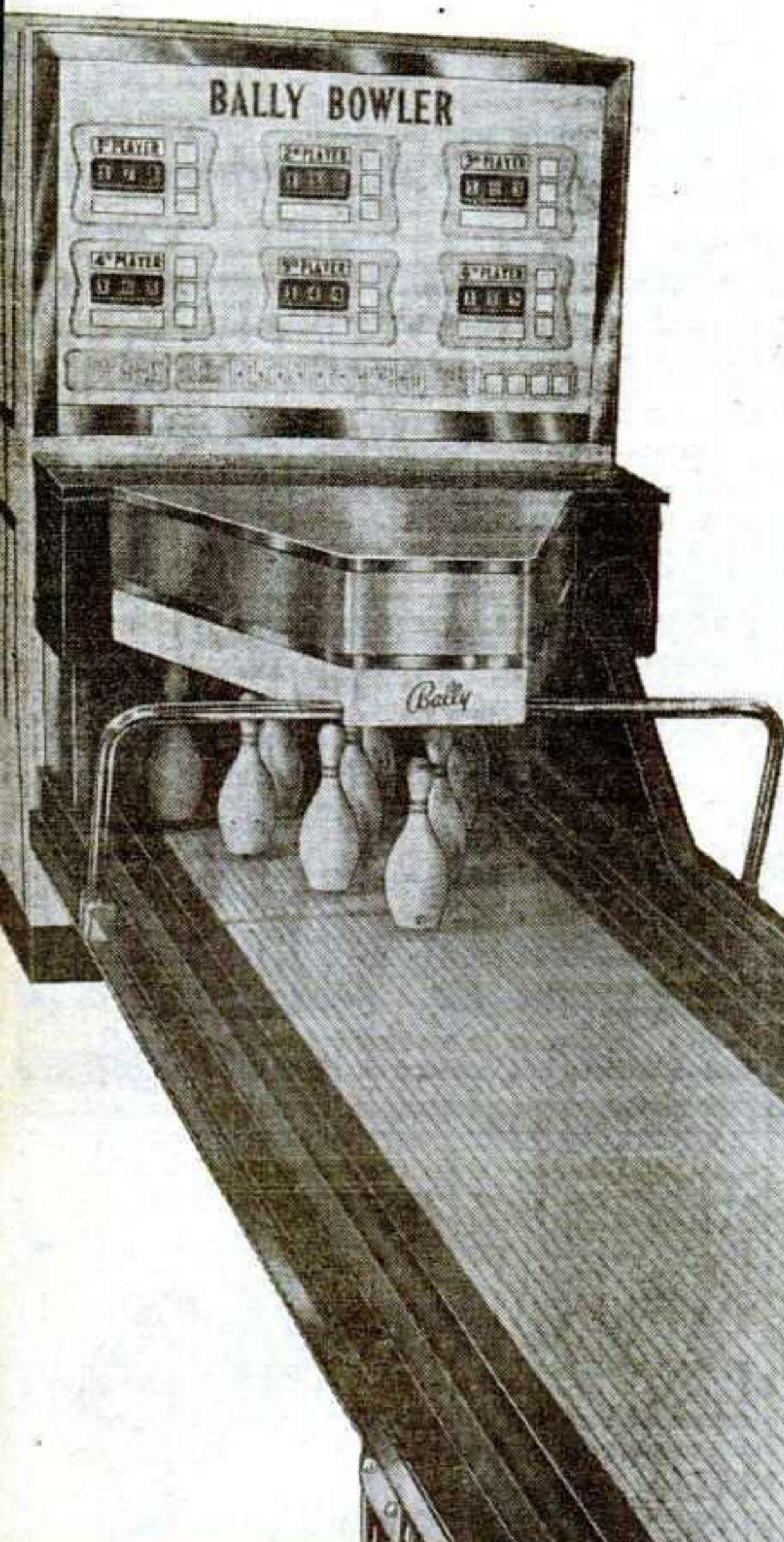


**Order today** from your  
**Williams DISTRIBUTOR!**

4242 W. FILLMORE ST. CHICAGO 24, ILLINOIS  
**BUY THE BEST—BUY WILLIAMS**



# Boost Bowling Profits!



Photograph shows true bowling performance of new Swivel-Action Pins. Ball drives No. 1 Pin sideways to hit No. 3 Pin, which in turn will take out No. 6 and No. 10 Pins. BALLY BOWLER full-round pins fly in any desired direction, depending on angle at which ball hits pins or pins hit pins, exactly as in real bowling. Action is one hundred per cent mechanical response to impact of ball against pin or pin against pin—without electrical roll-overs—without magnets—without dangling chains. Hit pins are cleared off the alley with the snappy speed of real pins on a real alley—resulting in fast play, fast earning-power.

SCORING is by official bowling rules.

BALLS (3 supplied with each bowler): hard rubber, 4½ in. diameter.

DIMENSIONS: 16 ft. long, 41 in. wide. Length may be increased to 21 ft. or 26 ft. with easily added 5 ft. alley sections.

STANDARD COIN MECHANISM is 15 cents a game, 2 games for a quarter, but is readily convertible to straight dime play.

HIGH-SPEED TOTALIZERS, proved perfect in thousands of Bally games, are standard equipment.

AUTOMATIC BALL-RETURN is fastest, smoothest ever built into a bowling game.

## BALLY BOWLER

BALLY MANUFACTURING COMPANY—2640 Belmont Avenue, Chicago 18, Illinois



# Rock-Ola Solidly in Vending Business

CHICAGO — Rock-Ola planted both feet solidly into the vending business with its line of four new hot drink machines displayed at the big National Merchandising Association Convention here last week.

Shown were a new single-cup, fresh-brew, hot-drink machine that also vends hot whipped chocolate and hot whipped soup; a single-cup, fresh-brew coffee and hot chocolate vender; a batch-brew coffee and hot chocolate vender and an instant coffee and whipped chocolate vender.

The single-cup, fresh-brew hot drink vender (Model 1400-S) vends coffee (four different ways), whipped chocolate and whipped hot soup.

It has a 420-cup capacity, contains all dry ingredients, positive displacement water and brew system and National or Coin Acceptors changer. Model 1400 is the same but without the hot soup feature.

Both have all metal construction, piano-hinged modular door, colorful illuminated panel and metal appointments.

The single-cup, fresh-brew coffee vender (Model 1300) serves coffee and hot chocolate. It dispenses fresh refrigerated cream on a first-in-first-out basis from dairy packaged containers (paper cartons and bottles). Also available is a Model 1400 that is the same as the 1300 but serves powdered cream and granulated sugar (no refrigeration).

### Features Outlined

The units have a 260-cup capacity, National coin changer, hermetically sealed refrigeration system than can be removed intact (Model 1300 only), positive displacement water system, and hold 5½ pounds of roasted coffee, 4 quarts of fresh cream, 6½ quarts sugar and 8 pounds chocolate.

The batch brew machine (Model TRLB-M) serves coffee four ways, dispenses whipped hot chocolate, hot soup and uses fresh refrigerated cream.

The machine holds 600 squat design cups or 750 slim taper cups, has gravity feed brew system, refrigeration, National or Coin Acceptors changer.

The instant hot-drink vender

(Model 3400) serves coffee (four ways) and hot whipped chocolate. It holds 205 slim tapered cups, has four commodity casters, each holding five pounds of dry ingredients. National coin changer is optional.

The instant coffee vender (3400) is put out under the Rock-Ola banner by the Fred Hebel Corporation, a subsidiary of Rock-Ola Manufacturing Corporation. The batch-brew vender and two single cup machines are put out under the IVI banner by the Rock-Ola IVI Corporation, also a Rock-Ola Manufacturing Corporation subsidiary.

## Universal Vender At NAMA Showing

CHICAGO — A multi-purpose merchandise vending unit that handles everything from frozen and hot foods to pins and umbrellas was shown by Universal Match Corporation here last week at the giant NAMA display.

The unit combines a series of Wittenborg "400" modular vending machines with a National Rejectors currency handling system that handles coins and paper money. Both Wittenborg and National are subsidiaries of Universal Match.

The Wittenborg venders have easily adjustable shelves and compartments and may be quickly changed to accommodate a variety of merchandise. The currency system can handle prices from 1 cent to \$9. Each selection can be differently priced.

The merchandise venders are available in heated, refrigerated, deep-freeze and standard models. Any combination of models can be used.



## LUCKY HOROSCOPE

5c, 10c, or 25c Play

- ✓ National Coin Rejector in each chute
- ✓ Two Coin Returns
- ✓ Easy to Load—Holds approx. 1,000 tickets

Size: 18" x 8" x 6" Wgt. 20 lbs.

**MID-STATE CO.** 2371 Milwaukee Avenue  
Chicago 47, Illinois  
Phone: Dickens 2-3444

## ALUMINUM DE-GREASED DISCS

FOR STANDARD AND HARVARD METAL TYPER

Packed in rolls of 100 • Available with special imprint  
Call our PARTS & SERVICE Dept. for all your Typer needs

**STANDARD HARVARD METAL TYPER, Inc.** 1318 N. WESTERN AVE. CHICAGO 22, ILL. • EV 4-3120

## 6-POCKET POOLS

SLATE TOP, LATE MODEL . . . . . \$150.00

ARCADE		BALLY	
1960 Auto Test . . . . .	\$525.00	Monarch . . . . .	\$395.00
Pollard Football . . . . .	125.00	ABC . . . . .	175.00
Field Goal . . . . .	145.00	Congress . . . . .	195.00
Set Shot Basketball . . . . .	195.00	<b>KEENEY</b>	
Drive Mobile . . . . .	145.00	Speedlane . . . . .	\$195.00
U.N. Skyraider . . . . .	200.00	Bonus . . . . .	95.00
		United Handicap . . . . .	225.00

**PURVEYOR** Better Buys DISTRIBUTING CO.

4322-24 N. WESTERN AVE. CHICAGO, ILLINOIS JUNIPER 8-1814

### BUY WITH CONFIDENCE

**WANT TO BUY**  
BALLY BINGOS  
Broadway, Beachtime, Bal-  
lerina, Carnival Queen,  
Cypress Garden, Key West,  
Miss America, Nite Club,  
Roller Derby, Sea Island,  
Show Time, Sun Valley,  
Laguna Beach. Complete—  
not shipped. Will pay top  
price. Send us your offers.

**WANT TO BUY**  
MUSIC—SEEBURGS  
Models C, L, R, V200,  
VL 200, KD 200 and up.

**WANT TO BUY**  
WILLIAMS FOUR BAG-  
GERS at \$75.00  
WILLIAMS HI-HANDS  
at \$75.00

**BUY WITH CONFIDENCE**  
OUR RENEWED  
USED EQUIPMENT

Auto Foto #9 . . . . . \$995  
Auto Foto #11 . . . . . 1,895  
Auto Foto #14 . . . . . 2,750

Mills Panorams with  
Peaks . . . . . \$495  
Capitol Panorams with  
Peaks . . . . . 395

Automatic Pop Corn  
Vendors, completely  
automatic, near new \$145

Keeney Hot Popcorn  
Vendors . . . . . 295

Pop Sex Hot  
Popcorn Vendors . . . . . 95

100 Baby Tops with  
Plastic Tops for 5¢  
Capsules. Each . . . . . \$8.50

50 American Hand  
Dryers, like new . . . . . \$45

Waiting Personal  
Weighing Scales . . . . . \$95

**PIN GAMES**

Cross Cross . . . . . \$148  
Flippers . . . . . 225  
Flipper Parade . . . . . 275  
Gusher . . . . . 150  
High Diver . . . . . 215  
Hot Diggity . . . . . 75  
Hot Rod . . . . . 45  
Lightning Ball . . . . . 250  
Melody Lane . . . . . 350  
Merry-Go-Round . . . . . 425  
Nags . . . . . 225  
Race Time . . . . . 250  
Royal Flush . . . . . 100  
Roto Pool . . . . . 150  
See Wolf . . . . . 125  
Sea Bells . . . . . 125  
Scoreboard . . . . . 125  
Straight Shooter . . . . . 185  
Straight Flush . . . . . 150  
Sittin' Pretty . . . . . 180  
Spot Pool, Wms. . . . . 175  
Super Score . . . . . 125  
Top Hat . . . . . 100  
Universe . . . . . 225  
Whirlwind . . . . . 190  
World Beauty . . . . . 275  
World Champ . . . . . 115

**M. S. GISSER**  
Sales Manager

**CLEVELAND COIN**  
MACHINE EXCHANGE  
2029 PROSPECT AVE. CLEVELAND 15, OHIO  
All Phones—Tower 1-6715

# GOTTLIEB'S FLIPPER

## Latest and Greatest of the Add-A-Ball Games!

Spectacular light box animation draws players like a magnet. Score additional ball and the clown in the light box juggles large white ball. Add-A-Ball extended play feature holds players interest for continuous repeat play. Result: More and more coins in the cash box. And remember, our time-tested cabinet design incorporates stainless steel mouldings and chrome corners to provide a clean, "new game" appearance forever!

- Skillful play adds an unlimited number of balls to each game
- Each time 1 to 4 rollovers are made, player receives additional ball
- Each rollover lights corresponding pop bumper
- Target adds 1 ball when green and yellow spots are in line
- Scoring 2,000 points adds 1 ball
- New tilt feature penalty: 1 ball plus ball in play—then play continues

SEE YOUR DISTRIBUTOR FOR A DEMONSTRATION

**D. Gottlieb & Co.**

1140-30 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



# Here is what the **WURLITZER** **TEN TOP TUNES** Musical Bargain

## did for us

**"Collections have more  
than doubled"**

Says Ted Foster, Owner



**From Washington State  
Fireside Tavern Reports:**

**Collections Doubled  
on Installation —  
still Holding 8 Months Later**

**80-95% of Take in  
Half-Dollars**

In February the Fireside Tavern on Highway 99 between Seattle and Tacoma, Washington, installed a Wurlitzer 2500 with Ten Top Tunes Play Stimulator.

Immediately collections more than doubled — and have stayed at that high level ever since.

The take has never run less than 80% half-dollars and some weeks up to 95% in fifty-cent pieces.

Needless to say, Ted Foster (owner) and his son Bob (manager) are delighted. So is the operator, Walt Merritt, Manager of Hit Parade Music Co.

How about you? Want to give your location a shot in the arm? A Wurlitzer 2500 with Ten Top Tunes Play Stimulator will do just that.

*See Your Wurlitzer Distributor*

**THE WURLITZER COMPANY**  
**NORTH TONAWANDA, NEW YORK**  
*105 Years of Musical Experience*

**LOOK TO WURLITZER FOR LEADERSHIP**

**"And have stayed at  
that level for 8 months"**

Adds Son Bob Foster, Manager

