

February 24, 1962

# BILLBOARD MUSIC WEEK

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

## PAGE ONE RECORDS



### ★ NATIONAL BREAKOUTS

MONO LP's

A SONG FOR YOUNG LOVE, Lettermen, Capitol  
THE GAY LIFE, Original Cast, Capitol

STEREO LP's

PERSUASIVE PERCUSSION, VOL. IV, Enoch Light and  
the Command All Stars, Command

SINGLES

YOU WIN AGAIN, Fats Domino, Imperial  
SO DEEP, Brenda Lee, Decca

### ★ NEW ACTION LP's

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

#### MONOPHONIC

LINGER AWHILE, Vic Damone, Capitol

EVERLY BROTHERS INSTANT PART, Warner Bros.

DANNY BOY AND OTHER SONGS I LOVE TO SING, Andy Williams, Columbia

STANDING ROOM ONLY, Highwaysmen, United Artists

MARIA, Roger Williams, Kapp

UP A LAZY RIVER, Si Zentner, Liberty

CREATEST STRING BAND HITS, Billy Vaughn, Dot

TENNESSEE ERNIE FORD—SPIRITUALS, Capitol

ARTHUR MURRAY'S MUSIC FOR DANCING THE TWIST, RCA Victor

ALAN FREED'S GOLDEN PICS, Various Artists, End

COMBO!, Henry Mancini, RCA Victor

AMAZING JAMES BROWN, King PATSY CLINE SHOWCASE, Decca

JOAN BAEZ, VOL. I, Vanguard

AND NOW ABOUT MR. AVALON, Frankie Avalon, Chancellor

#### STEREOPHONIC

MARIA, Roger Williams, Kapp

TWIST WITH THE VENTURES, Dolton

COMBO!, Henry Mancini, RCA Victor

HORN A-PLENTY, Al Hirt, RCA Victor

SONGS OF PRAISE, Mantovani, London

### ★ LOCAL SINGLES BREAKOUTS

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

THE RAINS CAME . . . Big Sambo, Eric 7003 (Crazy Cajun-Corette, BMI) (Houston, Dallas-Fort Worth, New Orleans)

TEARS BROKE OUT ON ME . . . Eddy Arnold, RCA Victor 7984 (Pamper, BMI) (Minneapolis, Milwaukee)

ROLY POLY . . . Joey Dee, Roulette 4408 (Ware & Frost, BMI) (New York, Memphis-Nashville)

NUT CRACKER . . . B. Bumble and the Stingers, Rendezvous 166 (Kim Fowley, BMI) (Minneapolis, Milwaukee)

MIDNIGHT IN MOSCOW . . . Jan Bergens, London 10503 (Melody Trail, BMI) (Boston)

ECHO IN THE NIGHT . . . Shelley Fabares, Colpix 621 (Post, ASCAP) (Boston)

PATTI ANN . . . Johnny Crawford, Del-Fi 4172 (Maravilla, BMI) (Baltimore)

YOU DON'T MISS YOUR WATER . . . William Bell, Stax 116 (East-Bais, BMI) (Memphis-Nashville)

YOU CAN'T KEEP ME FROM LOVING YOU . . . Julius La

### 'Bedtime' Wakes Up In Philly

PHILADELPHIA — Jackie Gleason, long absent from the hit disk scene, has a budding one here with his "Apologies at Bedtime," released from the vaults by Capitol shortly after Jimmie Dean began to hit with "To a Sleeping Beauty," on Columbia. The Gleason disk reached breakout status here this week.

Brenda Lee, whose "Break It to Me Gently" has streaked up the national chart to the No. 6 slot, has begun to get action on the flip, "So Deep," here, thus continuing her recent pattern of enjoying two-siders.

Otherwise the pattern appeared to be that r&b-oriented song material was the hottest of the week in the Quaker City. Solomon Burke's "Cry to Me" was described as a "smash" by several stores, while "Ecstasy," by Ben E. King; "Grow Closer Together," by the Impressions; "Our Anniversary," by Shep and the Limelites, and "Do the New Continental," by the Dovells, also shared sales honors. Jimmy Soul's "Twist-

(Continued on page 6)

### Connie, Ball Set Pitts. Pace

PITTSBURGH — There were no breakouts in this city last week. Connie Francis' "Don't Break the Heart That Loves You" (MGM) continues to set a hot pace in Pittsburgh. "Midnight in Moscow" by Kenny Ball (Kapp) climbed into the upper brackets for the first time, while Pat Boone's latest Dot single, "Pictures in the Fire" coupled with "I'll See You in My Dreams" is his hottest entry in a long time.

Chubby Checker's "Let's Twist" remains the LP leader, with other potent sales registered by "Let There Be Drums," Sandy Nelson (Imperial); "Oldies But Goodies," (all three albums, Original Sound); "Horn of Plenty," Al Hirt; "Sing Out," Limeliters and "Blue Hawaii," Elvis Presley (RCA Victor).

### NEW ON THE MONO LP CHART THIS WEEK

- Pos. 97. A SONG FOR YOUNG LOVE, Lettermen, Capitol  
125. THE GAY LIFE, Original Cast, Capitol

- Pos. 134. MIKE NICHOLS AND ELAINE MAY EXAMINE DOCTORS, Mercury  
141. LIVE IT UP, Johnny Mathis, Columbia

### NEW ON THE HOT 100 CHART THIS WEEK

- Pos. 64. YOU WIN AGAIN, Fats Domino, Imperial  
68. SO DEEP, Brenda Lee, Decca  
75. BIRTH OF THE BEAT, Sandy Nelson, Imperial  
80. YES INDEED, Pete Fountain, Coral  
81. PLEASE DON'T ASK ABOUT BARBARA, Bobby Vee, Liberty  
82. PICTURES IN THE FIRE, Pat Boone, Dot  
84. LOVE LETTERS, Ketty Lester, Era  
85. LOVE ME WARM AND TENDER, Paul Anka, RCA Victor  
86. SOMETHING'S GOT A HOLD ON ME, Etta James, Argo

- Pos. 87. YOU BETTER MOVE ON, Arthur Alexander, Dot  
92. I CAN'T SAY GOODBYE, Bobby Vee, Liberty  
94. WHEN MY LITTLE GIRL IS SMILING, Drifters, Atlantic  
96. WHITE ROSE OF ATHENS, David Carroll, Mercury  
97. AW, SHUCKS, HUSH YOUR MOUTH, Jimmy Reed, Vee Jay  
98. THE BALLAD OF THUNDER ROAD, Robert Mitchum, Capitol  
99. POPEYE JOE, Ernie K-Doe, Minit  
100. DEAR ONE, Larry Finnegan, Old Town

### B'way Flops & New TV Shows Rise on LP List

NEW YORK — Two of the most interesting new developments on the album scene this week are the unexpected sales strength of three original-cast albums from flop Broadway shows and the impact of TV exposure on LP product.

Although Alfred Drake's Broadway musical "Kean" has closed, Columbia's original-cast package of the show is No. 119 this week on BMW's best selling Monaural album chart. Also on the chart for the first time—in the No. 125 slot—is Capitol's original-cast version of "The Gay Life," the Arthur Schwartz-Howard Dietz musical which is closing this week after a brief run.

Another Capitol original-cast package—"Kwamina," which closed some time ago after a 21-day run—is still doing business, particularly in Boston, and is hovering just off BMW's "New Action LP" list.

Heretofore it was generally accepted by the trade that an original-cast album stood or fell sales-wise on the box-office draw of the show. However, this season both Columbia and Capitol deliberately promoted the above three albums even after it became obvious the shows were not hits. In

(Continued on page 6)

### Big Chart Items Roll On in Chi

CHICAGO—Singles were selling well here last week despite the fact that no new tunes entered the breakout category. Big sales were being chalked up with traditional chart favorites and previously listed breakers.

Most of last week's breakouts continued to move—perhaps the strongest were Johnny Crawford's "Patti Ann" and Larry Finnegan's "Dear One."

"Come Back Silly Girl" by the Lettermen (doing very well in Milwaukee) and "I've Got Bon-

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### DEE, EDELS, JONES & JAZZ SELL IN N. Y. C.

NEW YORK—Things got hot on the single record level in New York last week with three new records breaking out. They included "Roly Poly" by Joey Dee on Roulette (the flip side, "Hey Let's Twist," is already a big hit), "Shake Shake Sherry" by the Edsels on Capitol, and "Lollipops and Roses" by Jack Jones on Kapp. "Roly Poly" by Dee also broke loose in the Memphis-Nashville area.

Other records getting nice action in this town, though not yet of breakout proportions, include "Fools Hall of Fame" by Paul Anka on ABC-Paramount, and "A Girl Has to Know" by the G-Clefs on Terrace.

#### Jazz LP's Pace

Business continued to hold up both on the album and singles level. Three hot new jazz albums were sparking traffic for dealers specializing in this field. They include the new Ornette Coleman album on Atlantic called "Ornette," the album "Eric Dolphy at the Five Spot" on Prestige and the Nancy Wilson-Cannonball Adderley LP on Capitol.

At Greenline Record Center in Jamaica, N. Y., Jack Greenbaum had some tips for dealers in step-

(Continued on page 6)

150 Best Selling

**MONAURAL LP's**

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	BLUE HAWAII	18
2	2	DOIN' THE TWIST AT THE PEPPERMINT LOUNGE	11
3	3	YOUR TWIST PARTY	11
4	4	BREAKFAST AT TIFFANY'S	20
5	5	THE TWIST	59
6	6	HOLIDAY SING ALONG WITH MITCH	16
7	7	LET THERE BE DRUMS	6
8	12	THE SOUND OF MUSIC	114
9	8	TIME OUT	60
10	9	FOR TWISTERS ONLY	12
11	7	JUDY AT CARNEGIE HALL	30
12	18	MILK AND HONEY	14
13	21	WEST SIDE STORY	18
14	15	KNOCKERS UP	68
15	10	CHUBBY CHECKER/BOBBY RYDELL	10
16	13	LET'S TWIST AGAIN	22
17	14	CAMELOT	57
18	23	MOON RIVER	8
19	17	DO THE TWIST	10
20	20	WEST SIDE STORY	72
21	16	JOAN BAEZ, VOL. II	13
22	25	I REMEMBER TOMMY	16
23	34	FLOWER DRUM SONG	9
24	19	SING ALONG WITH MITCH	188
25	33	WEST SIDE STORY	14
26	22	RUNAROUND SUE	13
27	24	OLDIES BUT GOODIES, VOL. I	125
28	28	TWIST WITH THE VENTURES	6
29	27	THE KINGSTON TRIO CLOSE UP	20
30	26	NEVER ON SUNDAY	17
31	36	MY FAIR LADY	307
32	29	OLDIES BUT GOODIES, VOL. III	28
33	35	JOHNNY'S GREATEST HITS	199
34	63	SING OUT!	4
35	32	MURRAY THE "K'S" BLASTS FROM THE PAST	9
36	37	YOUR REQUEST SING ALONG WITH MITCH	23
37	38	HOW TO SUCCEED IN BUSINESS WITHOUT REALLY TRYING	13
38	30	BIG BAD JOHN	12
39	39	THE SLIGHTLY FABULOUS LIMELITERS	21
40	42	BUTTON-DOWN MIND OF BOB NEWHART	93
41	49	TIME FURTHER OUT	9
42	31	RUSTY WARREN BOUNCES BACK	10
43	40	PORTRAIT OF JOHNNY	26
44	47	NEVER ON SUNDAY	57
45	48	SOUTH PACIFIC	204
46	41	JUMP UP CALYPSO	26
47	43	PAUL ANKA SINGS HIS BIG 15	86
48	44	BEHIND THE BUTTON-DOWN MIND OF BOB NEWHART	17
49	58	TWIST WITH BOBBY DARIN	5
50	98	HEY, LET'S TWIST	2
51	53	GREAT MOTION PICTURE THEMES	56

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

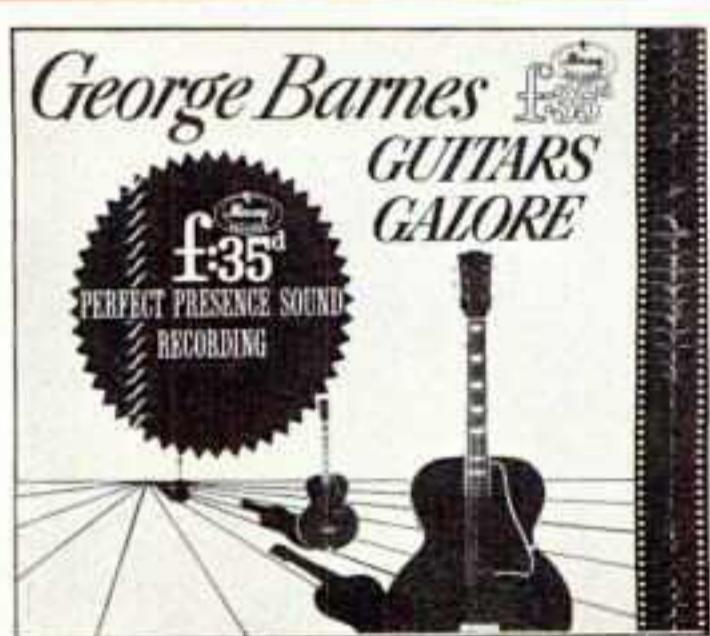
50 Best Selling

**STEREO LP's**

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	BREAKFAST AT TIFFANY'S	18
2	2	BLUE HAWAII	17
3	3	STEREO 35/MM	20
4	6	WEST SIDE STORY	15
5	4	THE SOUND OF MUSIC	102
6	5	JUDY AT CARNEGIE HALL	30
7	11	I REMEMBER TOMMY	14
8	8	MOON RIVER	7
9	7	CAMELOT	57
10	9	TIME OUT	29
11	14	WEST SIDE STORY	10
12	13	WEST SIDE STORY	34
13	19	BEST OF THE DUKES OF DIXIELAND	11
14	15	DOIN' THE TWIST AT THE PEPPERMINT LOUNGE	6
15	10	KING OF KINGS	16
16	12	HOLIDAY SING ALONG WITH MITCH	12
17	17	TIME FURTHER OUT	5
18	22	THE SLIGHTLY FABULOUS LIMELITERS	18
19	34	SING OUT!	2
20	39	SO MUCH IN LOVE	2
21	24	PERSUASIVE PERCUSSION, VOL. I	101
22	18	SING ALONG WITH MITCH	89
23	26	FLOWER DRUM SONG	5
24	21	PORTRAIT OF JOHNNY	25
25	25	STARS FOR A SUMMER NIGHT	38
26	16	SOUTH PACIFIC	139
27	28	EBB TIDE AND OTHER INSTRUMENTAL FAVORITES	27
28	29	THE KINGSTON TRIO CLOSE UP	18
29	23	YELLOW BIRD	29
30	31	BELAFONTE AT CARNEGIE HALL	117
31	20	PASS IN REVIEW	20
32	37	STEREO 35/MM, VOL. II	2
33	27	LET THERE BE DRUMS	4
34	32	TV SING ALONG WITH MITCH	37
35	47	MILK AND HONEY	12
36	41	RODGERS: VICTORY AT SEA, VOL. III	23
37	33	JUMP UP CALYPSO	25
38	30	GREAT MOTION PICTURE THEMES	57
39	40	BERLIN MELODY	12
40	49	MELODY AND PERCUSSION FOR TWO PIANOS	18
41	45	WEST SIDE STORY	14
42	—	PERSUASIVE PERCUSSION, VOL. IV	1
43	35	EXODUS	58
44	42	GOLDEN PIANO HITS	3
45	36	YOUR REQUEST SING ALONG WITH MITCH	22
46	43	MY FAIR LADY	133
47	44	TWISTIN' IN HIGH SOCIETY	6
48	46	HOW TO SUCCEED IN BUSINESS WITHOUT REALLY TRYING	9
49	48	FERRANTE & TEICHER, LOVE THEMES	10
50	50	EXOTIC PERCUSSION	3



Strings Afire—CLEBANOFF  
PPS 6019/PPS 2019



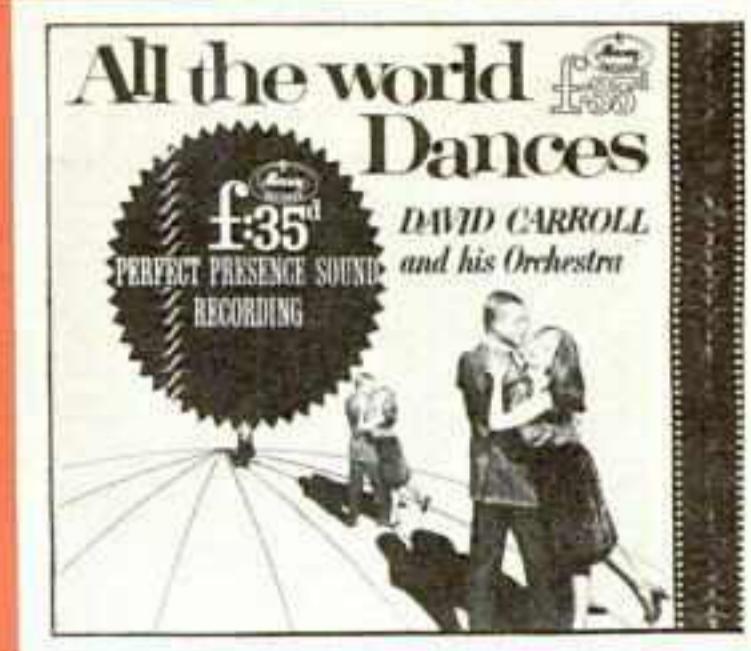
Guitars Galore—GEORGE BARNES  
PPS 6020/PPS 2020



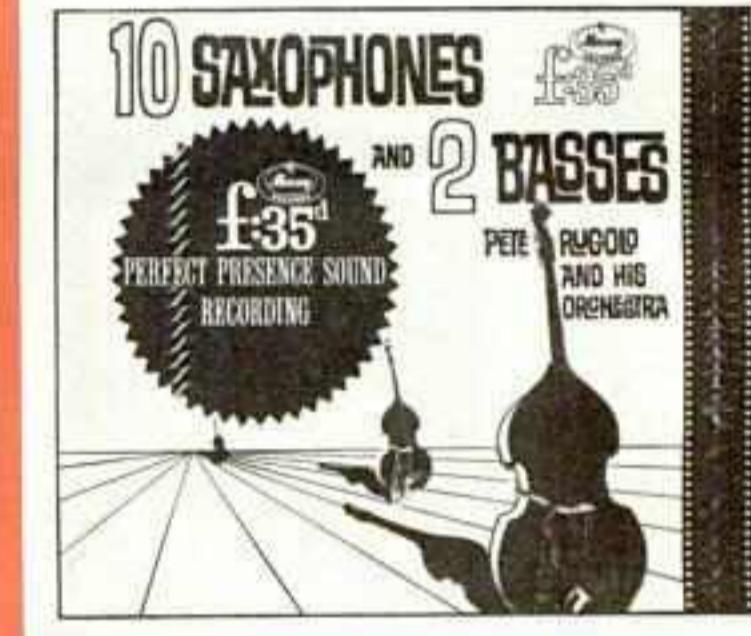
Cugat Plays Continental Hits—XAVIER CUGAT  
PPS 6021/PPS 2021



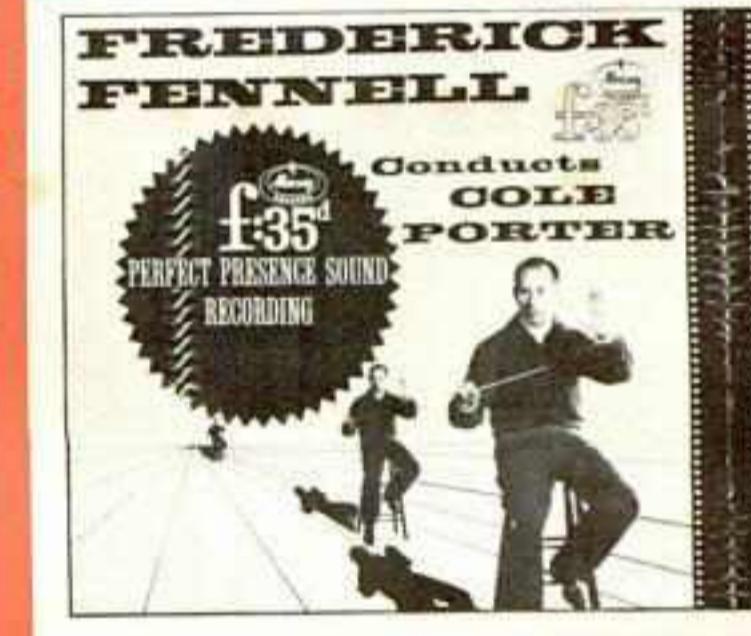
## SOUNDS THAT COME ONLY FROM MERCURY



All The World Dances—DAVID CARROLL  
PPS 6022/PPS 2022



Ten Saxophones and Two Basses—PETE RUGOLO  
PPS 6023/PPS 2023



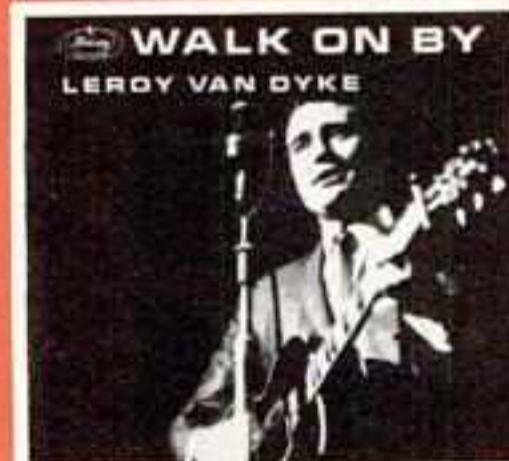
Fennell Conducts Cole Porter—FREDERICK FENNELL  
PPS 6024/PPS 2024



AND SIX NEW EXCITING HIT ALBUMS FROM MERCURY GREATS



NICHOLS AND MAY Examine Doctors  
SR 60680/MG 20680



Walk on By—LERoy VAN DYKE  
SR 60682/MG 20682



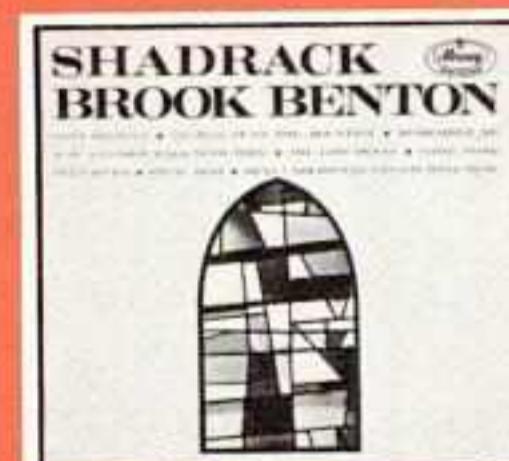
Tears & Laughter—DINAH WASHINGTON  
SR 60661/MG 20661



Twist With the Stars—Various Artists  
SR 60687/MG 20687



High Society Twist—CARL STEVENS  
AND ORCH.  
SR 60664/MG 20664



If You Believe—BROOK BENTON  
SR 60619/MG 20619



STAR PERFORMERS—Selections registering greatest upward progress this week.

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

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

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

THIS WEEK	1	Wk. Ago	2	Wks. Ago	3	Wks. Ago	TITLE	Artist, Label & Number	Weeks On Chart	THIS WEEK	1	Wk. Ago	2	Wks. Ago	3	Wks. Ago	TITLE	Artist, Label & Number	Weeks On Chart	THIS WEEK	1	Wk. Ago	2	Wks. Ago	3	Wks. Ago	TITLE	Artist, Label & Number	Weeks On Chart																																																																																																																																																																											
1	1	2	7	DUKE OF EARL	Gene (Duke of Earl) Chandler, Vee Jay 416	7	35	40 44 62	WHAT'S SO GOOD ABOUT GOODBYE	Miracles, Tamla 54053	7	65	63 71 68	DREAMY EYES	Johnny Tillotson, Cadence 1409	12	66	83	I'VE GOT BONNIE	Bobby Rydell, Cameo 209	2	67	78 84 96	LET ME CALL YOU SWEETHEART	Timi Yuro, Liberty 55410	4	68	— — —	SO DEEP	Brenda Lee, Decca 31348	4	69	89	POP-EYE	Huey Smith & the Clowns, Ace 649	2	70	84 85 89	BLUE WATER LINE	Brothers Four, Columbia 42256	6	71	81	— — —	WALK ON THE WILD SIDE	Brook Benton, Mercury 71925	2	72	82 88 82	BANDIT OF MY DREAMS	Eddie Hodges, Cadence 1410	5	73	86 86	TEARS AND LAUGHTER	Dinah Washington, Mercury 71922	3	74	87 96	YESSIREE	Linda Scott, Congress 101	3	75	— — —	BIRTH OF THE BEAT	Sandy Nelson, Imperial 5889	1	76	80 89 90	MIDNIGHT	Johnny Gibson, Big Top 3088	4	77	76 78 85	OLIVER TWIST	Rod McKuen, Spiral 1407	5	78	85 92	BERMUDA	Linda Scott, Canadian-American 134	3	79	90	— — —	LOSE HER	Bobby Rydell, Cameo 209	2	80	— — —	YES INDEED	Pete Fountain, Coral 65549	1	81	— — —	PLEASE DON'T ASK ABOUT BARBARA	Bobby Vee, Liberty 55419	1	82	— — —	PICTURES IN THE FIRE	Pat Boone, Dot 16312	2	83	88	— — —	CRY BABY CRY	Angels, Caprice 1018	2	84	— — —	LOVE LETTERS	Kathy Lester, Era 3668	1	85	— — —	LOVE ME WARM AND TENDER	Paul Anka, RCA Victor 7977	1	86	— — —	SOMETHING'S GOT A HOLD ON ME	Ella James, Argo 5409	1	87	— — —	YOU BETTER MOVE ON	Arthur Alexander, Dot 16309	1	88	95 95	— — —	SHIMMY, SHIMMY WALK	Megatones, Checker 1005	4	89	92	— 86	LOVE IS THE SWEETEST THING	Saverio Sardis, Warner Bros. 5243	4	90	93	— — —	SURFIN'	Beach Boys, Candix 331	2	91	94	— — —	IT'S MAGIC	Platters, Mercury 71921	2	92	— — —	I CAN'T SAY GOODBYE	Bobby Vee, Liberty 55419	1	93	96 97 97	I SURRENDER DEAR	Aretha Franklin, Columbia 42266	4	94	— — —	WHEN MY LITTLE GIRL IS SMILING	Drifters, Atlantic 2134	1	95	98	— — —	JOEY BABY	Anita & the So & So's, RCA Victor 7974	2	96	— — —	WHITE ROSE OF ATHENS	David Carroll, Mercury 71917	1	97	93	— — —	AW, SHUCKS, HUSH YOUR MOUTH	Jimmy Reed, Vee Jay 425	3	98	— — —	THE BALLAD OF THUNDER ROAD	Robert Mitchum, Capitol 3986	1	99	— — —	POPEYE JOE	Ernie K-Doe, Minit 641	1	100	— — —	DEAR ONE	Larry Finnegan, Old Town 1113	1
16	29	47	79	MIDNIGHT IN MOSCOW	Kenny Ball, Kapp 442	4	50	53 68 84	HE KNOWS I LOVE HIM TOO MUCH	Paris Sisters, Gregmark 10	5	17	27	35	43	LET ME IN	Sensations, Argo 5405	8	51	65 75 80	THAT'S MY PA	Sheb Wooley, MGM 13046	8	52	58 74 93	DO THE NEW CONTINENTAL	Dovells, Parkway 833	5	53	77	— — —	DREAM BABY	Roy Orbison, Monument 456	2	54	24 16 14	WHEN I FALL IN LOVE	Lettermen, Capitol 4658	14	55	60 63 78	CRY TO ME	Solomon Burke, Atlantic 2131	5	56	61 81 94	JAMIE	Eddie Holland, Motown 1021	6	57	71 82 76	LIZZIE BORDEN	Chad Mitchell Trio, Kapp 439	5	58	73	— — —	COME BACK SILLY GIRL	Lettermen, Capitol 4699	2	59	68 80	— — —	B'WA NINA	Tokens, RCA Victor 7991	3	60	44 27 24	IF YOU GOTTA MAKE A FOOL OF SOMEBODY	James Ray, Caprice 110	14	61	70 76 95	ECSTASY	Ben E. King, Atco 6215	4	62	67 70 91	MY MELANCHOLY BABY	Marcells, Colpix 624	4	63	74	— — —	OUR ANNIVERSARY	Shep & the Limelites, Hull 748	2	64	— — —	YOU WIN AGAIN	Fats Domino, Imperial 5816	1																																																																																																												
22	25	34	41	CAJUN QUEEN	Jimmy Darren, Colpix 622	5	65	77	— — —	DREAM BABY	Roy Orbison, Monument 456	2	66	24 16 14	WHEN I FALL IN LOVE	Lettermen, Capitol 4658	14	67	60 63 78	CRY TO ME	Solomon Burke, Atlantic 2131	5	68	61 81 94	JAMIE	Eddie Holland, Motown 1021	6	69	71 82 76	LIZZIE BORDEN	Chad Mitchell Trio, Kapp 439	5	70	68 80	— — —	B'WA NINA	Tokens, RCA Victor 7991	3	71	44 27 24	IF YOU GOTTA MAKE A FOOL OF SOMEBODY	James Ray, Caprice 110	14	72	70 76 95	ECSTASY	Ben E. King, Atco 6215	4	73	67 70 91	MY MELANCHOLY BABY	Marcells, Colpix 624	4	74	74	— — —	OUR ANNIVERSARY	Shep & the Limelites, Hull 748	2	75	— — —	YOU WIN AGAIN	Fats Domino, Imperial 5816	1																																																																																																																																								
23	46	66	—	DON'T BREAK THE HEART THAT LOVES YOU	Connie Francis, MGM 13059	3	76	77	— — —	DREAM BABY	Roy Orbison, Monument 456	2	77	60 63 78	CRY TO ME	Solomon Burke, Atlantic 2131	5	78	61 81 94	JAMIE	Eddie Holland, Motown 1021	6	79	71 82 76	LIZZIE BORDEN	Chad Mitchell Trio, Kapp 439	5	80	68 80	— — —	B'WA NINA	Tokens, RCA Victor 7991	3	81	44 27 24	IF YOU GOTTA MAKE A FOOL OF SOMEBODY	James Ray, Caprice 110	14	82	70 76 95	ECSTASY	Ben E. King, Atco 6215	4	83	67 70 91	MY MELANCHOLY BABY	Marcells, Colpix 624	4	84	74	— — —	OUR ANNIVERSARY	Shep & the Limelites, Hull 748	2	85	— — —	YOU WIN AGAIN	Fats Domino, Imperial 5816	1																																																																																																																																													
24	28	25	33	SMOKY PLACES	Corsairs, Tuff 3030	9	84	77	— — —	DREAM BABY	Roy Orbison, Monument 456	2	85	60 63 78	CRY TO ME	Solomon Burke, Atlantic 2131	5	86	61 81 94	JAMIE	Eddie Holland, Motown 1021	6	87	71 82 76	LIZZIE BORDEN	Chad Mitchell Trio, Kapp 439	5	88	68 80	— — —	B'WA NINA	Tokens, RCA Victor 7991	3	89	44 27 24	IF YOU GOTTA MAKE A FOOL OF SOMEBODY	James Ray, Caprice 110	14	90	70 76 95	ECSTASY	Ben E. King, Atco 6215	4	91	67 70 91	MY MELANCHOLY BABY	Marcells, Colpix 624	4	92	74	— — —	OUR ANNIVERSARY	Shep & the Limelites, Hull 748	2	93	— — —	YOU WIN AGAIN	Fats Domino, Imperial 5816	1																																																																																																																																													
25	37	42	58	MY BOOMERANG WON'T COME BACK	Charlie Drake, United Artists 398	7	90	77	— — —	DREAM BABY	Roy Orbison, Monument 456	2	91	60 63 78	CRY TO ME	Solomon Burke, Atlantic 2131	5	92	61 81 94	JAMIE	Eddie Holland, Motown 1021	6	93	71 82 76	LIZZIE BORDEN	Chad Mitchell Trio, Kapp 439	5	94	68 80	— — —	B'WA NINA	Tokens, RCA Victor 7991	3	95	44 27 24	IF YOU GOTTA MAKE A FOOL OF SOMEBODY	James Ray, Caprice 110	14	96	70 76 95	ECSTASY	Ben E. King, Atco 6215	4	97	67 70 91	MY MELANCHOLY BABY	Marcells, Colpix 624	4	98	74	— — —	OUR ANNIVERSARY	Shep & the Limelites, Hull 748	2	99	— — —	YOU WIN AGAIN	Fats Domino, Imperial 5816	1																																																																																																																																													
26	47	72	—	WHAT'S YOUR NAME	Don and Juan, Big Top 3079	3	98	77	— — —	DREAM BABY	Roy Orbison, Monument 456	2	99	60 63 78	CRY TO ME	Solomon Burke, Atlantic 2131	5	100	61 81 94	JAMIE	Eddie Holland, Motown 1021	6	101	71 82 76	LIZZIE BORDEN	Chad Mitchell Trio, Kapp 439	5	102	68 80	— — —	B'WA NINA	Tokens, RCA Victor 7991	3	103	44 27 24	IF YOU GOTTA MAKE A FOOL OF SOMEBODY	James Ray, Caprice 110	14	104	70 76 95	ECSTASY	Ben E. King, Atco 6215	4	105	67 70 91	MY MELANCHOLY BABY	Marcells, Colpix 624	4	106	74	— — —	OUR ANNIVERSARY	Shep & the Limelites, Hull 748	2	107	— — —	YOU WIN AGAIN	Fats Domino, Imperial 5816	1																																																																																																																																													
27	19	22	22	SHADRACK	Brook Benton, Mercury 71912	7	106	77	— — —	DREAM BABY	Roy Orbison, Monument 456	2	108	60 63 78	CRY TO ME	Solomon Burke, Atlantic 2131	5	109	61 81 94	JAMIE	Eddie Holland, Motown 1021	6	110	71 82 76	LIZZIE BORDEN	Chad Mitchell Trio, Kapp 439	5	111	68 80	— — —	B'WA NINA	Tokens, RCA Victor 7991	3	112	44 27 24	IF YOU GOTTA MAKE A FOOL OF SOMEBODY	James Ray, Caprice 110	14	113	70 76 95	ECSTASY	Ben E. King, Atco 6215	4	114	67 70 91	MY MELANCHOLY BABY	Marcells, Colpix 624	4	115	74	— — —	OUR ANNIVERSARY	Shep & the Limelites, Hull 748	2	116	— — —	YOU WIN AGAIN	Fats Domino, Imperial 5816	1																																																																																																																																													
28	18	20	28	SHE'S EVERYTHING	Ral Donner, Gone 5121	9	116	77	— — —	DREAM BABY	Roy Orbison, Monument 456	2	117	60 63 78	CRY TO ME	Solomon Burke, Atlantic 2131	5	118	61 81 94	JAMIE	Eddie Holland, Motown 1021	6	119	71 82 76	LIZZIE BORDEN	Chad Mitchell Trio, Kapp 439	5	120	68 80	— — —	B'WA NINA	Tokens, RCA Victor 7991	3	1																																																																																																																																																																						



# "THE NATION'S BEST SELLING RECORDS!"

RECORD NO.	TITLE	ARTIST
16312	I'll See You In My Dreams/Pictures In The Fire	PAT BOONE
16309	You Better Move On	ARTHUR ALEXANDER
16329	Chapel By The Sea/One Love, One Heartache	BILLY VAUGHN
16302	The Original Happy Jose	JACK ROSS
16319	The Original Nut Rocker	JACK B. NIMBLE
16326	Oh What A Way To Be Loved/Why You Do Me Wrong	DAYLIGHTERS

RECORD NO.	TITLE	ARTIST
16328	Don't Fly Away, Flamingo/Winter Snow	THE FOUR LADS
16318	The Patty Cake/For Sale	CHASE WEBSTER
16327	Hello, Mr. Heartbreak/Mud Pies	MARGIE RAYBURN
16311	My Whispering Heart/Could It Be	THE EDELS
16315	Dance Her By Me (One More Time)/You're The One	MAC CURTIS
16321	Gringo Guitar/Bandido	THE GRINGOS

**Breaking For A National Hit!**

**YOU BETTER MOVE ON!**

**Arthur Alexander #16309**

## BEST SELLING ALBUMS

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

MONO	STEREO	ARTIST
3098		GALE'S GREAT HITS • Gale Storm
3100	25100	SAIL ALONG SILV'R MOON • Billy Vaughn
3118	25118	STAR DUST • Pat Boone
3119	25119	BILLY VAUGHN PLAYS THE MILLION SELLERS
3122	25122	JOHNNY MADDOX PLAYS THE MILLION SELLERS
3140	25140	LA PALOMA • Billy Vaughn
3156	25156	BILLY VAUGHN PLAYS
3157	25157	THE MILLS BROTHERS GREAT HITS
3164	25164	MR. MUSIC MAKER • Lawrence Welk
3165	25165	BLUE HAWAII • Billy Vaughn
3170	25170	PETITE FLEUR • Bob Crosby
9500	29500	THE FIVE PENNIES • Sound Track
3208	25208	LET ME CALL YOU SWEETHEART • The Mills Brothers
3210	25210	LOUIS AND KEELY! • Louis Prima, Keely Smith
3241	25241	BE MY LOVE • Keely Smith
3249	25249	RAGTIME PIANO GAL • Jo Ann Castle
3251	25251	SONG OF THE ISLANDS • Lawrence Welk
3302	25302	POLKAS • Lawrence Welk
3360	25360	TONY MARTIN—HIS GREATEST HITS
3338	25338	YELLOW BIRD • The Mills Brothers
3368	25368	GREAT HAWAIIAN HITS • The Mills Brothers
3400	25400	TAKE FIVE • George Cates
3403	25403	BIG BAD JOHN • Wink Martindale

## ALL TIME HIT SINGLES

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

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

## BEST SELLING EP'S

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

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

MAIL NOW TO YOUR NEAREST **Dot** DISTRIBUTOR

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

## Broadcasters Move to Soft Formats Producing 2 Distinct Music Trends

### Exposure Follows Different Roads

By BOB ROLONTZ

NEW YORK—The trend toward sweeter music programming by radio stations, first noted in Billboard Music Week over a year ago, has continued to make steady inroads (see separate story). The trend has also started to have influence upon a&r. men, as well as promotion men and songwriters.

From the record end, it is now being stated that there are two ways to expose a record, depending on the type. Rock and roll platters still are being pushed at the r.&b. or rock and roll jockey levels, an area that has been responsible for breaking loose many of the big hits of the past few years. But sweet platters, the type that many veteran music and record men continue to refer to as "good music," are now being pushed on a good music station level—and interestingly, more of these type of records are happening today than formerly.

**Distrib Trends**

What all this adds up to, in the opinion of tradesters who can look at the matter unemotionally, is that two distinct trends are beginning to show in the business. One is, of course, the rock and roll trend, which no one expects to fade away. But it is felt that it will not remain as dominant in the future as it has been in the past. Actually rock and roll itself has changed to a sweeter type, with the lush string accompaniments, better material and arrangements.

The other trend is the sweet music one. Here, too, it is not felt by key a&r. men that sweeter songs will suddenly take over the

(Continued on page 18)

### Cameo LP's On 35-MM.

PHILADELPHIA—Cameo Records has introduced a new sound line, the C 4000 series, which are all recorded on 35-MM. film tape. Cameo becomes another U. S. label to use 35-MM. tape, list includes Everest, Command, UA and Mercury. The new Cameo line, however, is priced lower than most sound lines, listing for \$3.98, for either monaural or stereo. Five albums are being issued in the firm's new line, including a new set by the International Pops Orchestra.

The Cameo sound line was introduced at meetings with distributors February 5 through 9. At the same meetings the label showed its two new Chubby Checker LP's, one called "Twisting 'Round the World," and the other "For Teen Twisters Only."

The label also unveiled its dealer merchandising display which come with the firm's dealer package. Four-color displays and 80 assorted Cameo-Parkway LP's in both monaural and stereo are available to dealers at special discounts, from Cameo dists. Dealers who buy the package can earn a 12½ per cent reorder privilege for six months.

According to Al Kahn, the distri meets, which were presided over by Bernie Lowe, Cameo head, were the most successful the firm has ever held. He said that the firm took orders for better than 750,000 LP's during the week.

### SINATRA SOUND FLOODS RADIO AROUND LAND

NEW YORK—Last week Frank Sinatra was the biggest thing in local radio programming since the Twist. First, WINS, here, played 66 hours of Sinatra wax (see separate story). Then WTH, Baltimore, hopped on the ring-a-ding-ding-wagon and launched its own Sinatra marathon on Thursday (15), and Sinatra's management reported that several other outlets around the country were readying similar marathon stunts.

The WINS outlet featured more than 500 Sinatra sides, including 80 rare collector items, obtained from listeners when the outlet offered \$5 for permission to tape any Sinatra disks not in the station library. Radio Station WIBG, Philadelphia, got in the act earlier when "A Frank Sinatra Day" was aired February 7. Sinatra cut special voice tracks which were featured throughout the 24-hour broadcasting day on WIBG, and his disks were played on all deejay shows. Included in the special material was a musical theme signature.

Meanwhile, Sinatra's new movie "Sergeants 3" is piling (Continued on page 18)

### Sinatra Marathon Debs 'New' WINS

By JUNE BUNDY

NEW YORK—Station WINS kicked off its new "Better music" policy last week with a promotional wallop which reached from here to Moscow—thereby dramatizing the trend—both local and national—for broadcasters to drop Top 40 programming in favor of less raucous music.

Under the direction of manager Ted Steele, WINS aired nothing but Frank Sinatra records for some 66 hours last week. Following this, Steele announced that listener response indicated this was the kind of music they wanted to hear and that from now on the station was "tearing up its music charts and playing the popular music asked for by the public."

Actually, the WINS change-over has been in the works for several months (as previously reported in BMW January 27 issue) with more and more pretty disks worked in between rockers. At the same time, Pulse and Nielsen conducted surveys which indicated that the change-over had not resulted in a drop in teen-age listening, although adult listenership had picked up.

**Reds Dig It**

However, the Sinatra marathon, news of which was even carried by Russia's Pravda newspaper (Continued on page 18)

### Atlantic's Ahmet Ertegun Says The Public Will Keep Twistin'

NEW YORK—"The Twist is going to be with us for a long time, certainly for another year at least." Thus spake Ahmet Ertegun, Atlantic Records chief, last week. Ertegun should know whereof he speaks since Atlantic has two mighty hot Twist albums on the charts right now, one by Ray Charles, and the other by Bobby Darin.

"The new dances that come along over the next six months or a year," said Ertegun, "will really be merely slight variations on the Twist. The reason is that once a large number of people go to all the trouble to learn a dance, as has happened with the Twist, they don't part with it easily. And the Twist has turned into the biggest national dance since the old Lindy back in the 1940's." The Atlantic a&r. boss also noted that "The kids have picked up on the Twist all over again, so that it is now both an adult and a teen dance."

Ertegun is credited with helping to start the Twist on its way to a national pastime via his attendance at New York's now famed Peppermint Lounge. He was attending Twist sessions there back

in July, long before the Lounge was known to many, and he helped to bring to the club some of his society and columnist friends, who in turn spread the word about the club last fall.

Atlantic's two Twist albums, plus another Twist album recently issued, are unusual in that they were not originally produced as Twist efforts. In fact, Atlantic has not yet issued a Twist disk under the Twist name. All that changes soon though when Atlantic issues disks by the Commanders, a Twist combo now appearing at New York's Roundtable.

### Three Buyers Negotiate for Everest Firm

NEW YORK—Spirited maneuvering for acquisition of Everest Records neared a climax last week, with a final decision as to which of three principal interests would take over the company expected perhaps within a week.

Negotiations for the sale of the firm were being conducted through the Wall Street brokerage firm of Carl M. Loeb Rhoades and Company. Spokesman at Loeb Rhoades declined official comment, remarking that nobody has signed any papers yet.

The three interests in the running now include one West Coaster, Bernie Solomon, head of the Diners' Club Record Club, and two from the New York area, Jesse Seiter, head of National Mercantile Corporation, and Al Massler, operator of the Bestway Pressing plant in nearby New Jersey as well as the Amy and Mala disk labels.

Solomon's interest in the operation stems from a time last year when Belock Instrument Corporation, owner of Everest, was on the point of taking over the Diners' Club Record Club. This never transpired, however.

All three of the current bidders appeared to be regarding the situation with some bullishness at press time. The price which will finally be agreed upon is reported to be in the neighborhood of \$500,000, with \$200,000 down and the remainder payable over 10 years.

### Musical Era Ends With Louis Bernstein's Death

NEW YORK—The death of publisher Louis Bernstein Thursday (15) marked the end of an era in the music business.

The career of the president of Shapiro, Bernstein & Company, Inc., spanned several important epochs of the music industry, encompassing as it did the age of vaudeville, the big band epoch, the Golden Age of the musical theater and the early years of musical films, and finally—the era of the disk jockey.

Bernstein's epoch also included the great years of sheet music sales—when that segment of the music business was the largest income source. His career also epitomized the concept of the independent publisher—his firm being a giant indie within the ASCAP structure.

Bernstein, who died after a long illness, was 83. The firm which he headed was in existence under its present name since 1913. The catalog stemmed from the Maurice

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## Los Angeles Rains Wash Out St. Valentine Sales

HOLLYWOOD—The flood disaster that hit this area proved to be disastrous to record sales here as well, with a BMW dealer survey showing business off as much as 50 per cent. The six-day rainstorm, topped by a cloudburst on the final day flooded stores with mud and water, creating property damage in some areas. However, this was negligible compared to the loss in sales.

The rains hit prior to the St. Valentine's Day holiday, which normally results in a healthy sales spurt in disk gift buying. Furthermore, the Lincoln's Birthday school holiday annually results in heavy store traffic, but this time left stores bare.

As Music City's Bill Fowler explained it: "Usually when an unexpected rain hits, it has no effect on business, because shopping plans have been made, and once the rain hits, the customer is on his way to the store. Everyone knew this rain was going to last, so customers decided to stay home. We lost approximately 20 per cent business across the board."

In addition, the cloudburst caused water to back up into the Music City Hollywood store, causing several hundred dollars worth of damage to merchandise on the floor.

Van Nuys' House of Sight & Sound escaped any water or mud damage to merchandise, but suffered what its Jerry Johnson termed "murderous business conditions." Sales, he said, dropped a full 50 per cent, and the storm "completely removed the impact of both the St. Valentine's Day gift buying and the Lincoln's Birthday traffic."

As a result of the "unusual weather for California," no breakouts were registered in this area, according to dealers surveyed. The same strong leaders which had been previously reported remained at the top here, including Jerry Byrd's "Memories of Maria" on Monument, Ketty Lester's "Love Letters" on Era, with Pat Boone's "I'll See You in My Dreams" on Dot registering in the strong selling here for the first time, nearing the breakout level.

## Disk Merchandising Is Topic of NARAS N.Y.U. Discussions

By SAM CHASE

NEW YORK—The third symposium on the recording industry, sponsored jointly by NARAS and New York University, was enlivened by the unscheduled participation of a leading dealer in a discussion on the sales and merchandising of records. Bernard Bradden, head of the record department of New York's Liberty Music Shops, engaged in the lively repartee in response to an invitation from Chairman Alan Kayes, following remarks of the regular panellists, Al Bennet, president of Liberty Records, and Bill Gallagher, marketing vice-president of Columbia Records.

Bradden characterized the present volume of LP's as "formidable," and said that he sees about 150 new releases weekly from some 700 record companies. This number, he said, includes a great many that will have negligible sales but which together will serve to choke dealers and eat away deserved sales of many valid releases which thus will never reach their true sales potential.

### Existence Doubtful

Bradden said there are several companies which release 20 or so LP's in a batch, of which only two or three have any reason for existence. He specifically excluded the Columbia product from this criticism as being salable because it

(Continued on page 40)

(Continued on page 40)

## LATE POP SPOTLIGHTS

### CHUBBY CHECKER



SLOW TWISTIN' (Woodcrest, BMI) (2:31) — LA PALOMA (Kalmann, ASCAP) (2:32) — Here's Chubby again, with another powerful coupling. First up is a breezy, rockin' twister, with an unbilled femme companion who is good. Flip is the old, Latin-based tune, given a smart Twist treatment. Either way here with an edge to the top side. Parkway 835

### RICK NELSON



YOUNG WORLD (Four Star, BMI) (2:23) — SUMMER-TIME (Gershwin, ASCAP) (2:12) — Nelson has a good coupling here with the top side a pleasing, relaxed styling in the "Travelin' Man" vein. Has a fine sound. Flip is the Gershwin standard given a good rock treatment. Imperial 5805

### HAYLEY MILLS



JOHNNY JINGO (Dickson, ASCAP) (1:38) — The British teen-age pic star has a cute side here, full of the flavor of the ricky-tick 1920's. She hands the tune a bright reading and her young fans should dig it. Flip is "Jeepers Creepers" (Witmark, ASCAP) (1:37). Vista 395

## Wild Credit Deals Seen as Most Important Problem Facing Trade

By REN GREVATT

NEW YORK—Competition, a growing volume consciousness, and an almost complete breakdown of traditional pricing policies, have combined to breed the greatest single evil facing the disk business today, namely, credit. This is the conviction of many responsible executives today.

The credit problem, according to reports from every level of the industry and from all sectors of the nation, is a desperate one. This fact is underlined by frequent near-hysterical statements to the effect that, "We simply cannot keep going like this."

There was once a time, not too many years ago, when the nature of the record business at any given period could be easily determined by quick checks of distributors and manufacturers, as to how collections were going. Most of the time, dealers attempted to pay their bills and when they couldn't, the business was adjudged as being in the doldrums. Today, virtually everybody, traditional record dealer, rack jobber, distributor and in many cases the manufacturer himself if he is an indie, owes money and lots of it. Payments are made, in many cases, in piecemeal fashion. "We pay them enough to keep them off our back when they put on the pressure," is an oft-heard statement.

### Put Off Until Tomorrow

Deals, many sources feel, have done much to harm the industry. Most harmful are the deals with extended payment periods—up to 180 days in not a few cases. This does little to encourage a dealer to pay his bills even if he has the money to do so, and actually tends to make him forget about paying (six months is a long time) to the extent that he will accept more goods than he can possibly hope to sell in that period.

### Volume Goes Up, Up, Up

Many of the larger manufacturers, in the view of tradesters, have fostered the bad credit situation because of the growing concern of executives with showing heavy volume, with little concern for income and earnings. To obtain volume figures in terms of billings, the practice has been to pump out tremendous quantities of new releases. To get stores to buy the merchandise, in quantity, it was once enough to offer "an extra 10 per cent." Now it has become common practice to offer, 10 off, an extra 10, another 10 and sometimes another 5 per cent besides. With every "extra 10," the profit margin diminishes. As the profit margin evaporates, it becomes necessary for the average, modest-sized busi-

ness to hold on to whatever comes in to pay the overhead. There is often nothing left to pay for the merchandise.

Observers of the course of the record business have been heard to remark, more frequently, on the elaborate claims made by many manufacturers at each year's end, of their volume for the past year. Many proudly speak of this in terms of millions of dollars. Yet, the tradesters ask, "Who's kidding who?" Or put in the oft-spoken words of Dave Kapp, a responsible industry exec, "What good is volume without profit? Those figures about the grosses in the millions don't mean a damn thing." Or, as another colorful figure puts it, "It's the last line that counts."

### Credit Can Breed Destruction

It is all very well, tradesters have said, for the manufacturers to turn their sights on and rise or fall with the big outlets for records—chain stores, racks and discounters. But many operations of this kind are also in shaky financial condition. It is a simple thing indeed for manufacturers to become sucked into the whirlpool of extended credit. Many of the smaller firms who do can eventually be destroyed. Others stay in business but must take sharp losses from time to time. One of the biggest retailers of them all, Sam Goody, nearly went under only a few years ago because he could not meet his obligations. Some bigger companies had extended Goody credit reaching into the hundreds of thousands.

### Problem Grows With Complexity

Some responsible industry executives see cause for increasingly serious concern with the credit problem as the complexion of disk marketing changes. A few have simply refused to deal with some of the bigger retail outlets because of their credit demands. For a time, for example, Kapp Records refused to deal with one of the top volume record merchandisers in the East, because of these demands.

At least one distributor, Harry Schwartz in Washington, is now operating on a virtual cash basis, with terms limited to payments by the 10th of the month following.

This year, in addition to the traditional NAMM dealer get-together, the disk industry will have at least two other all-industry meets during the summer. Many elements of the disk fraternity, looking to these forthcoming events, feel the credit problem should come in for full-scale airing and discussion "before it's just too late."

## John Griffin Dies at 68

NEW YORK—John Griffin, former executive secretary of the Record Industry Association of America, died suddenly here Thursday (15). He was 68. A requiem mass was scheduled for Griffin Monday (19) at the Chapel of Faith, Hope and Charity.

Griffin, whose home was in Watertown, N. Y., was graduated from Holy Cross College in the class of 1916, and was president of the Holy Cross Alumni Association at the time of his death. Following his college career in

(Continued on page 40)

## ARMADA Mails Disk Nominations

NEW YORK—Nominations for the "Outstanding Man and Woman" in the recording industry during the past year were announced last week by ARMADA. Winners are to be determined on the personality's "over-all contributions to the industry, including charitable, humanitarian and quality of performance."

The ballots, which are mailed to ARMADA members last week, listed the following nominations: Enoch Light, Chubby Checker, Mitch Miller, Don Costa, Norman Granz, Louis Armstrong, Frank Sinatra, Leonard Bernstein, Oscar Hammerstein, Richard Rodgers,

## Marks Wings 'Fly Blackbird'

NEW YORK—Edward B. Marks Music Corporation is stepping up its activity in the show field. Marks' newest acquisition in this area is the score of "Fly Blackbird," new musical which opened to very favorable reviews at the Mayfair Theater. This marks the third time

(Continued on page 40)

Ella Fitzgerald, Connie Francis, Judy Garland, Mahalia Jackson, Doris Day, Dinah Shore, Peggy Lee, Marion Anderson and Brenda Lee.

Coming in the March 17 Issue:

## Tested Ideas on Programming and Selling

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Issue Date  
Mar. 17

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Mar. 12

Adv. Closing  
Mar. 7

## Beer City Drinks in New Bee, Arnold, Caslon Hits

MILWAUKEE — "Lizzie Borden" and her 40 whacks evidently proved too much for the good burghers of this solid Midwestern city. Top-rated WOKY said it was a matter of "program judgment in the public interest" not to play the tune, and most other local stations seem to have followed course.

Dealer reaction to the move has been split. Some feel lack of airplay is killing the tune. Stu Glassman, Radio Doctors, says it's still selling well, but nowhere as strong as before.

Others, like Al Hartwell, Midwest Radio, feel the lack of airplay has spurred buying by teen-

agers—they can't hear it on the air, so they come in and buy.

Whatever the fate of "Lizzy Borden" and her Chad Mitchell Trio on Kapp, there's still no doubt that this Beer City has developed into a hot breakout point for new singles material.

Three new tunes broke out this week.

Breakouts here include: "The Nut Rocker" by Bee Bumble and the Stingers, Rendezvous, and "Tears Broke Out on Me," Eddie Arnold, RCA Victor, and "For A We Know" by Caslons on Amy.

Interesting is that, like last

(Continued on page 26)

## Ball Leads Five New Hub Sides

BOSTON—The City of Culture continued its hot pace on breakouts this week when five more pushed their way into the sales picture. Making quite an impression here were "Johnny Angel" by Shelley Fabares on Colpix; "Midnight in Moscow" by Jan Bergers on London, which has had a big assist on the deejay programs "You Can't Keep Me From Loving You" by Julius La Rosa on Kapp. "Echo in the Night" by Bert Kaempfert on Decca, and

(Continued on page 26)

## Big Chart Items Roll On in Chi

(Continued from page 1)

nie" with Bobby Rydell, broke out strong here two weeks ago and even hit BMW's "Hot 100," but the pair are tailing the Crawford and Finnegan tunes in the local market. Another recent breaker here, "Baby Don't Leave Me" by Joe Henderson, was registering spotty sales.

"Quarter Till Four Stomp" by the Stompers on Linda was a breakout two weeks ago and was this week starting to get good air play. It was also picked by one of the city's biggest hit-playing deejays and appears to have good all around potential despite the fact that it is a solid r.b. number.

Other picks by the same jockey were "Do the Continental" by the Dovells on Parkway, and Jimmy Dean's "To a Sleeping Beauty" on Columbia. The latter tune is

(Continued on page 26)

## 'Bedtime' in Philly

(Continued from page 1)

ing Matilda," on the SPQR label, was also active.

On assorted other fronts, the town was still discussing last week's full-day Sinatra exposure on WIBG here, normally one of the city's most rocking outlets. Excitement was dimmed, however, with news of the marathon, four-day exposure of Sinatra on WINS, New York. In another development, it was reported that the Chess-Checker-Argo label axis moved from Universal Distributors over to Dave Rosen. Rosen recently lost Mercury to Raymond Rosen, but in the meantime has picked up Warner Bros. in addition to the Chess brothers labels.

## New York Sellers

(Continued from page 1)

ping up their single customers to albums. (Store has recently expanded its album department.) He said that when a customer comes in to purchase a single that is out of an album, or now is the lead side in a new album, he shows them the album instead of the single. According to Greenbaum, many customers are willing to purchase the album instead of the single once they see it and can hear a couple of the tracks. He said that he was well satisfied with the number of album sales he managed to obtain this way, by doing a selling job on the album.

## Dick and Deedee Selling Strong in San Francisco

SAN FRANCISCO — There were no breakouts here last week, but dealers reported "Tell Me," by Dick and Deedee on Liberty, as building steadily in this area. Record jumped from No. 8 position in Station KYA's play list to the No. 1 spot on the station's chart. Liberty released the single January 19.

"Mashed Potato Time," by Dee Dee Clark on Cameo, was mentioned by dealers as among the strongest of the newcomers. Its healthy grasp of this market was also evidenced by its jump to No. 12 position on the KYA play list, coming up from the No. 50 slot the week before.

An r.b. favorite in this area, "I Found Love," by the Falcons on the Lupine label, is heading for a pop market breakthrough. It made its first appearance on the

### LP Market

(Continued from page 1)

Action" LP list. Liberty Records is also chalking up sales on other old packages by David Seville and the Chipmunks—all as a result of exposure on Seville's new Chipmunk cartoon network TV show.

Another example of the sales power of TV is "Leslie Uggams on TV," the Columbia LP, which is stirring up some action around the country, although not yet listed as a "New Action LP." Miss Uggams is featured on "Sing Along With Mitch," Mitch Miller's high-rated TV show. Miller, of course, continues to dominate the charts with his best selling "Sing Along" albums.

KYA play list last week, debuting in the No. 54 spot (the station lists 60 singles). Also among the more promising of the newcomers here is "The Duchess of Earl," by the Pearlettes on Vee Jay, which debuted on the KYA chart in the No. 47 spot.

Rains have plagued this area and have dampened business somewhat, according to dealer reports. However, since the downpour was not equal in intensity to that of Southern California, the weather failed to appreciably dent business.

## Powerful Baltimore Sales To James and Alexander

BALTIMORE — "Something's Got a Hold On Me," by Etta James on Argo, and "You'd Better Move On," by Arthur Alexander on Dot, sold strongly here last week in the wake of Washington breakouts the previous week. Both hit the Hot 100 this week. "Patti Ann," by Johnny Crawford was a breakout here, and "So Deep," by Brenda Lee, had rousing sales and also jumped on the Hot 100.

Other newcomers getting good sales reports from dealer (all of which hit the charts) were "Ballad of Thunder Road," by Robert Mitchum on Capitol, and "Yes, Indeed," by Pete Fountain on Coral. Dealers reported more action on Fats Domino's "Ida Jane" than on "You Win Again," although the latter was a big hit

## Minneapolis Tacks Up Three New Breakouts

MINNEAPOLIS — Lincoln's birthday, with the kids getting a day off from school, didn't do the record business any harm last week. Dealers reported strong sales—even a little ahead of the same period last year—with three

new disks breaking out in the Twin Cities area.

Among the strongest were "The Nut Rocker" by Bee Bumble and the Stingers on Rendezvous; "Tears Broke Out on Me," Eddie Arnold on RCA Victor, "Echo in the Night" by Bert Kaempfert on Decca.

A hot one here that hit the chart is the two-sided disk for Bobby Vee on Liberty, "I Can't" (Continued on page 26)

### Nashville:

### 'Roly Poly' And Bell

NASHVILLE — There were two breakouts in the Nashville-Memphis market this week. One was "Roly Poly," the flip side of Johnny Dee's hit "Hey Let's Twist" on Roulette. The other was William Bell's novelty on Stax, "You Don't Miss Your Water." Both were selling well here.

Coming up, though not yet of breakout strength, was Dr. Feel Good and the Interns' waxing of "Dr. Feel Good" on Okeh. Most of the jocks around Nashville are playing the record and last week Dick Buckley of WKDA said that "Dr. Feel Good" jumped to No. 18 the first week on the station charts. The Randel's "Caledonia" was also getting some action.

Dr. Feel Good, by the way, is none other than the rocking pianist and singer Piano Red, who had a lot of hits on Victor in the 1950's. He recently joined Okeh with his new group the Interns. Red uses the Dr. Feel Good name on his radio shows over WAOK in Atlanta.

## 'Rains' Pour On Texas

HOUSTON — Big Sambo's "The Rains Came" on Epic registered as a breakout in both of the top Texas market areas of Houston and Dallas-Fort Worth, a BMW dealer survey revealed last week.

The Sambo single was the top seller among the newcomers in the Dallas-Fort Worth area. In Houston the Sambo single similarly led the sales parade. "Pop-Eye," by Ernie K-Doe on Minit, was getting good sales action in Dallas.

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Vol. 74

19  
No. 8

## OUR COMPETITORS MISSED IT!



### "POP-EYE"

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BUT NOT BMW! ... A New Orleans "Breakout"—

Page 1, January 20 Issue.

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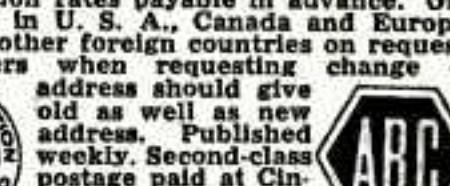
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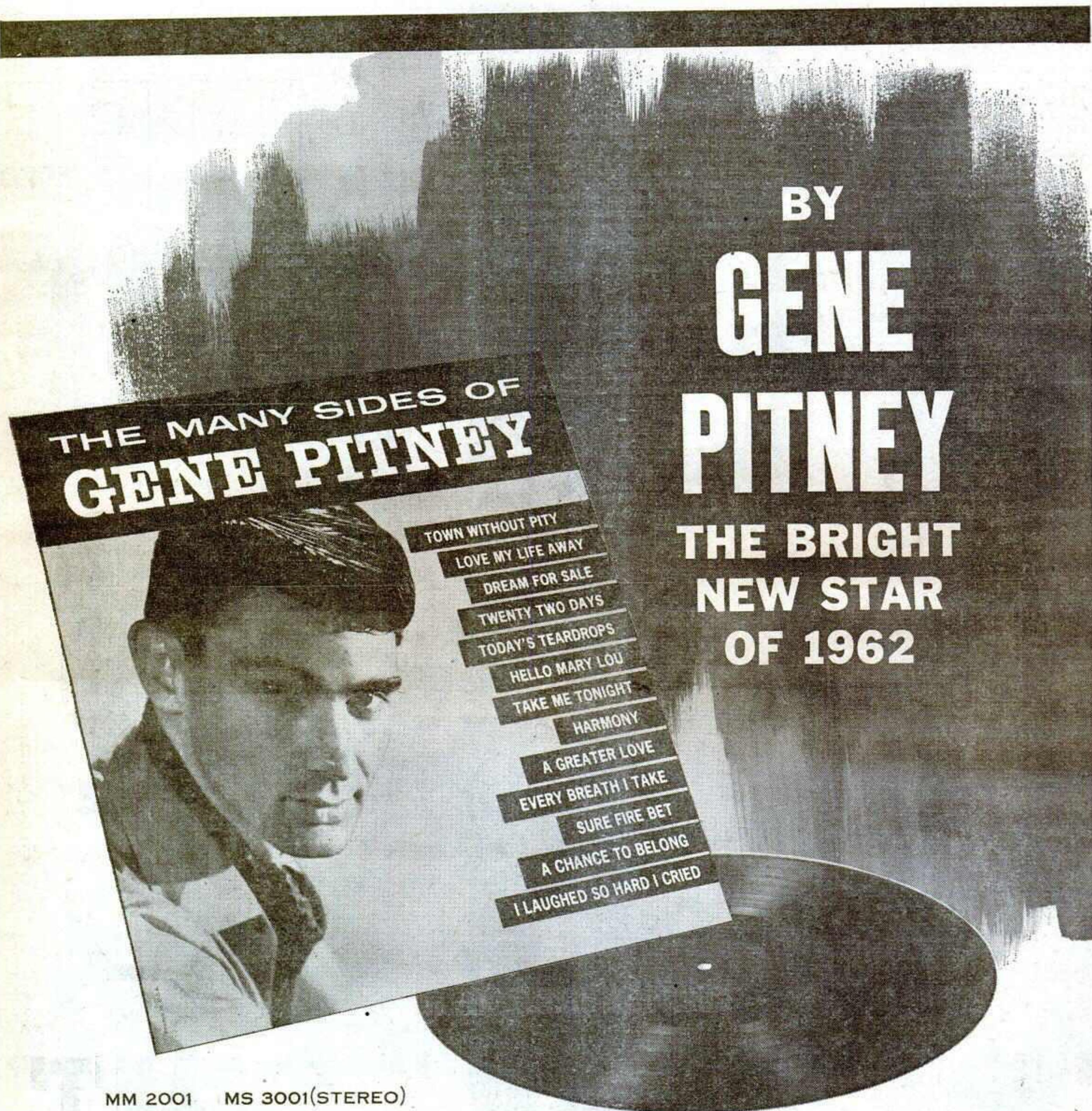
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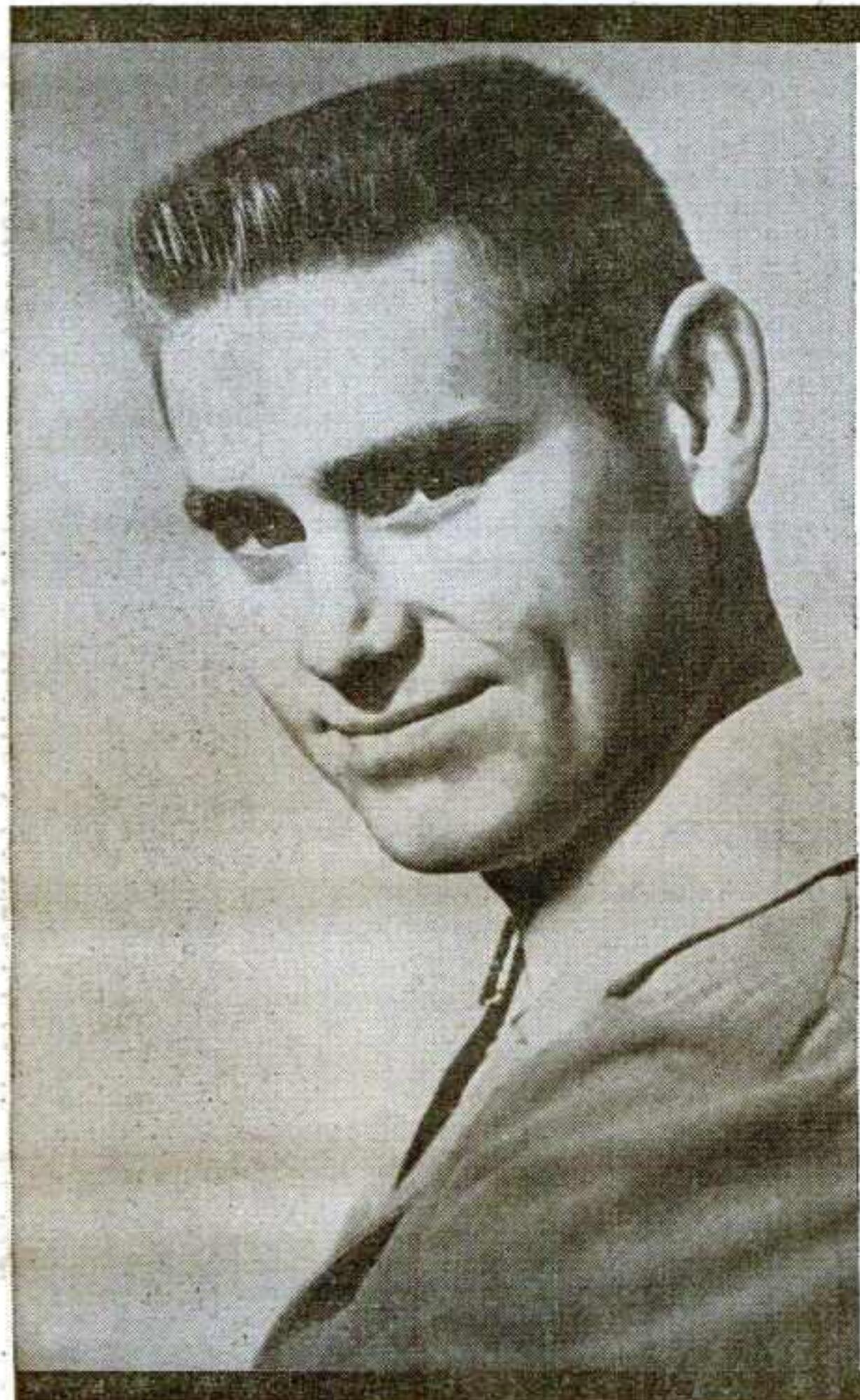
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B/W  
**"SHAME  
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SHAME"**

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ART-TONE 825

**"JUST GOT  
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**"CHANGE YOUR  
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B/W

**"DADDY LONG  
LEGS"**

ART-TONE 830

**JOHNNY FULLER**

**"THE POWER"**

B/W

**"NO MORE"**

**NEW RELEASE**

ART-TONE 828

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**HUMEVIST DIAN**

**"INTERVIEW**

**WITH MR. K"**

B/W

**"3 HIP PIGS"**

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**"DADDY**

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B/W

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## Bundesrat Cuts Tape Clause

### GEMA Hit by Home Exemption

BONN, W. Germany — The Bundesrat (upper House of the West German Parliament) has eliminated a private tape recorder royalty clause from the new West German draft copyright law.

The measure, drafted by the Justice Ministry updating and expanding present legislation enacted in 1901 and 1907, is now before Parliament.

Under German parliamentary procedures, draft legislation goes first to the Bundesrat and then to the Bundestag (lower House) and finally back to the Bundesrat for last approval.

The Bundesrat's refusal to sanction a private taping royalty, as is being demanded by GEMA, the German royalty group, virtually dooms the entire campaign of the German copyright society to extend royalty collections to the home and private entertainment field.

#### Restoration Unlikely

In theory the Bundestag can restore the controversial private taping clause, but in practice it is most unlikely to do so. Popular opposition to the GEMA private taping royalty campaign is too widespread and outspoken.

German press editorials unanimously acclaim the Bundesrat action as a victory for individual rights and a step in defense of "the

### CHECKER SEEKS 2 CORPORATIONS

PHILADELPHIA—Counsel for Chubby Checker petitioned the Philadelphia Orphans' Court for permission to form two corporations around the 20-year-old star.

The petition also asked that Chubby's guardian, Merton J. Matz, be permitted to enter a five-year contract beginning now with the merged recording firm of Cameo-Parkway Records, Inc., whereby Checker will get \$90,000 a year plus royalties on sums earned above amount. It also said that the other earnings of Chubby, whose real name is Ernest Evans, will equal or exceed \$200,000 in 1962, in addition to receipts from record sales.

One of the corporations would be in the music publishing field; the other dealing with merchandising products and endorsements for products.

Judge Harold D. Saylor took the petition under advisement.

private sphere," as the German euphemistically term the right of enjoyment of personal property.

The Bundesrat also appears to have killed, at least for the present, any GEMA aspiration to collect

(Continued on page 40)

### GEMA May Sue Over Tape Issue

By OMER ANDERSON

MUNICH — West Germany's ASCAP organization, GEMA, is reacting sensitively to the Bundesrat's rejection of private tape recorder royalty payment for music taping. It threatens a constitutional suit.

The Bundesrat, the upper chamber of the West German Parliament, rejected the private music taping royalty provision of the new music copyright law introduced into Parliament (see companion story).

#### Legislation in Doubt

GEMA contends that the Bundesrat, by rejecting the private music taping clause in the draft copyright law, has placed the entire piece of legislation in question.

GEMA says any royalty law must be watertight throughout, and that if there is the semblance of a loophole, it can weaken, if not nullify, the entire measure.

The copyright organization charges that the "negative" attitude of the Bundesrat has "cast a pall" over the legislation. It threatens to take the government to court for the deprivation of composers and authors of their constitutional rights.

"If the Bundestag (lower house) sustains the action of the Bundesrat," warns GEMA, "a constitutional suit would become unavoidable."

GEMA speaks ominously of "mobilizing" composers, authors, conductors, directors, singers, actors and musicians "in defense of their rights."

The GEMA statement clearly recognizes, however, that the Bundesrat is probably echoing German public opinion. The statement notes: "To be sure federal laws are enacted by the Bundestag, so that the statement of the Bundesrat has no immediate practical significance."

"The effect of this statement on public opinion has been such that today nobody is willing and ready to pay voluntarily for private copyright licensing."

GEMA, which boasts of being the Continent's most militant copyright organization, by implication accused the Bundesrat of working at cross purposes with the federal courts.

GEMA referred to the recent decision of the Berlin court that GEMA was entitled to collect royalties from all private tape recorder owners. The court's judgment held that "intent to tape music" was implied by the mere purchase of a recorder, and it was unnecessary to prove actual taping of copyrighted music.

HOLLYWOOD—Liberty Records will add four packages to its Premiere line, buttressing the release with a special dealer program covering both previous and new Premiere product.

Program offers a 10 per cent discount, full exchange any time after July 1, with payments in two installments, due April 10 and May 10. It's in effect from February 19 to March 23.

*It's Coming...*

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## BEST TRACKS FROM THE SPOTLIGHT LP'S

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

### THE DUKE OF EARL

**"I'LL FOLLOW YOU"**

Duke of Earl, Vee Jay LP 1040

### YOUNG, ALIVE AND IN LOVE

**"THIS LIFE OF MINE"** . . . . . (Spanka, BMI, 3:52)

Paul Anka, RCA Victor LSP 2502

### TWO ON THE AISLE

**"MAKE SOMEONE HAPPY"** (Stratford, ASCAP, 2:39)

Steve Lawrence-Eydie Gorme, United Artists WWS 8518

### THE MANY SIDES OF GENE PITNEY

**"DREAM FOR SALE"** . . . . . (January, BMI, 2:32)

Gene Pitney, Musicor MM 2001

### GREAT BANDS WITH GREAT VOICES

**"MARIE"** . . . . . (Berlin, ASCAP, 2:44)

Si Zentner Ork-Johnny Mann Singers, Liberty LSS 14017

### GENTLE PURR-CUSSION

**"YELLOW BIRD"** . . . . . (Frank, ASCAP, 3:00)

Terry Snyder & His All-Stars, United Artists WWS 8521

### INSPIRED THEMES FROM THE INSPIRED FILMS

**"KING OF KINGS THEME"** . . . (Robbins, ASCAP, 2:37)

Felix Slatkin, Liberty LSS 14019

### HOLIDAY FOR PERCUSSION

**"CHINATOWN MY CHINATOWN"** . . . . . (ASCAP)

Dick Schory's Percussion Pops Ork

### GLORIA LYNN AT BASIN STREET EAST

**"WOULDN'T IT BE LOVELY"** (Chappell, ASCAP, 2:36)

Gloria Lynne, Everest LPBR 5137

### SERGEANTS THREE—Music From

**"THE SERGEANTS THREE MARCH"**

Various Artists, Reprise R 2013

### 50 GUITARS GO SOUTH OF THE BORDER, Vol. II

**"MEXICAN HAT DANCE"** . . . . . (Metric, BMI, 2:40)

Tommy Garrett, Liberty LSS 14016

### ORNETTE!

**"W.R.U."** . . . . . (MJQ, BMI, 16:25)

The Ornette Coleman Quartet, Atlantic 1378

### HERE WE COME

**"BROADWAY"**

The Three Sounds, Blue Note 4088

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## Prima, Sans Keely, Returns to Capitol

HOLLYWOOD—Louis Prima is returning to Capitol Records after an absence of two years, BMW learned last week. Prima walked out of Capitol in 1960 and moved to Dot Records, bringing with him songstress Keely Smith, to whom he was married at the time, and

Sam Butera and the Witnesses. Miss Smith, who since has parted ways from Prima, will remain at Dot, where she is being featured as a single.

Early in January, Prima had requested and was granted his release from Dot, BMW learned. He signed a contract on behalf of Louis Prima Enterprises, Inc., delivering to Capitol a package comprised of Prima and his band, Butera and the Witnesses, and a female singer, still to be determined.

### SALES FIRE— LABEL BLAZING WITH 5 NEW RELEASES



## DEL SHANNON

Headed for Charts With New Single to Make It Five in a Row!

## "I WON'T BE THERE" "GINNY IN THE MIRROR"

Bigtop #3098

Del Shannon, who has been one of the most consistent selling record artists in the country, has just had his new single released this week. From all advance reaction it appears that Bigtop will have its 5th chartmaker in a row with this record.

## BOBBIE SMITH and the DREAMGIRLS

Answer the Duke With the

## "DUCHESS OF EARL"

Bigtop #3100

The hottest selling record in the country deserves an answer and this new exciting record is it! Bobbie Smith and the Dreamgirls deliver this clever performance . . . a record that should take off quickly.

"Big Hurt" Girl TONI FISHER Back With a Smash!

## "WEST OF THE WALL"

Toni Fisher, who had one of the most talked about records, has captured the "hit" sound again in this exciting rendition to a new tune titled "West of the Wall," Bigtop #3097. The organization is pleased to release this great new record on the Bigtop label.

The "Runaway" Hit Sound on Two Great Standards by MAXIMILLION

## "THE BREEZE & I and THEME FROM PETER GUNN"

c/w "TWISTIN' GHOST"

Maximillion, the musician who added the originality and sound to make "Runaway" a #1 seller last year, stars on his own with a cleverly conceived arrangement of two standards, makes for good programming and large potential record sales. Don't miss out on this.



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## FOR INVENTORY AND PROGRAMMING

# TOP LP'S BY CATEGORY

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

### VOCAL LP's

Title (Label) (Stereo) Mono Top LP Rank

#### Male Vocalists

Paul Anka Sings His Big 15 (ABC)	47
Belfonte at Carnegie Hall (RCA)	65
Big Bad John (Col)	38
Chubby Checker/Bobby Rydell (Cameo)	15
Come Swing With Me (Cap)	89
Bobby Darin Story (Atco)	147
Do the Twist (Atl)	19
<b>• DOIN' THE TWIST AT THE PEPPERMINT LOUNGE (ROU)</b>	2
For Twisters Only (Park)	10
Heavenly (Col)	53
Hill Bent for Leather (Col)	94
Buddy Holly Story (Cor)	77
Hymns (Cap)	100
<b>• HYMNS AT HOME (CAP)</b>	146
I Remember Tommy (Rep)	72
<b>• IF YOU BELIEVE (MERC)</b>	131
Johnny's Greatest Hits (Col)	33
Jump Up Calypso (RCA)	37
Let's Twist Again (Park)	16
<b>• LIVE IT UP (COL)</b>	141
Portrait of Johnny (Col)	43
Jimmy Reed at Carnegie Hall (V-J)	75
Rick Is 21 (Imp)	102
Runaround Sue (Laurie)	26
<b>• TAKE GOOD CARE OF MY BABY (LIB)</b>	99
Twist (Park)	5
<b>• TWIST WITH BOBBY DARIN (ATCO)</b>	49
<b>• VERSATILE BURL IVES (DEC)</b>	127
Whole Lotta Frankie (Chan)	61
Your Twist Party (Park)	3

#### Female Vocalists

All the Way (Dec)	113
Joan Baez, Vol. II (Van)	21
Connie's Greatest Hits (MGM)	108
Ella in Hollywood (Verve)	138
Judy at Carnegie Hall (Cap)	611
Never on Sunday (MGM)	30
Roaring 20's (WB)	95
September in the Rain (Merc)	140
This Little Boy of Mine (Ever)	110

#### Duos and Groups

Brothers Four Song Book (Col)	96
Encore of Golden Hits (Merc)	88
From the Hungry i (Cap)	105
Goin' Places (Cap)	122
Here We Go Again (Cap)	107
Highwaymen (UA)	136
Kingston Trio (Cap)	117
Kingston Trio Close Up (Cap)	2829
<b>• LET'S ALL SING WITH THE CHIPMUNKS (LIB)</b>	80
<b>• LION SLEEPS TONIGHT (RCA)</b>	67
<b>• SING OUT! (RCA)</b>	1934
Slightly Fabulous Limeliters (RCA)	1839
<b>• A SONG FOR YOUNG LOVE (CAP)</b>	97
Tonight in Person (RCA)	106
<b>• TWIST WITH THE VENTURES (DOL)</b>	28

#### Choruses

Fireside Sing Along With Mitch (Col)	86
Folk Song Sing Along With Mitch (Col)	116
Happy Times Sing Along With Mitch (Col)	142
Holiday Sing Along With Mitch (Col)	166
Memories Sing Along With Mitch (Col)	111
More Sing Along With Mitch (Col)	130
Party Sing Along With Mitch (Col)	135
Saturday Night Sing Along With Mitch (Col)	121
Sentimental Sing Along With Mitch (Col)	70
Sing Along With Mitch (Col)	2224
Still More Sing Along With Mitch (Col)	91
TV Sing Along With Mitch (Col)	3454
Your Request Sing Along With Mitch (Col)	4536

#### Mixed Voices

<b>• ALAN FREED'S MEMORY LANE (END)</b>	126
<b>• MURRAY THE "K'S" BLASTS FROM THE PAST (CHESS)</b>	35
Murray the "K's" Sing Along With the Original Golden Gassers (Rou)	120
Oldies But Goodies, Vol. I (OS)	27
Oldies But Goodies, Vol. III (OS)	32
Sixty Years of Music America Loves Best, Vol. III (RCA)	112

### CLASSICAL & SEMI-CLASSICAL LP's

<b>• MY FAVORITE CHOPIN (RCA)</b>	150
Rodgers: Victory at Sea, Vol. III (RCA)	144

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

### Vocal LP's

Title (Label) (Stereo) Mono Top LP Rank

### INSTRUMENTAL LP's

#### Mood and Dance

Berlin Melody (Dot)	39
Calcutta (Dot)	62
Ebb Tide & Other Instrumental Favorites (Dec)	27
<b>• FERRANTE &amp; TEICHER, LOVE THEMES (UA)</b>	137
<b>• GOLDEN PIANO HITS (UA)</b>	148
Golden Waltzes (Dot)	78
Italia Mia (Lon)	82
<b>• LET THERE BE DRUMS (IMP)</b>	7
<b>• LET'S TWIST HER (HI)</b>	59
Mexico (Mono)	66
<b>• MOON RIVER (DOT)</b>	18
New Piano in Town (RCA)	57
<b>• SO MUCH IN LOVE (COL)</b>	83
Somebody Loves Me (Col)	79
<b>• SONGS OF PRAISE (LON)</b>	124
<b>• SONGS OF THE FABULOUS 50'S (KAPP)</b>	133
Stars for a Summer Night (Col)	25
<b>• TWISTIN' IN HIGH SOCIETY (EPIC)</b>	71
<b>• ROGER WILLIAMS' GREATEST HITS (KAPP)</b>	103
Yellow Bird (Dot)	85

#### Jazz

Best of the Dukes of Dixieland (AF)	139
Genius After Hours (Atl)	69
Genius of Ray Charles (Atl)	145
Genius Plus Soul Equals Jazz (Impulse)	143
<b>• HORN A-PLenty (RCA)</b>	118
<b>• MIDNIGHT SPECIAL (BLUE NOTE)</b>	109
<b>• TIME FURTHER OUT (COL)</b>	41
Time Out (Col)	9
What'd I Say (Atl)	74

#### Percussion and Sound

<b>• EXOTIC PERCUSSION (LON)</b>	50
Melody and Percussion for Two Pianos (Lon)	40
Pass in Review (Lon)	31
Persuasive Percussion, Vol. I (Com)	21
<b>• PERSUASIVE PERCUSSION, VOL. IV (COM)</b>	42
Stereo 35/MM (Com)	3
<b>• STEREO 35/MM, VOL. II (COM)</b>	32

### SHOW MUSIC

#### Original Cast

Camelot (Col)	17


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ANOTHER REASON TO GO LIBERTY IN '62



*First In The Foreground Of Sound*

# **Chudd Buys Messner Assets**

**HOLLYWOOD** — Lew Chudd's Imperial Records last week bought the assets of Messner & Messner, Inc., including the Aladdin, Score and Lamp labels and Aladdin Music Publications (BMI). In buying the Eddie and Leo Messner firms, Chudd acquires approximately 3,000 masters recorded during the 17 years the Aladdin label has been in existence and some 1,500 copyrights in its music firm.

Chudd told BMW he plans to issue the Aladdin product under his Imperial banner, and will not use the Messner labels. He said Imperial will hit the market in March with 20 LP's comprised of material culled from the Aladdin backlog, followed by another 20-album release of Aladdin fare in April. Much of the material will be issued for the first time, as, according to Chudd, a considerable number of masters had not been previously released by the Messners. LP's will list at the standard \$3.98 price.

Some of the artists who have appeared under the Aladdin banner are Helen Humes, Illinois Jacquet, Billie Holliday, Lester Young, Charles Brown, Wynonie Harris, Jimmy Young, Jimmy Mundy, Mercer Ellington, the Soul-Stirrers, Howard McGhee, Jay McShann, Johnny Otis, the Three Blazes, among others in the blues and jazz fields.

Aladdin Records, started in July of 1945, was one of the oldest of the coast-born independents to remain in business. It was formed by Leo Messner, a former high school English instructor, and his brother Eddie, during an era when indie labels were sprouting up with remarkable rapidity under the California sun.

The Messners had been operating the Philharmonic Record Store at the Philharmonic Auditorium Building in downtown Los Angeles, and at first named their label Philo. One of the early releases was the Helen Humes hit, "Be-Baba-Luba," which vaulted the label into national prominence.

Soon after that the Philco Corporation became aware of the fledgling Coast label, and fearing confusion between the two similar firm names, prompted the Messners to seek another label tag. They selected Aladdin, as their original trade-mark had included a lamp in its design. During its first year the label sold 1,500,000 disks, and during the early '50's had become one of the nation's leading rhythm and blues firms.

## **Hon. Ryan Denies Rubber Motion For Intervention**

**NEW YORK**—Chief Judge Sylvester J. Ryan this week denied a motion filed by various West Coast music interests to intervene and become parties to the court action involving the fixing of license fees to be paid by TV broadcasters to ASCAP. Instead, Ryan suggested that the parties enter the action as *amicus curiae*.

Those petitioning for the intervention order were Miklos Rosza and George Dunning, president and treasurer of the Screen Composers Association, and Leith Stevens and David Raksin, president and treasurer of the Composers and Lyricists Guild of America. Dunning and Raksin also sought to intervene in the case on the side of ASCAP on behalf of themselves and other ASCAP members who compose material for pre-recording in pictures and television tape and film.

**Francis, MGM  
Suing Eljay on  
Premium LP**

NEW YORK — Connie Francis and MGM Records are co-plaintiffs in a suit lodged in New York Supreme Court last week against Eljay Corporation. The suit seeks to enjoin Eljay from distributing and selling an album titled "Sing Along with Connie Francis," originally produced as a part of a premium offer with Brylcreem, a cosmetic product.

In the complaint, Miss Francis charges that she made the recording solely for the promotional venture and that the recordings are now showing up in retail stores for sale at cut prices. The album was to be sold in combination with a tube of Brylcreem in supermarkets and drug outlets for a five-week period expiring last October 14.

It is charged that Eljay breached the contract by offering the albums left over from the campaign to disk stores for sale at prices as low as

stores for sale at prices as low as

59 cents, and that this sale is damaging the sale of her regularly priced LP's on MGM. The suit also seeks \$40,000 costs for recording services.

Two weeks ago, the disks were advertised at 59 cents by Sam Goody in local newspapers here. Goody said he had obtained them for 31 cents. At the time, he reported that "There must be close to a million of those LP's stacked up in the company's warehouse. There are plenty for everybody."

## **Dot Inks Four Lads To Long-Term Pact**

**HOLLYWOOD** — Dot Records last week signed the Four Lads to a long-term recording contract and will hit the market within a week with the group's first recording under its banner. The group, with a long and impressive list of top selling singles to its credit, previously had recorded under the Columbia banner and for the past two years functioned on a freelance basis.

Dot president, Randy Wood

## Atlantic Forms TwisTime Label

**NEW YORK**—In a move to "take full advantage" of the Twist trend, Atlantic Records has set up a new label, TwisTime Records, which will specialize in Twist-styled disks.

## **Langenberg Visit Includes Meeting With Merc Execs**

NEW YORK—William Langenberg, director of Philips (Philips Photographic Industries of the Netherlands), arrived in New York last week. He was accompanied by Ernst Van Der Vrossen.

Langenberg met with Irv Green, head of Mercury, last week, as well as executives both at Mercury and Philips. Van Der Vrossen met with Wilma Cozart Fine, head of Mercury's classical division, to discuss future recordings for the classical department. Langenberg will visit Canada, Mexico and South America on this trip to review the firm's activities in these countries.

His visit coincided with the arrival in New York of Johnny Halliday, the European hit-maker now on Philips. A cocktail party was held last Friday (16) in New York for the singer.

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873rd, 874th, 875th, 876th, 877th, 878th, 879th, 880th, 881st, 882nd, 883rd, 884th, 885th, 886th, 887th, 888th, 889th, 890th, 891st, 892nd, 893rd, 894th, 895th, 896th, 897th, 898th, 899th, 900th, 901st, 902nd, 903rd, 904th, 905th, 906th, 907th, 908th, 909th, 910th, 911st, 912nd, 913rd, 914th, 915th, 916th, 917th, 918th, 919th, 920th, 921st, 922nd, 923rd, 924th, 925th, 926th, 927th, 928th, 929th, 930th, 931st, 932nd, 933rd, 934th, 935th, 936th, 937th, 938th, 939th, 940th, 941st, 942nd, 943rd, 944th, 945th, 946th, 947th, 948th, 949th, 950th, 951st, 952nd, 953rd, 954th, 955th, 956th, 957th, 958th, 959th, 960th, 961st, 962nd, 963rd, 964th, 965th, 966th, 967th, 968th, 969th, 970th, 971st, 972nd, 973rd, 974th, 975th, 976th, 977th, 978th, 979th, 980th, 981st, 982nd, 983rd, 984th, 985th, 986th, 987th, 988th, 989th, 990th, 991st, 992nd, 993rd, 994th, 995th, 996th, 997th, 998th, 999th, 1000th, 1001

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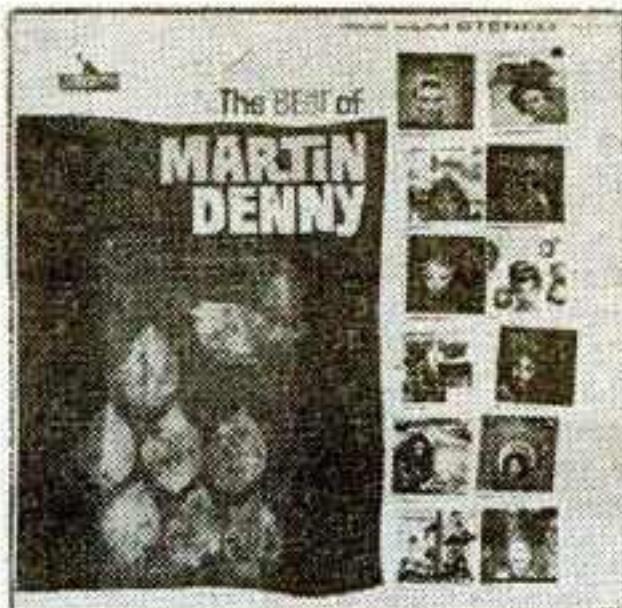
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**ANOTHER REASON TO GO LIBERTY IN '62**



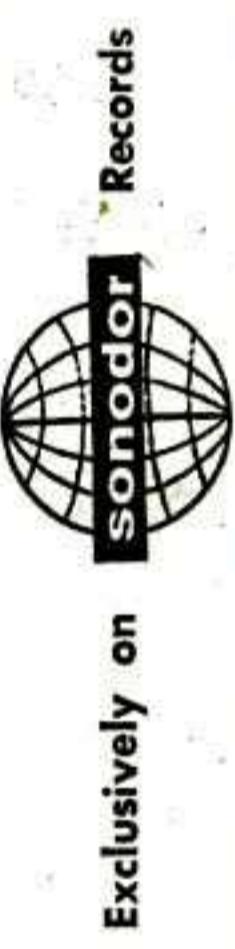


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## THE NATION'S TOP TUNES HONOR ROLL OF HITS

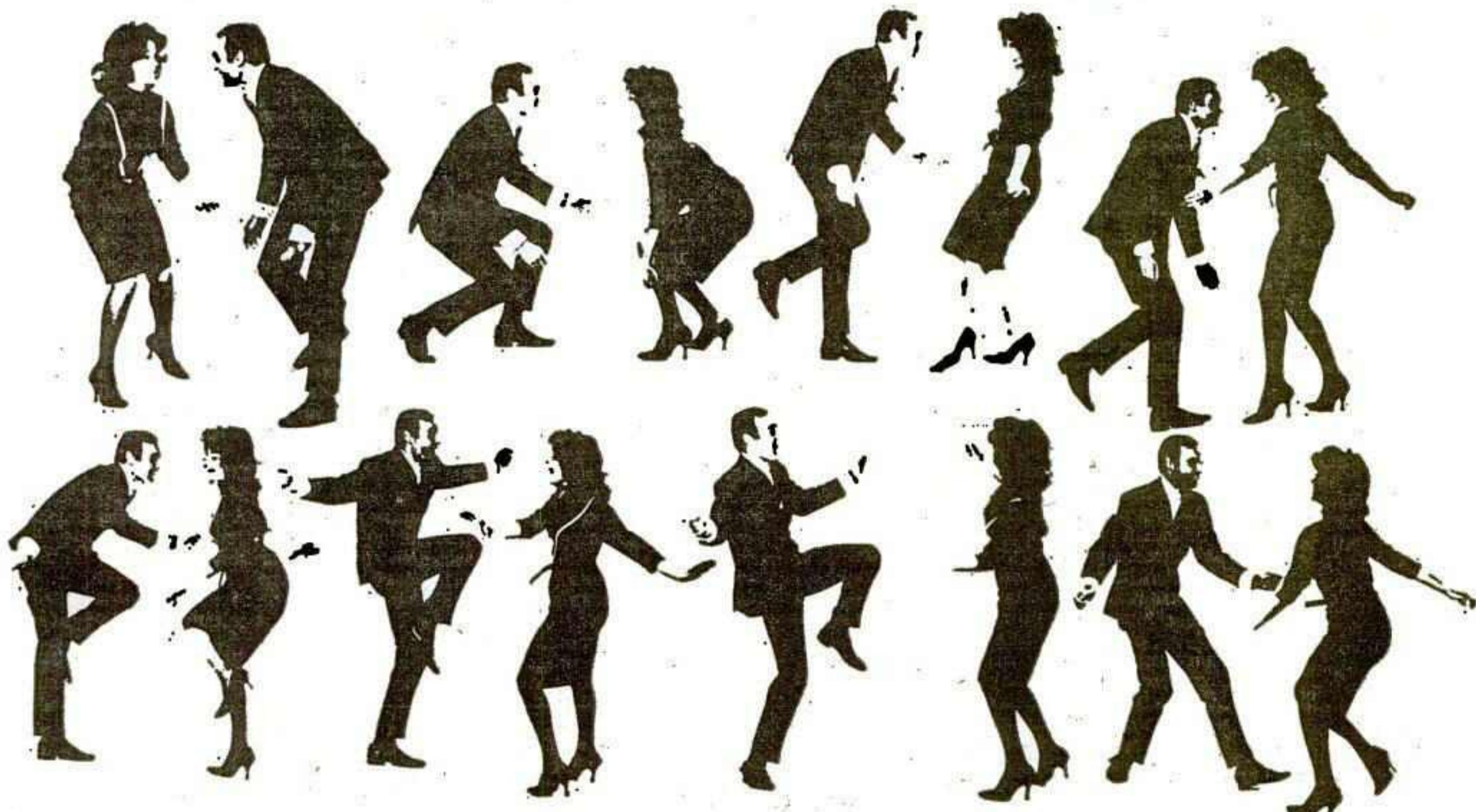
TRADE MARK REG.

FOR WEEK ENDING FEBRUARY 24

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.

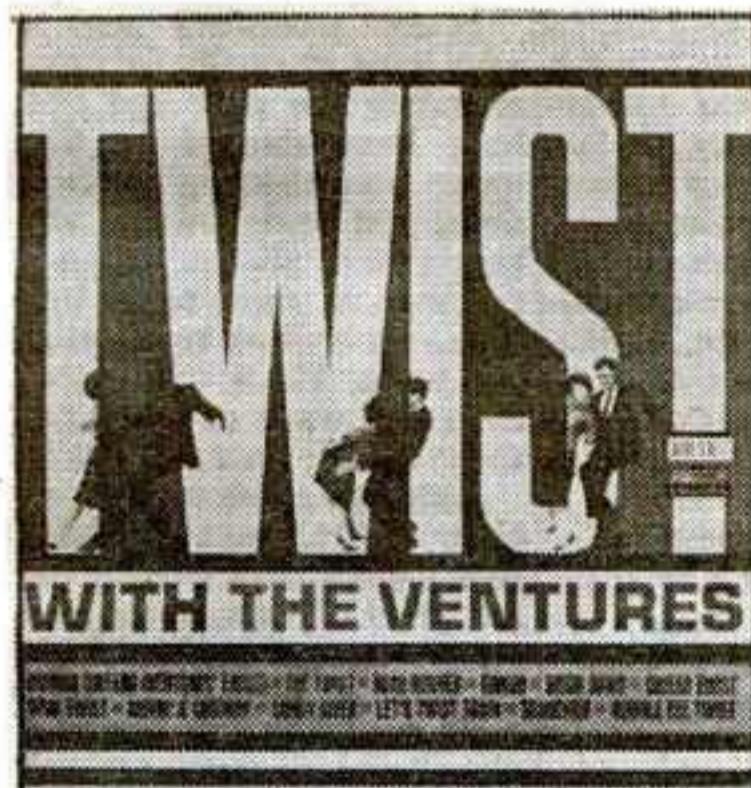
This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	3	DUKE OF EARL	By Williams-Edwards-Dixon—Published by Conrad (BMI)	5
2	2	THE TWIST	By Hank Ballard—Published by Jay & Cee-Armo (BMI)	29
3	5	THE WANDERER	By E. Maresca—Published by Schwartz-Disal (ASCAP)	8
4	4	NORMAN	By John D. Loudermilk—Published by Acuff-Rose (BMI)	7
5	1	PEPPERMINT TWIST	By Joey Dee-Henry Gloves—Published by Impact-Ware (BMI)	12
6	8	A LITTLE BITTY TEAR	By Hank Cochran—Published by Pamper (BMI)	8
7	15	HEY! BABY	By Cobb-Channel—Published by LeBill (BMI)	3
8	9	DEAR LADY TWIST	By Guida—Published by Pepe (BMI)	6
9	10	BREAK IT TO ME GENTLY	By Lamport-Seneca—Published by Northern (ASCAP)	6
10	12	CRYING IN THE RAIN	By Greenfield-King—Published by Aldon (BMI)	4
11	7	CAN'T HELP FALLING IN LOVE	By Weiss-Peretti-Creatore—Published by Gladys (ASCAP)	10
12	6	I KNOW	By Barbara George—Published by Saturn-At Last (BMI)	9
13	14	COTTON FIELDS	By Dave Fisher—Published by Westside (BMI)	7
14	16	CHIP CHIP	By Barry-Crofford-Resnick—Published by Trinity & Glo-Mac (BMI)	3
15	11	BABY IT'S YOU	By Mack David-Barney Williams-Bert Bacharach—Published by Dolphi (ASCAP)	7
16	30	MIDNIGHT IN MOSCOW	By Soloviev-Sedoi-Matusovskiy-Ball—Published by Melody Trails (BMI)	2
17	28	LET ME IN	By Y. Baker—Published by Arc-Kae Williams (BMI)	2
18	29	TUFF	By Cannon—Published by Jec (BMI)	3
19	21	I'M BLUE (The Gong-Gong Song)	By Turner—Published by Progressive-Placid (BMI)	2
20	13	THE LION SLEEPS TONIGHT	By Weiss-Peretti-Creatore—Published by Folkways (BMI)	12
21	—	PERCOLATOR (TWIST)	By Bideu-Freeman—Published by Meadowlark (ASCAP)	1
22	—	HER ROYAL MAJESTY	By Goffin-King—Published by Aldon (BMI)	1
23	26	CAJUN QUEEN	By W. Walker—Published by Cedarwood (BMI)	2
24	27	SMOKY PLACES	By Abner Spector—Published by Annie-Earl & Sun Flower (ASCAP)	3
25	—	DON'T BREAK THE HEART THAT LOVES YOU	By David-Murry—Published by Francon (ASCAP)	1
26	—	MY BOOMERANG WON'T COME BACK	By Diamond-Drake—Published by Picadilly (BMI)	1
27	24	SHADRACK	By Robert MacGimsey—Published by Fischer (ASCAP)	4
28	20	TOWN WITHOUT PITY	By D. Tiomkin-N. Washington—Published by United Artists (ASCAP)	8
29	19	SHE'S EVERYTHING	By Lapham—Published by Alan K (BMI)	4
30	18	IRRESISTIBLE YOU	By Kasha-Dixon—Published by Lloyd & Logan (BMI)	6

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A collection of the biggest Country hits of all time, most of which were also pop smashes — in the Twistingest album ever!

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Now a smash single becomes a smash LP. It's jam-packed with top Stomp hits and features the original "Surfer's Stomp."

This is the original  
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Display featuring both LP's  
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for the asking)

FIRST IN THE FOREGROUND OF SOUND



**ANOTHER REASON TO GO LIBERTY IN '62**

## Soviets Producing Stereo Wax

• Continued from page 4

year we expect to open at least two new pressing plants."

Bazkakov reported that Russia pressed 100 million records in 1961—a Red record. He predicts expansively that "We will overtake the United States in record production, and no later than 1965."

This would mean Soviet disk production of around 500 million by 1965, which is theoretically possible on the basis of a projection of current output annual increase.

Bazkakov reports a tremendous rise in disk buying by the Soviet public. "We are working far behind demand. Even with increased production, as now planned, we will be working behind demand."

However, Bazkakov and Communist platter pundits here generally concede that the real problems plaguing Russian record production are not those of numbers, but of titles, quality, and phonographs.

Despite Bazkakov's rosy forecast, the quality of Soviet

disks is relatively poor, especially in relation to recent stereo sound progress. Over-all, the Russians have a catalog of around 40,000 titles, but there is dissatisfaction generally over the party-line censoring of musical works.

Any composer falling from Communist grace is at once exorcized from the title catalog, living or dead. On the other hand, much of the 100 million output represents party-line pressings. This means that while the Soviet disk fan may not be able to get Igor Stravinsky's works on wax, he is pressed to take pressings of "Romance on a Collective Farm" or "The Girl Tractor Driver and the Stakhanovite."

Russian disk impresarios are candid about the party-line policing of disk output, joking, "The girl doesn't have to be a tractor driver, of course. We intend bringing out a title soon about a Soviet girl astronaut. We might call it 'Lady on the Moon.'"

Most non-Communist authorities

## SINATRA SOUND FLOODS RADIO AROUND LAND

• Continued from page 4

up good box-office returns in its opening dates. However, all concerned insist the sudden outbreak of Sinatra wax marathons is purely coincidental and has nothing whatsoever to do with ballyhoo on the film.

Deejay William B. Williams of WNEW, here, waxed a bit cynical during the WINS marathon last week over the fact that the station avowed it would play Sinatra records until the singer called them. Williams expressed amazement that the station couldn't locate Sinatra, pointing out to his listeners that the singer had guested on WNEW (in conjunction with the opening of "Sergeants 3" here) that morning.

on Soviet disk developments believe Russian record production will be restricted increasingly by the absence of suitable phonographs. There are few high fidelity console phonographs, and the record-changer is largely unknown.

The Russian record fan still plays his disks on antique turntables plugging into a radio. The tone quality is "so bad it must be heard to be believed," a Soviet disk executive in the Bazkakov party conceded.

This means that the Soviet music fan who buys a stereo record makes his purchase as an act of Communist faith. For there is only one factory in the Soviet Union—in Leningrad—presently producing stereo phonographs.

However, inured as they are to disks that scratch and scratch, the Soviet disk buyers seem unconcerned about tonal quality. At the moment the Red-hot record in Russia is a disk sounding like caterwauling which was pressed in 1919—the voice of Lenin explaining "How to Rescue the Toilers from the Exploitation of the Landowners and Capitalists—Forever."

## Sinatra Keys WINS Switch

• Continued from page 4

(they congratulated WINS for dropping rock and roll which "contaminates" U. S. youth), heralds a completely new programming setup at WINS.

On the basis of telephone surveys conducted by the station last week, Steele has made up a list of 10 "anchor artists," whose recordings will henceforth form a programming base for all WINS shows. In addition to Sinatra, the list includes, in the order named, Ella Fitzgerald, the late Glenn Miller, Johnny Mathis, Connie Francis, Judy Garland, Nat Cole, Jimmy and Tommy Dorsey, Doris Day and Perry Como. The preferred 10 will be augmented by other artists' disks which fit into the new non-rock and roll groove.

The change-over hits WINS deejay Murray (the K) Kaufman the hardest, since the bulk of his following is among r.&r.-minded teen-agers. However, Steele said Kaufman is adjusting to the new programming concept very nicely and is making plans for a concert starring Harry Belafonte and Ella Fitzgerald. Heretofore, Kaufman has emceed strictly rock and roll vaude bills.

### WMGM Changes

Meanwhile, another New York station is readying a big promotional splash to announce its programming switch from Top 40 to pretty music. The newly acquired Storer station, WMGM here, will adopt a "good music" policy Feb-

## Exposure Follows Different Roads

• Continued from page 4

business. It is believed, however, that gradually more ballads will make it and that publishers will no longer have to apologize for coming in to an a.&r. chief with a "good" song.

### Some Sweet Examples

Examples of the smoother disks that have made it lately include "Moon River," "A Little Bit of Tea," "Can't Help Falling in Love," "Midnight in Moscow," "Don't Break the Heart That Loves You," "She's Got You," "I'll See You in My Dreams," "Where Have All the Flowers Gone," "Afrikaan Beat," "Let Me Call You Sweetheart," and many others.

It is felt by both record men and publishers that artists who have been able to prosper even if the sweet music trend continues to build. Elvis Presley, Jerry Butler, Brook Benton, Connie Francis, for instance, are examples of artists who can sing sweet or swing as the case may be. Thus, in addition to the Sinatras and Fitzgeralds, many of the new and younger artists are expected to continue to do well no matter what happens.

It is also conceivable that artists may gradually switch their styles to conform with the sweeter music programming growth. Chubby Checker, the king of the Twist, stated last week in this concern that, in his March night club appearance at New York's Copacabana, he intended to sing ballads as well as Twist songs. Jerry Butler, who had a big success with "Moon River" told BMW recently that his record of that tune had opened many new doors for him as far as station exposure is concerned.

### Some Started

Many publishers and writers who have gradually become acclimated to the rock and roll field, have been startled by the good music programming trends on stations. Yet some writers, and publishers have always striven for recordings of their tunes by ballad artists as well as rock artists over the years. There will probably be more and more of this type of activity on the part of music firms.

Although some companies, especially indies, have looked at the teen market only from a rock and roll point of view, there have been many cases of rock artists selling hit ballads. Two of Presley's biggest were "Are You Lonesome Tonight," and his current "Can't Help Falling in Love." Examples of ballad hits by Brook Benton, Ben E. King, Connie Francis, Timi Yuro, Paul Anka, Ray Charles, and many more, are too numerous to mention. And from the country field, have come pop-country ballads that have turned into smash pop hits for such artists as Jim Reeves, Patsy Cline, Brenda Lee, Marty Robbins, etc.

If the trend to sweet music en-

ergy continues, it will mark a more drastic change than the WINS switch, in that WMGM (new call letters WHN) will de-emphasize deejay personalities completely and spotlight mainly show music and lush instrumentals, a la WPAT, Paterson, N. J.

In line with this, veteran disk jockey Jerry Marshall resigned from the station last week, and is currently negotiating with two leading indies. Other jockeys it is rumored will also leave WMGM shortly because the new format, reportedly, is so stringent that spinners will not be allowed to identify their own time segs with their names.

(Continued on page 32)

larges, and if the record labels aim more of their output to that style, it is a safe bet that many of today's top rock and roll writers will also compose many of the sweet music hits. And that many of today's top young artists will be singing them.

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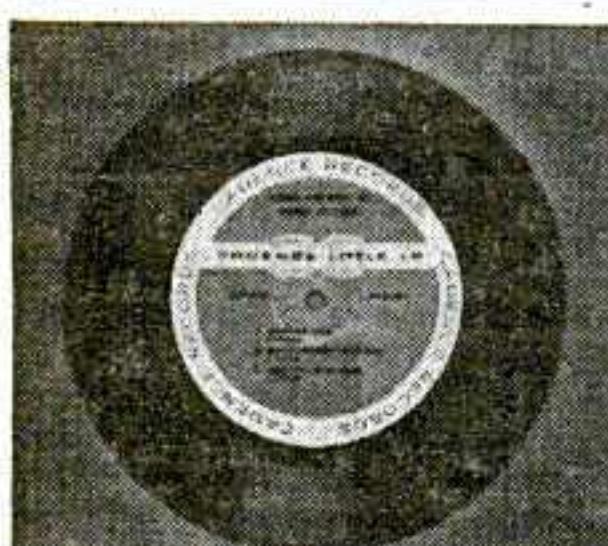
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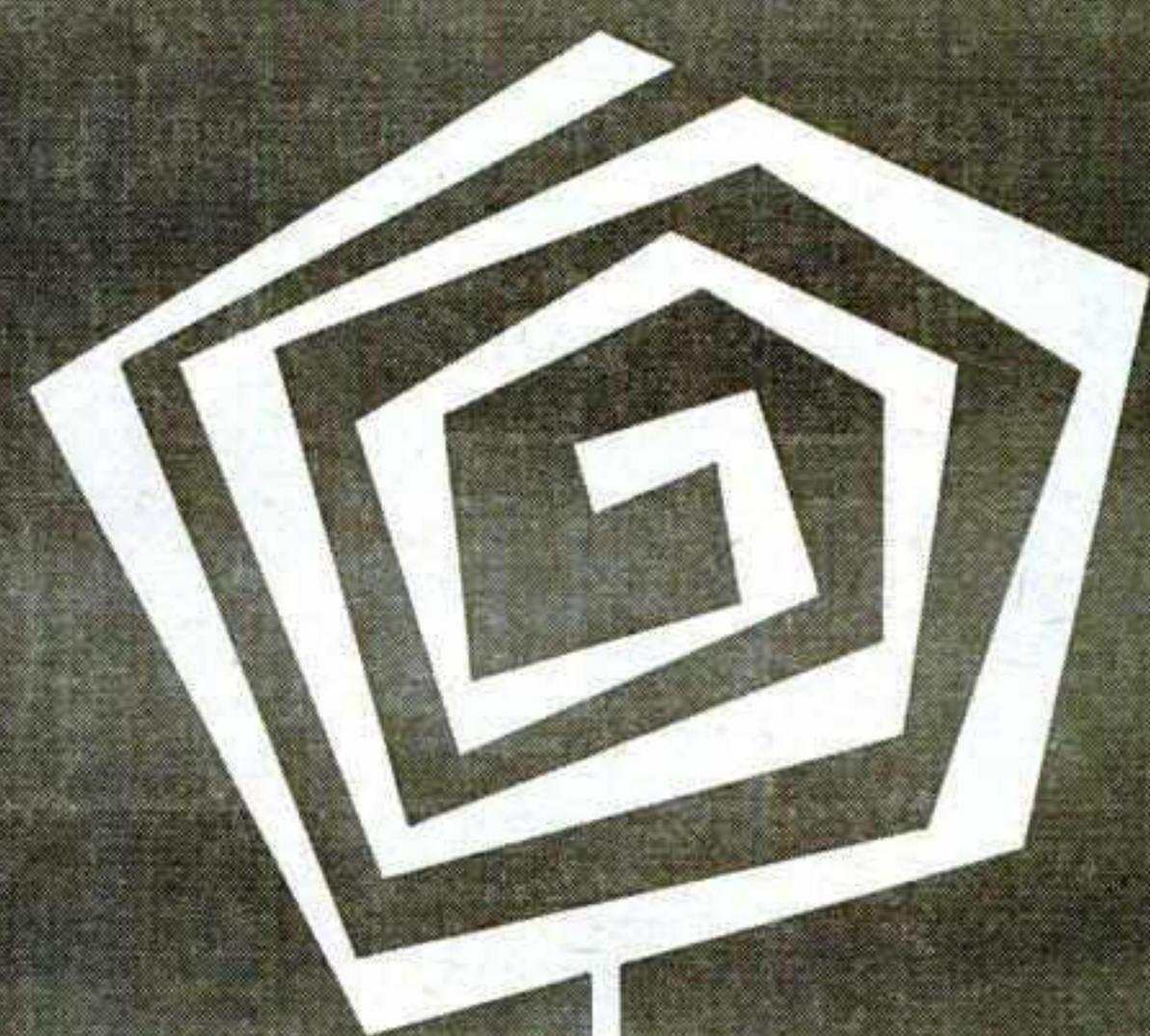
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WMGM Changes

Meanwhile, another New York station is readying a big promotional splash to announce its programming switch from Top 40 to pretty music. The newly acquired Storer station, WMGM here, will adopt a "good music" policy Feb-

when answering ads . . .

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BILLBOARD MUSIC WEEK



ORIGINAL AMERICAN HIT!

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Sprouting Up Fast!

# 'THE WHITE ROSE OF ATHENS' DAVID CARROLL

AND HIS ORCHESTRA  
MERCURY 71917



## Tradesters Frolic at London Show



AT LONDON'S AMUSEMENT TRADES EXHIBITION, the Billboard Music Week booth was a busy place as BMW European director, Art Rosett, played host to many artists and execs from the record-music-coin industries. Shown during their visit on these photos are, left to right:

Top: Susan Maughan (Philips), Rosett, Jeanette Corns and Frankie Vaughan (Philips); Tommy Bruce performing for the benefit of Julia Whitehouse; BMW's London correspondent, Don Wedge, with Kenny ("Midnight in Moscow"). Bottom: Ball, Jeanette Corns and Art Rosett.

Bottom: Rosett, Miss Corns and Miss Whitehouse (right) greet Matt Monro, who was voted Favorite International Artist in BMW's latest Disk Jockey Poll; Peter Fordeno, Miss Whitehouse, Danny Williams, Miss Corns, Ricky Stevens and Art Rosett.

## Brown Meggs to N.Y. As Csida's Assistant

HOLLYWOOD — Capitol Records public relations director, Brown Meggs, moves to New York March 1 as Eastern vice-president Joe Csida's executive assistant, and Fred Martin steps up into the PR

directional post. Martin had served under Meggs as press relations manager.

Meggs will specifically handle Eastern publicity and when needed will aid Csida, who runs the singles operation, bids for Broadway shows, supervises the label's Nashville recording activities and its music publishing subsidiaries.

## Kapp Closes Hollyw'd Branch

HOLLYWOOD—Kapp Records last week closed its distributing branch here and turned its line over to George Hartstone's Hart Distributing Company. Bill Hall, who served as general manager of Kapp Distributing Corporation of California, moved over to Hart Distributing as sales manager of the Kapp division. He brings with him key members of his Kapp branch staff, including his assistant, Don Thorne, and promotion man Jerry Moss.

In acquiring the Kapp line, Hartstone also took over the lease of the building occupied by the Kapp branch, the complete inventory and accounts receivable. Kapp division of Hart Distributing will remain on the same premises previously occupied by the Kapp branch.

With the closing of its Los Angeles branch, Kapp Records has completed its withdrawal from the company-owned distribution field. Last year Kapp folded its New York branch and turned over its line to All-State Distributing. Kapp had opened the Los Angeles branch in December, 1960, and, according to Hall, the company-owned branch doubled the line's sales during the first year over, the volume moved by an independent distributor during the year before.

According to Hall, the branch's operations was healthfully in the black during 1961. The decision to close the branch stemmed from the label's desire to be out of the distributing business and concentrate all its efforts on the manufacturing side.

## FOLK TALENT & TUNES

By BILL SACHS

The Johnny Cash Award of Merit, recently introduced by Johnny Cash, Inc., of Ventura, Calif., will be presented for the first time February 20 when "The Johnny Cash Show" plays the Dade County Auditorium, Miami. According to plans, the award will be made in the various States to the deejay or promoter "who has done the most to intelligently and honestly present country and western talent in a manner calculated to upgrade such presentations." The first recipient of the honor will be Cracker Jim Brooker, prominent c.w. deejay associated with WMIE, Miami. Johnny Western, Cash show's emcee, will introduce Cracker Jim to the audience, and June Carter will make the presentation. In the show's talent line-up, besides Western and Miss Carter, are Johnny Cash and the Tennessee Three, Gordon Terry, Mac Wiseman, Jimmy Newman, Johnny and Jack and Kitty Wells.

A jamboree package featuring Patsy Cline, Wanda Jackson, Faron Young and band, along with Pee Wee King, Wayne Johnson and Redd Stewart, is set for a stand at the Fairgrounds Coliseum, Louisville, February 25. Following the date, Pee Wee King takes his unit on a tour covering San Antonio, Waco and Austin, Tex.; Shreveport, La.; Biloxi and Hattiesburg, Miss.; Blacksburg, Va.; Bluefield, W. Va.; Greenville, S. C., and Beaufort, N. C. . . . Songwriter - entertainer Rudy Thacker has taken over the Little Lorain Theater, 4601

Lorain Avenue, Cleveland, for the presentation of a regular Saturday night wing-ding, starting March 3.

Hank Snow and His Rainbow Ranch Boys are booked for the Branden Theater, Presque Isle, Me., February 20; Opera House, Waterville, Me., 21; Rumford, Me., 22; Augusta, Me., 23, and Lewiston, Me., 24. Unit will do two shows at each stand. Hank returns to Europe for a month's tour starting May 3. . . . Smiley Burnette recently took time off from his fishing at Corpus Christi, Tex., to cut a Starday album at the label's Nashville studios. Skedded for early spring release, the deck will carry a number of Smiley's "Take a Look at That Worm" and "It's My Lazy Day." . . . Another recent Nashville visitor was Arthur ("Guitar Boogie") Smith, of Charlotte, N. C., who made an appearance on WSM's "Grand Ole Opry" to plug his new Starday single, "Guitar Boogie Twist." Smith has a Starday album, titled "Mr. Guitar," slated for release in the spring.

A "Grand Ole Opry" unit featuring Faron Young, Don Gibson, Skeeter Davis, Bill Anderson and Claude King played to a full house at City Auditorium, Houston, January 20, in a promotion handled by Houston's full-time country station, KIKK, owned by Leroy Gloger. . . . The Western Corral, new nitery in the Auditorium Hotel, Houston, features c.w. music exclusively, with Larry Butler and the Sunset Playboys the current attraction.

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BILLBOARD  
MUSIC WEEK

## HITS OF THE WORLD



## Europe

## BRITAIN

(Courtesy New Musical Express, London)

\*Denotes local origin

This Last Week Week

- 1 \*THE YOUNG ONES—Cliff Richard (Columbia)—Harms-Witmark
- 2 LET'S TWIST AGAIN—Chubby Checker (Columbia)—West One
- 3 \*FORGET ME NOT—Eden Kane (Decca)—Essex Music
- 4 ROCK-A-HULA BABY—Elvis Presley (RCA)—Belinda Music
- 5 WALK ON BY—Leroy Van Dyke (Mercury)—MCPS
- 6 A LITTLE BITTY TEAR—Burt Ives (Brunswick)—Acuff-Rose
- 7 CRYING IN THE RAIN—Everly Bros. (Warner Bros.)—Aldon
- 8 HAPPY BIRTHDAY SWEET SIXTEEN—Neil Sedaka (RCA)—Aldon
- 9 \*STRANGER ON THE SHORE—Acker Bilk (Columbia)—Sherwin
- 10 \*I'D NEVER FIND ANOTHER YOU—Billy Fury (Decca)—Nevins-Klshner
- 11 RUN TO HIM—Bobby Vee (London)—Aldon
- 12 PEPPERMINT TWIST—Joey Dee (Columbia)—Jewel Music
- 13 \*LONESOME—Adam Faith (Parlophone)—Essex Music
- 14 CAN'T HELP FALLING IN LOVE—Elvis Presley (RCA)—Manor
- 15 MULTIPLICATION—Bobby Darin (London)—Burton
- 16 \*JEANNIE—Danny Williams (HMV)—Kassner
- 17 \*THE COMANCHEROS—Lonnie Donegan (Pye)—Robbins
- 18 \*WIMOWEH—Karl Denver (Decca)—Essex Music
- 19 \*DON'T STOP TWIST—Frankie Vaughan (Philips)—Davon
- 20 \*SOFTLY AS I LEAVE YOU—Matt Monroe (Parlophone)—Robbins
- 21 LET THERE BE DRUMS—Sandy Nelson (London)—Commodore-Imperial
- 22 THE TWIST—Chubby Checker (Columbia)—K.P.M.
- 23 IT'S A RAGGY WALTZ—Dave Brubeck (Fontana)—Filmusic
- 24 \*MARCH OF THE SIAMESE CHILDREN—Kenny Ball (Pye)—Williamson
- 25 \*TONIGHT—Shirley Bassey (Columbia)—Chappell
- 26 \*MOON RIVER—Danny Williams (HMV)—Chappell
- 27 I'LL SEE YOU IN MY DREAMS—Pat Boone (London)—Frances Day & Hunter
- 28 THE WANDERER—Dion (HMV)—Dominion
- 29 \*D-DARLING—Anthony Newley (Decca)—Essex Music
- 30 \*LANGUAGE OF LOVE—John D. Loudermilk (RCA)—Acuff-Rose

## EIRE

(Courtesy Dublin Evening Mail)

This Last Week Week

- 1 \*THE YOUNG ONES—Cliff Richard (Columbia)—Harms-Witmark
- 2 LET'S TWIST AGAIN—Chubby Checker (Columbia)—West One
- 3 \*ROCK-A-HULA BABY—Elvis Presley (RCA)—Belinda
- 4 \*JOHNNY WILL—Pat Boone (London)—Blossom
- 5 \*HAPPY BIRTHDAY, SWEET SIXTEEN—Neil Sedaka (RCA)—Aldon
- 6 MULTIPLICATION—Bobby Darin (London)—Burton
- 7 MIDNIGHT IN MOSCOW—Kenny Ball (Pye)—Tyfer
- 8 STRANGER ON THE SHORE—Acker Bilk (Columbia)—Sherwin
- 9 \*FORGET ME NOT—Eden Kane (Decca)—Essex
- 10 \*YOU'RE THE ONLY GOOD THING—Jim Reeves (RCA)—Frank

## FLEMISH-BELGIUM

(Courtesy Juke Box Mag., Mechelen)

\*Denotes local origin

Two Weeks Ago

- 1 LET'S TWIST AGAIN—Chubby Checker (Columbia)—Belinda

- 2 WALKING BACK TO HAPPINESS—Helen Shapiro (Columbia)—Ardmoore and Beechwood
- 3 \*KISSING TWIST—Jack Hammer (Roxon)—Globe
- 4 WHEN THE GIRL IN YOUR ARMS—Cliff Richard (Columbia)—Trad.
- 5 PEPPERMINT TWIST—Joey Dee (Roulette)—World
- 6 THE FLY—Chubby Checker (Columbia)—Belinda
- 7 LA PALOMA—Freddy (Polydor)
- 8 HEAR MY SONG, VIOLETTA/HOOR MIJN LIED, VIOLETTA—Ray Adams (Vogue); Bobbejaan Schoepen (Decca)—World
- 9 LES MILLIONS D'ARLEQUIN—Francis Linet (Ricordi)—Breton
- 10 ROCK-A-HULA BABY/CAN'T HELP FALLING IN LOVE—Elvis Presley (RCA)—Belinda

## FRANCE

\*Denotes local origin

This Last Week Week

- 1 \*LET'S TWIST AGAIN/LE TWIST—Johnny Halliday (Philips); Richard Anthony (Columbia)—Golden Guitars (Ricordi)—Edition Pigalle
- 2 \*TU AIMES LE TWIST/NOUS QUAND ON S'EMBRASSE—Johnny Halliday (Philips)
- 3 \*J'AIS TORT/IL FAUT SAVIOR—Charles Aznavour (Barclay)—French Music
- 4 \*LA MARMITE—Dario Moreno (Fontana); Les Compagnons de la Chanson (Columbia)
- 5 \*PEPPERMINT TWIST—Les Chaussettes Noires (Barclay); Vince Taylor (Barclay)
- 6 \*ET MAINTENANT—Gilbert Becaud (VSM)—Breton
- 7 \*PEPIITO/LA BAMBA—Los Machucambos (Decca)—Francis Day
- 8 KON TIKI/FRIGHTENED CITY—The Shadows (Columbia)
- 9 \*ACHETE MOI UN JUKE BOX—Dalida (Barclay)
- 10 \*LES BOEUFS—Marcel Amont (Polydor)

## GERMANY

(Courtesy Automaten-Markt, Braunschweig)

This Last Week Week

- 1 MEXICO—Bob Moore (London)—R. M. Siegel
- 2 TANZE MIT MIR IN DEN MORGEN—Gerhard Wendland (Philips)—Melodie der Welt
- 3 HAMMERCHEN POLKA—Chris Howland (Columbia)—Gerig
- 4 ELISABETH SERENADE—Ron Goodwin (Odeon); Gunther Kallmann-Chor (Polydor)—Heinrichshofen
- 5 SAUERKRAUT POLKA/ALLE SCHOTTEN SPAREN—Gus Backus (Polydor)—Montana/Wehle
- 6 HAWAII TATTOO—The Walkiks (Telefunken)—Trumpp
- 7 STRIPEASE SUSI/MAMA HOL'DEN HAMMER—Ralf Bendaix (Columbia)—Gerig/Peer
- 8 GELD WIE HEU/JOHNNY WILL—Gerd Bottcher (Decca); Pat Boone (London)—Budde
- 9 SCHWARZE ROSE, ROSEMARIE—Peter Kraus (Polydor) Gerig
- 10 EINE INSEL FÜR ZWEI/DAS IST ZUVIEL—Connie Francis (MGM)—Toneleiter/Francon
- 11 LAST DANCE—John Buck (Warner Brothers)—Melodie der Welt
- 12 LILI MARLEN—Billy Vaughn (London); Connie Francis (MGM)—Apollo
- 13 ZWEI GITARREN AM MEER—Billy Vaughn (London)—Tempoton
- 14 WEISSE ROSEN AUS ATHEN—Nana Mouskouri (Fontana)—Kassner
- 15 THE PEPPERMINT TWIST—Caterina & Silvio (Decca)—Schaeffers
- 16 LADY CHATTERLEY—Die Schok-Kings (Carina)—Aberbach
- 17 VIOLETTA—Jorgen Ingmann (Metronome)—Robitschek
- 18 ROCK-A-HULA BABY/CAN'T HELP FALLING IN LOVE—1, Gerd Bottcher/Deflef Engel (Decca); 2, Elvis Presley (RCA)—Aberbach
- 19 TWIST, TWIST—Les Chakachas (RCA)—Ufaton
- 20 SWEETHEART GUITAR—Jimmy Makulis (Ariola)—Discoton

## HOLLAND

(Courtesy Platennieuws, Amersfoort)

This Last Week Week

- 1 2 MEXICO—Bob Moore (London); Willy Schobben (Artone)
- 2 1 LITTLE SHIP—The Blue Diamonds (Decca)—Belinda
- 3 3 I'M GONNA KNOCK ON YOUR DOOR—Eddie Hodges (Cadence)—Belinda
- 4 5 WALKING BACK TO HAPPINESS—Helen Shapiro (Columbia)—Basart
- 5 6 TANZE MIT MIR IN DEN MORGEN—Gerhard Wendland (Philips)—Benelux Music
- 6 4 MAMMA—Robertino (CNR)—Basart
- 7 10 LET'S TWIST AGAIN—Chubby Checker (Columbia)—Belinda
- 8 9 TAKE FIVE—Dave Brubeck (Fontana)—Palace Music
- 9 — MIDNIGHT IN MOSCOW—New Orleans Syncopators (Storyville)
- 10 8 LITTLE SISTER—Elvis Presley (RCA)—Belinda

## ITALY

(Courtesy Musica e Dischi, Milan)

\*Denotes local origin

This Last Week Week

- 1 1 WHEELS—Billy Vaughn (London); Marcel Amont (Polydor)—Bridge
- 2 2 LET'S TWIST AGAIN—\*Peppino Di Capri (Carisch); Chubby Checker (Galleria del Corso)—Aberbach
- 3 6 MOON RIVER—\*Nico Fidenco (RCA); \*Michelino (Primary)—Ricordi
- 4 7 THE JET—\*Peppino Di Capri (Carisch); Chubby Checker (Galleria del Corso)—Aberbach
- 5 9 PEPPERMINT TWIST—Joey Dee (Roulette); \*Adriano Celentano (Jolly)—Southern
- 6 3 \*NATA PER ME—Adriano Celentano (Jolly)—Edir
- 7 4 BAMBINA BAMBINA—Tony Dallara (Music)—Flaminia
- 8 5 \*MONTECARLO—Johnny Dorelli (CGD)—Tiber
- 9 8 \*LA BALLATA DELLA TROMBA—Nini Rosso (Titonus)—Titonus
- 10 11 TWISTIN' THE TWIST—Caterina Valente (Decca); Teddy Martin (Columbia)—Messaggerie
- 11 14 CAN'T HELP FALLING IN LOVE—Elvis Presley (RCA)
- 12 13 EL OTORRINO LARINGOLOGO—Los Machucambos (Decca); Los Maleteros (Variety)—Southern
- 13 12 LIKE I DO—Nancy Sinatra (Reprise)
- 14 — ET MAINTENANT—Gilbert Becaud (Voce del Padrone)
- 15 10 \*SEDI CI ANNI—Nunzio Gallo (Vis)—Tre Goli

## SPAIN

(Courtesy Discomania, Madrid)

\*Denotes local origin

This Last Week Week

- 1 1 \*MARY CARMEN—Duo Dinamico (La Voz)—Musica Del Sur
- 2 2 DANCE ON LITTLE GIRL—Paul Anka (Hispavox)—Hispavox
- 3 3 MOLIENDO CAFE—Lucio Gatica (La Voz)—Hispavox
- 4 7 \*LOS CANONES DE NAVARONE—Rudy Ventura (Columbia)—Canciones Del Mundo
- 5 6 \*TA GRISA MATAKIA—Pepe Guardiola (La Voz)—Canciones Del Mundo
- 6 4 MICHAEL—Highwaymen (Hispavox)—Hispavox
- 7 5 EL ORGANITO—Mario Clavel (Philips)—Canciones Del Mundo
- 8 8 DANS LE CREUX DE TA MAIN—Robert Jeantal (Philips)—Quiroga
- 9 11 LA NOVIA—Antonio Prieto (RCA)—Canciones Del Mundo
- 10 9 CINDERELLA—Paul Anka (Hispavox)—Hispavox

## Asia &amp; Pacific

(Courtesy Music Maker, Sydney)

\*Denotes local origin

This Last Week Week

- 1 1 THE TWIST—Chubby Checker (HMV)—Alberts

## AUSTRALIA

(Courtesy Music Maker, Sydney)

\*Denotes local origin

This Last Week Week

- 1 1 THE TWIST—Chubby Checker (HMV)—Alberts

- 2 2 LET THERE BE DRUMS—Sandy Nelson (London)—Alberts
- 3 4 MULTIPLICATION—Bobby Darin (London)—Belinda
- 4 10 STRANGER ON THE SHORE—Acker Bilk (Columbia)—Chappell

- 5 3 MY BOOMERANG WON'T COME BACK—Charlie Drake (Parlophone)—Leeds
- 6 5 NORMAN—Sue Thompson (Hickory)—Acuff-Rose
- 7 6 TAKE FIVE—Dave Brubeck (Coronet)—Southern

- 8 10 THE LION SLEEPS TONIGHT—The Tokens (RCA)—D. Davis
- 9 8 HAPPY BIRTHDAY SWEET SIXTEEN—Neil Sedaka (RCA)—Tu-Con

- 10 9 TONIGHT—Ferrante & Teicher (United Artists)—Chappell
- 11 — MIDNIGHT IN MOSCOW—Kenny Ball (Pye)—not published

- 12 — RUN TO HIM—Bobby Vee (London)—Leeds
- 13 — MOON RIVER—Jerry Butler (Festival)—Chappell

- 14 7 GOODBYE CRUEL WORLD—James Darren (Pye)—Tu-Con
- 15 — GYPSY ROVER—The Highwaymen (United Artists)—D. Davis

## NEW ZEALAND

This Last Week Week

- 1 5 PEPPERMINT TWIST—Joey Dee & Starliters (Roulette)—Cop Con
  - 2 1 THE TWIST—Chubby Checker (Top Rank)—Alberts
  - 3 4 SAD MOVIES—Sue Thompson (HMV)—Acuff-Rose
  - 4 — HAPPY BIRTHDAY, SWEET SIXTEEN—Neil Sedaka (RCA)—Tu-Con
  - 5 — CAN'T HELP FALLING IN LOVE—Elvis Presley (RCA)—Belinda
  - 6 2 YOU'LL ANSWER TO ME—Cleo Laine (Philips)—Cop Con
  - 7 — WHEN THE GIRL IN YOUR ARMS—Cliff Richard (Decca)—Leeds
  - 8 — HEY LITTLE GIRL—Del Shannon (London)—Cop Con
  - 9 — LET'S TWIST AGAIN—Chubby Checker (Top Rank)—Belinda
  - 10 — LET THERE BE DRUMS—Sandy Nelson (London)—Alberts
- Hits of the world ISRAEL

## PHILIPPINES

This Last Week Week

- 1 1 MARIA LA O—Cuarteto Chesco (RCA Victor)—Filipinas
- 2 2 WHILE THERE'S STILL TIME—Steve Lawrence (United Artists)—Mareco
- 3 5 THE LION SLEEPS TONIGHT—The Tokens (RCA Victor)—Filipinas
- 4 3 COMPONTE CONDUNGA—Tito Rodriguez (United Artists)—Mareco
- 5 4 HIT THE ROAD JACK—Ray Charles (Dyna)—Dyna
- 6 9 JUST LET ME DREAM—Pat Boone (Dot)—Mareco
- 7 7 MAGMATES—Eddie Hodges (Dyna)—Dyna
- 8 10 ANDORHINA—Nat Cole (Capitol)—Mico
- 9 6 DOOR TO PARADISE—Bobby Rydell (Cameo) Dyna
- 10 — BROKEN GUITAR—The Electromaniacs (Mabuhay Records)—Mareco

## The Americas

## ARGENTINA

(Courtesy Escalera a La Fama, B. A.)

\*Denotes local origin

- This Last Week Week
- 1 1 LET'S TWIST AGAIN—Chubby Checker (Fermata); Richard Anthony (Odeon)—Kalman Music—Fermata
- 2 2 \*DEL TIEMPO I MAMA—Los Chalchaleros (Victor)—Korn
- 3 3 \*DEL TIEMPO I MAMA—Tomas Campo (Columbia)—Korn
- 4 4 NO EXISTE EL AMOR—Adriano Celentano (Microfon); Tony Vilar (Columbia)—E.A.R.—Fortissimo
- 5 5 COME SEPTEMBER—Billy Vaughn (Dot-Sicamerica); Jose Carli (Columbia); Stirly Brandy (Tonodisc)—Adaris Music—Fermata
- 6 8 LET'S TWIST AGAIN—Lalo Franzen (Victor); Jose Gasparino (Odeon)—Kalman Music—Fermata
- 7 6 ESCANDALO—Roberto Yanes (Columbia); Antonio Prieto (Victor)—Pam-Edami
- 8 9 BRIGITE BARDOT—Burt y los ritmicos (London); Yuya Da Silva (Victor)—Fermata
- 9 7 HIGH CLASS BABY—Teen Tops (Columbia); Johnny Tedesco (Victor) Kalith Music—Fermata
- 10 10 \*DEL TIEMPO I MAMA—Quilla Huasi (Philips) Salavina (Sicamerica)—Korn

## MEXICO

(Courtesy Audiomusica, Mexico)

\*Denotes local origin

- This Last Week Week
- 1 1 \*EL LOCO—Javier Solis (Columbia)—Pham
- 2 2 \*POPOTITOS (Bonito Moronie)—Los Teen Tops (Columbia)—Emmi
- 3 3 MULTIPLICATION—Bobby Darin (Gamma)—Pending
- 4 4 \*CIEN KILOS DE BARRO (A Hundred Pounds of Clay)—Enrique Guzman (Columbia)—Pham
- 5 — COME SEPTEMBER—Bobby Darin (Gamma)—Pending

(Continued on page 26)

## AUSTRALIA

**Epic to Appear  
On ARC Label**

By GEORGE HILDER  
19 Todman Avenue, Sydney

The Australian Record Company scheduled its first release of the Epic label for March 16. This label was previously released here by Philips Records. Epic will be issued on the CBS Coronet logo and the first single to hit the market will be Tony Orlando's "My Baby's a Stranger." Within 12 months ARC acquired 10 American labels, including Chess, Argo, Hickory, Kapp, Sue and United Artist which tends to build their catalog to one of the strongest in Australia.

## Visitor

Sal Chiantia, who is at present touring Australia on behalf of Leeds Music, escorted by Aussie Manager Jack Argent, left Sydney February 9 for Hong Kong and Tokyo before returning to Hollywood where he will attend the opening of the company's new offices in the film capital.

Geoff Harvey, musical director for E.M.I. (Australia), is producing the first Bryan Davies album for the H.M.V. label. He mentioned that the album will consist of six rock 'n' roll numbers and six big band items.

## Disk News

Chinese pianist Fou Ts'ong is currently touring here for the A.B.C. with concerts in all capital cities. Festival Records is rush-releasing the new Westminster label recently acquired by ABC-Paramount, "Fou Ts'ong Plays Mozart." On the Festival label, the company plans to release Teresa Brewer's version of the Johnny Devlin number, "Pretty Lookin' Boy," along with three other numbers on an EP. . . . Pye Industries has a busy month scheduled for February with releases from England and America on the agenda. From the Colpix label on Pye is the rush release of "Her Royal Majesty" by James Darren and from English Pye there will be Kenny Ball's "Midnight in Moscow," and Lonnie Donegan's version of "The Comancheros" from Reprise, Pye is issuing six albums and five singles including "Sleepless Nights," "Pocketful of Miracles," which is receiving terrific air play from all radio stations. Frank Sinatra's "I Remember Tommy" has been chosen as the spearhead album release.

John McCallum, managing director of J. C. Williamson's Theatres, has just returned from America and has announced that he has made arrangements for the staging in this country of four new musicals which are "Carnival," "How to Succeed in Business," "Sunday in New York" and "Mary, Mary."

## Publishing

Castle Music secured Australian rights for "Happy Jose" which is starting to show up on the charts here. Number was acquired through Palace Music, London.

## DENMARK

**'Lullaby' Takes  
Grand Prix Text**

By ARNE HANSEN  
11 Maledbækken, Holte

Thanks to discussions in the press, the Danish finals to the Eurovision Melody Grand Prix, which took place on February 11, saw one of the five selected tunes

withdrawn. This tune, "I'm Talking to Myself," was presented apart from competition during the finals, and was sung by 15-year-old Gitte, who received great applause from the audience.

One of the writers, Volmer Soerensen, however, created a sensation when it was revealed that he had written the lyrics to the melody which was given first prize. Entitled "Lullaby," composed by Kjeld Bonfils and sung by Ellen Winther, this tune received 27 votes of 45 possible.

Closest follow-up was "Carissima" with seven votes and sung by last year's winning soloist, Dario Campeotto, and then came "Er det Virk'lig sandt" ("Is It Really True) with Baard Owe, Birthe Wilke's "Et eventyr" (A Fairytale) and "Et yndigt strefj" (A Lovely Gaze) sung by Chris Dane.

All the selected tunes (including the winner) are romantic ballads.

## IRE

**Richard Draws  
Intense Interest**

By KEN STEWART  
Dublin Evening Mail

Aided no doubt by his recent trip here, a series of Cliff Richard competitions launched by one of Ireland's national newspapers, Sunday Review, in conjunction with the singer's movie "The Young Ones" — now doing tremendous business in Dublin—attracted unprecedented interest.

Jimmy Magee, a local theater impresario, told pressmen that if he thought Elvis Presley enthusiasts would pay between \$9 and \$15 for seats, he might make an attempt to bring the U. S. star over here. Estimated cost of the trip is \$157,000.

There are two Irish singers participating in the British heat of the Eurovision Song Contest, Ronnie Carroll and Donna Douglas.

## FRANCE

**France Still Goes  
For Twist Tunes**

By EDDIE ADAMIS  
92 quai du Marechal Joffre  
Courbevoie (Seine)

According to dealer reports, twist records are holding up very well. Twist records continue to be issued.

Pathe Marconi has issued "Ya Ya Twist" and "A Little Bit of Soap" by Richard Anthony, "It's Twisting Time" by George Hudson, "Who Put the Bomp" by The Titans, and "Twist Crazy Times" by Gene Vincent.

Philips issued "Ya Ya Twist" by Johnny Halliday, "Peppermint Twist" by Eddie Twister.

Barclay issued "Peppermint Twist" by Vince Taylor, "Twisting the Twist" by Spartaco Sax and "Twistin' USA" by Eddie Barclay.

Polydor issued "Twistin' the Twist" by Joss Baselli, "When the Saints" by Tony Sheridan, "New Orleans Twist" by Blazer Boy and four 1900 songs at a Twist tempo by Helmut Zacharias.

## Folk Discs

As with the low-priced classical and jazz series, folk disks enjoy constant sales.

Rene Vanneste, a&r. who has replaced Gerard Lefebvre as folk a&r. director of Ducretet Thomson, reports very good sales on the 35 LP's that are already in that series, called "Songs and Dance" . . . The top U. S. hit is still

of the French Provinces." An amazing fact is that even foreign folk tunes can have high sales in France, provided the commercial department takes good and proper care of the series.

For instance the many Polish people, especially in the mining district of the north, are great buyers of the two unique LP's (a mass and folk tunes) issued on Ducretet Thomson and also go for an Odeon LP featuring the Kaszowski Brothers.

## New Releases

Rika Zaral has recorded for Bel Air "Bye Bye Mon Amour," French version of the European hit "Hello Mary Lou." . . . Under the dual label of VSM-Command, EMI issued "Persuasive Percussion" by Terry Snider and "Provocative Percussion" by the Command-All Stars. . . . The U. S. hit, "The Lion Sleeps Tonight" issued on Philips by Joey Grant, has a French cover by Henri Salvador.

## Disk Business

Sandy Nelson's first two records issued in France, "Big Noise From the Jungle" and "Let There Be Drums," have had high sales. That is why Polydor will issue an album next March and start a big promotional campaign on Nelson's records. . . . Odeon reports that 10,000 copies of Ken Jones' Bluesville EP have been sold because it had been selected by a big concern as a giveaway New Year present to its clientele. . . . Polydor will issue shortly a new series entitled "Kings of Swing," comprised of the original Brunswick EP's devoted to the recordings made between 1930 and 1940 by such orks as Duke Ellington, Count Basie, Fletcher Henderson, Cab Calloway, Chick Webb, Luis Russell, etc.

## Films

Movie star Brigitte Bardot has recorded for Barclay "Sidonie" and three other tunes from the picture "La Verite" . . . Freddie Redd has come out on the Blue Note label with the music from "The Connection" off-Broadway show. . . . Themes from great motion pictures by the Hollyridge Strings have been issued on Capitol. . . . "King of Kings" and other famous picture themes by Vardi and the Medallion Orchestra have been issued on Kapp.

## GERMANY

**Italian Tunes Hit  
For La Francis**

By JIMMY JUNGERMANN  
102 Ismaninger Street, Munich 27

What makes an international star? When an American girl of Italian parents sings Italian songs in Italy to become hits in Germany. The numbers are "Aiutami A Piangere" and "Capatosta Sweet," the publisher is Solami in Munich, the label is MGM-Polydor, and the singer, of course, is Connie Francis. But Connie has more to say—or to sing—all over Germany. . . . Her German song, "Das Ist Zu Viel," gets good airing on the German radio stations, while AFN listeners get plenty of Connie's version of Dimitri Tiomkin's "High Noon."

## International Hits

The "Banjo Boy" hit by Charlie Niessen is available on 13 records in South America. . . . The U. S. standard "San Antonio Rose" has seven versions in Germany now, the Continentals on Decca, Bob & Eddy on Polydor, Jimmy & Jack on Tempo, Floyd Cramer on RCA, the Bavarian Dixie Highlanders on Jupiter, the Diamonds on Mercury, and the Trio Sorrento on Barcarole. . . . The top U. S. hit is still

"Mexico"; eight versions on the German market.

Other sides include Illo Schieder singing "San Francisco" on Bella Musica. . . . The Sonet label offers Gunnar Winckler with the German version "Wenn Am Mississippi Tausend Blumen Bluhn" (Lazy River). . . . Harry Gluck, with the German version of "Cinderella," got 23 per cent in the Hit Poll of the South German radio station.

## Swiss Twist

They are twisting in Switzerland, too, especially in the winter resort places. Edition Coda Zurich is giving it a whirl with "Twist, Twist," recorded on RCA by the Chakachas, on Polydor by the Twist Boys, and on Ariola by Jochen Brauer.

## The Jazz Curtain

The East German label Amiga issued an LP featuring U. S. standards played by Swedish orkster Svend Asmussen and East German orkster Jürgen Herman. . . . The East German Amiga label issued jazz records by American star Stan Getz, and a number of European groups.

**Disaster Halts  
'Big Bad John'**

By BRIGITTE KEEB  
Music Editor, Automaten-Markt

Because of the tragic mine disaster in the Volklingen Luisenthal mines (Saar), which cost 287 lives, Ariola stopped the release of German version of Jimmy Dean's "Big Bad John," which had been recorded by Don Kelly.

## French Invasion

During the last month of 1961 and the first weeks of 1962 eight French top artists were contracted by German record firms to sing their French hits in German as well as original German compositions: Sacha Distel, Marcel Aumont, Henri Salvador (all Polydor), Annie Cordy and Charles Aznavour (Ariola), Johnny Halliday (Philips), Jean Philippe (Polydor) and Gilbert Bécaud (Electrola).

While some time ago Dalida had great success here with German version of "Le jour ou le pluvi viendra" (The Day the Rains Came) and Jacqueline Boyer had several chart items here in Germany besides her international hit "Tom Pillibi," these new artists seem to have a good chance to break through, too. Especially prominent are Henri Salvador who recorded German version of the Tokens' "The Lion Sleeps Tonight" on Polydor and Charles Aznavour with German version of his French hit "Tu t'laisse aller" (You Let Yourself Go).

Best chance, however, is predicted for Johnny Halliday, 18-year-old rock and roll and Twist star, who just recorded, in Berlin, his own compositions "Ja, der Elefant" and "Aber nur mit dir" for Philips.

He was introduced in the Badewanne Berlin dancing club February 7 and had great success among the youngsters. His German debut will be further supported by a live TV show in Munich at the beginning of March when the artist returns from his U. S. trip.

## Award

Nana Mouskouri's "Weisse Rose aus Athen" hit reached the million mark here. A golden record will be presented in the next weeks by Philips. The firm will release another Nana Mouskouri record in March by Greek composer Manos Hadjidakis.

## Movies

The Paramount Pictures' "Breakfast at Tiffany's" is having an outstanding success. It is sold out everywhere and sound-track album with Henri Mancini issued by Teldec on RCA sold more than 30,

000 copies within the first two weeks.

Following the new distribution trend to have bigger record firms distributing smaller labels in order to get the highest sales results, Ralph Maria Siegel's pop label, Jupiter, will now be distributed by Austron-Elite Special. Dr. Karl Heinrich Busse's Italia label, offering only Italian original recordings, is distributed by Metronome.

## HOLLAND

**New Dance Series  
On Bovema's HMV**

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

Bovema's HMV label is making preparations to produce a special dance music series in attractive covers. Among the highlights will be the music of Franck Pourcel, Joe Loss, Erwin Lehn, Gigi Stock, Paul Kuhn and others.

There will soon be a new recording by HMV's German singer, Rex Gildo, available for sale: "Sweet Little Girl." . . . Bovema's Columbia label manager, Robert Oeges, announced that the new Helen Shapiro hit, "Tell Me What He Said," has just been released. Next month Anita Lindblom, the Swedish singing sensation, is coming to Holland for some TV appearances. Also coming to Holland is Jacques Brel, followed by the visit of Philippe Clay. Both are under contract to Philips (Phonogram L. C.).

The sound-track album of Bernstein's "West Side Story" has just been released here on Philips. Two great international hits, "Runaround Sue" and "Walking Back to Happiness," have been recorded in Dutch by Anneke Gronloh ("Allemand Vriend"/"t Is Weer Aan" on Philips). Owing to the great success of "Nina Bobo" and "O, o, o, Papa Dja," Philips has re-released Anneke Gronloh's first recordings with Indonesian songs, "Ahmara" and "Der Ketil."

Jan Burgers is the first Dutch star who finds his name in the Top 20 column with Kenny Ball in America. His "Midnight in Moscow" was the first release on the Storyville label in Holland. Master was sold all over the world.

## HUNGARY

**Hungarian Sales  
Show a Decrease**

By PAUL GYONGY  
Derekutca 6, Budapest 1

Sales reports of the Hungarian Record Company for 1961, compared with the one for 1960, show a decrease.

As industry and trade are State-owned, all enterprises must work on a strict, yearly plan. The planning of the record company forces the pressing plant to fulfill the output of the provided number of records, the wholesale firm to order larger quantities and the retail shops to sell these.

Sales depend, of course, on the buying desire of the public. In 1960 and the first quarter of 1961, the wholesale firm misjudged the sales potential of disks and retailers were unable to sell. Unsold stocks were piled up at a considerable rate. Hits, where demanded, were bigger and repeat orders, fulfilled in a too slow manner, reached the market too late. As purchases either by the wholesale firm or retailers must be paid for in full, and there is no

provision for return of unsold records, the piled up stocks had to be sold at the beginning of this year, at a considerable loss.

This resulted in very cautious ordering; so that, compared with 1960, the sales in 1961 dropped. Hit sales dropped from 50,000 to 70,000 to around 20,000 in 1961.

#### New Classical Releases

Two new 12-inch LP records are on the market. On the first are two viola concertos by Bela Bartok and Gyula David, played by the viola virtuoso professor Paul Lukas, conducted by Ferencsik. On the other LP is the Violin Concerto No. 2, by Bartok, and the violin concerto by Andras Mihaly, played by the young violinist Dene Kovaks, conducted by Andras Korody. Both LP's are available in stereo and mono version.

#### Performing Right Dispute

On December 31 the number of radio subscribers were 2,314,000, and for television, 206,000. The monthly subscribing fee for radio is 10 forint or 43 cents, for television 50 forint or \$2.15. The radio and television corporation has thus an income of more than \$17 million in the current year.

The Hungarian Performing Right Society (ARTISJUS) has entered a dispute with the Radio Corporation as the paid fees are far below anything paid anywhere else. Up till now negotiations have been very vague. Though both are State-owned, the Performing Right Society might cite the Radio Corporation in court. As both are under the same State Department an amicable settlement of the dispute is desired.

Juke boxes pay the following performing fees: In first-class establishments, 8 forint or 35 cents; second class, 6 forint or 26 cents, and on third-class premises, 4.50 forint or 20 cents. The fees are per day.

#### ISRAEL

### Israelis Going For the Twist

By AZARIA RAPOORT  
73, Ahad Haam St., Tel Aviv

The Twist has arrived in Israel. Both the French version "Vien, Dansez Le Twist" and the American version "Let's Twist Again" have made the Hit Parade over the last two months. A film distributor has shown the U.S. movie bearing the same name to small audiences, not too enthused, in Jerusalem and Tel Aviv, mainly because of the movie's poor quality.

The young American singer, Barbara Hilton, on her second visit to this country, has brought it into the night club circuit, exciting packed houses in Tel Aviv's Adria. Miss Hilton wanted to perform it on Kol Israel's Live Variety Show, but was dissuaded from doing so, since without TV the song would lose its most specific value. The singer reluctantly gave up the idea of showing the Twist to at least the thousand spectators in the hall. The audience didn't riot, but thought the emcee a rather bad sport.

#### MEXICO

### Vidal Zapater Returns to Spain

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

J. M. Vidal Zapater, general manager of Hispavox (Madrid) and Gamma (Mexico), left February 17 for Madrid, after having reorganized his Mexican company and taken new offices at Ejercito Na-

cional 167, Mexico 17. D. F. Gamma is doing successfully with records by Chubby Checker and Bobby Darin, and will issue "Run-around Sue," last year's hit by Dion (Laurie).

#### Late News

Conductor-arranger Chucho Ferer formed a new orchestra for RCA, Los Cactus, using some of the most outstanding musicians of the country; the repertoire of the orchestra will include well-known ranchero melodies in twist rhythm. . . . Gloria Lasso started a successful engagement at the Senorial and a TV show. Musart issued for the occasion a new LP of the Spanish singer, "Gloria Lasso in Mexico," with her latest recordings for Pathe Marconi.

#### Disk Business

Rafael Fuentes, general manager of Discos Fuentes, Medellin, spent a whole week in Mexico and signed a long-term contract with Peerless Records for exclusive representation in Columbia. Fuentes brought with him the latest Columbian hit, "Desnuda" (Naked), sung by Teresita Rendon, and will issue during 1962 in Columbia over 50 LP's from the Peerless catalog. . . . Heinz O. Schlesner, from Estemac, Hamburg, appointed Carlos Brenna as Mexican representative of the whole catalog of Georg Neumann Electro-acoustical Laboratories, originators of the famed TELE U-47 microphones.

Heddo Heide was appointed Latin American delegate co-ordinator for Deutsche Grammophon - Polydor, with headquarters in Buenos Aires.

#### NEW ZEALAND

### Chubby & Elvis Hot Down Under

By FRED GERBIE  
Box 5051 Auckland, N. Z.

Big national breakouts this week include Chubby Checker's "Let's Twist Again" (Top Rank), Neil Sedaka's "Happy Birthday, Sweet Sixteen" (RCA), Cliff Richard's "When the Girl in Your Arms" (Decca) and Elvis Presley's "Can't Help Falling in Love" (RCA). The Presley disk is breaking on both sides, flip being "Rock a Hula Baby" which is getting as many plugs as the aforementioned hit. Del Shannon's "Hey Little Girl" has also showed progress as a sleeper, and since his visit has collected plenty of coin for London distributors.

Local lass Lynn Barnett (Viking) is rapidly climbing many charts with her new version of the oldie "No Heart at All." . . . Roulette's big chart maker Joey Dee has an LP release of his "Doin' the Twist at the Peppermint Lounge." Frank Sinatra's second LP release on his Reprise label here is "Sinatra Swings."

Gem Records has quite a few new releases getting attention from dealers. They include "The Enchanted Sea," the Islanders; "East

of Suez," the 101 Strings; "Sing-along With the Honky Tonks" and "Songs from the Silver Screen" by the 101 Strings.

#### BUSINESS TRIP

Murdoch Riley, of Viking Records, will make an overseas trip this year to the U. S. A. and England, and expects to call on all his agents and meet any interested in Australasian distribution. His right-hand man Ron Dalton will also make a trip to the South Pacific area calling in at Tahiti, Honolulu, Samoa, etc. Viking is exporting many Island records to these areas and it is Ron's intention to step up these exports and also find new material for the label.

#### PHILIPPINES

### Devaluation Adds Free Disk Trade

By LUIS MA. TRINIDAD  
264 Escolta, Manila

President Diosdado Macapagal's five-year socio-economic program, which he hopes will start the country on the road to economic progress, is regarded here as a big step forward in the effort to restore economic stability. Reaction to exchange "de-control" which in effect will permit devaluation of the peso through the natural forces of supply and demand was on the

whole favorable. There were some misgivings about the eventual effects of cheaper money on prices and costs in some sectors.

In practice then, whereas a business such as the phonograph record industry, had to apply for foreign exchange under a set-up of rules and regulations which limit the quantity and quality of goods and materials which may be imported, now business may import generally anything it desires. However, whereas before business had to pay only, at the most, exchange rates not exceeding P3.45 to \$1; now, business has to pay at the fluctuating market rate, which today is P3.80 to \$1.

Since all controls on goods and materials have generally been abolished, it is obvious that the record industry may import any and all the machinery and materials it needs. In effect, this should bring about a higher quality in phonograph records. In addition, other types of phonograph records will now be available, such as 45 r.p.m. and small 33 1/3 stereo and mono. This will also mean that anyone may import or purchase records from abroad, although this will involve the payment of tariffs and other imports.

Mareco general manager and Vice-President Luis P. Villar said that 1961 may be aptly described as a year of struggle for legit phonograph record manufacturers against "pirates" and smugglers. Mareco is licensee for Columbia, MGM, Epic, Dot, Warners, Kapp and Okeh records.

Through the efforts of duly licensed record producers who are members of the RIAP (Record Industry Association of the Philippines), namely: Mareco, Filipinas Record Corporation, Mico, Globe and Super, the operations of these counterfeiters have been limited to a certain degree, Villar explained.

"While in Formosa and Hong Kong, 'piracy' is at its worst, and several pop recording artists of different companies are sold collectively in one LP," Villar told BMW, "this malpractice has not, at any time, been experienced locally to the same extent. Moreover, the 'pirates'—it is significant to note—have not touched the artists of those labels which are represented by the RIAP members in this part of the globe."

#### SPAIN

### Paper Promotes Songs With Fest

By RAUL MATAS  
32 Av. Jose Antonio, Madrid 13

The Spanish daily evening paper Pueblo is doing a series of song festivals to promote Spanish songs due to compete at the Montecarlo Festival. The effort—combined with Radio Madrid and its network radio stations through the country—will be important to authors, singers, and Spanish songs. It will be of great importance for Spain to have a hit in which has been considered the most important world song festival to be celebrated in Monaco. Spanish market is widely increasing its sales or, at least, waking up a real interest in improving the quality of sound, artists, covers, records and material. The coming event could help the Spanish industry to get international market for its songs and talent.

Chilean star Antonio Prieto won many 1961 awards all over the Spanish world with "La Novia," penned by his pianist brother Joaquin Prieto. The song was the No. 1 hit in many countries. Prieto came to Spain, had a short but successful night club engagement at Pasapoga, and flew to San Remo as special guest of the famous Italian song festival.

(Continued on page 26)

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# Hits of the World

• Continued from page 22

6	— MY GIRL JOSEPHINE—Bill Black's Combo (London)—Pending
7	5 *ELODIA—Carlos Campos (Musart)—Pham
8	6 *MUCHO CORAZON—Amalia Mendoza (RCA)—Pham
9	8 *CREO ESTAR SONANDO (I Muse Be Dreaming)—Hnos. Carrion (Dimsa)—Pending
10	7 *POR UN PUNAO DE ORO—Sonora Santanera (Columbia)—Compas

## VENEZUELA

This Last Week Week  
1 3 LET'S TWIST AGAIN—Chubby Checker (Parkway)

2	1 BETHILDE—Cesar Costa (Orfeon)
3	4 ALLEY-OOP—Los Hooligans (Columbia)
4	2 CIEN KILOS DE BARRO—Enrique Guzman (Columbia)
5	7 TWIST AROUND THE CLOCK—Clay Cole (Imperial)
6	11 LEGATA A UN GRANELLO DI SABBIA—Nico Fidenco (RCA Victor)
7	5 BIG BAD JOHN—Jimmy Dean (Columbia)
8	6 NO SEAS TIMIDA—Cesar Costa (Orfeon)
9	13 HAPPY BIRTHDAY, SWEET SIXTEEN—Neil Sedaka (RCA Victor)
10	8 QUIEN PUSO EL BOMP—Los Teen Tops (Columbia)

## International News

• Continued from page 24

Eurovision and San Remo hold attention throughout Europe nowadays. Spain selected "Llamame" as its representative for the European TV network. Again **Mondugno** and **Claudio Villa** appear to be Spain's favorites at San Remo.

**Antonio Prieto** received the **Discomania**'s gold record of 1961 in this country. "La Novia" was the No. 1 hit of last year. The **Cinco Latinos** received a gold disk as the best foreign vocal group of the year in Spain. Prieto will present it to the winners during his TV show in Argentina.

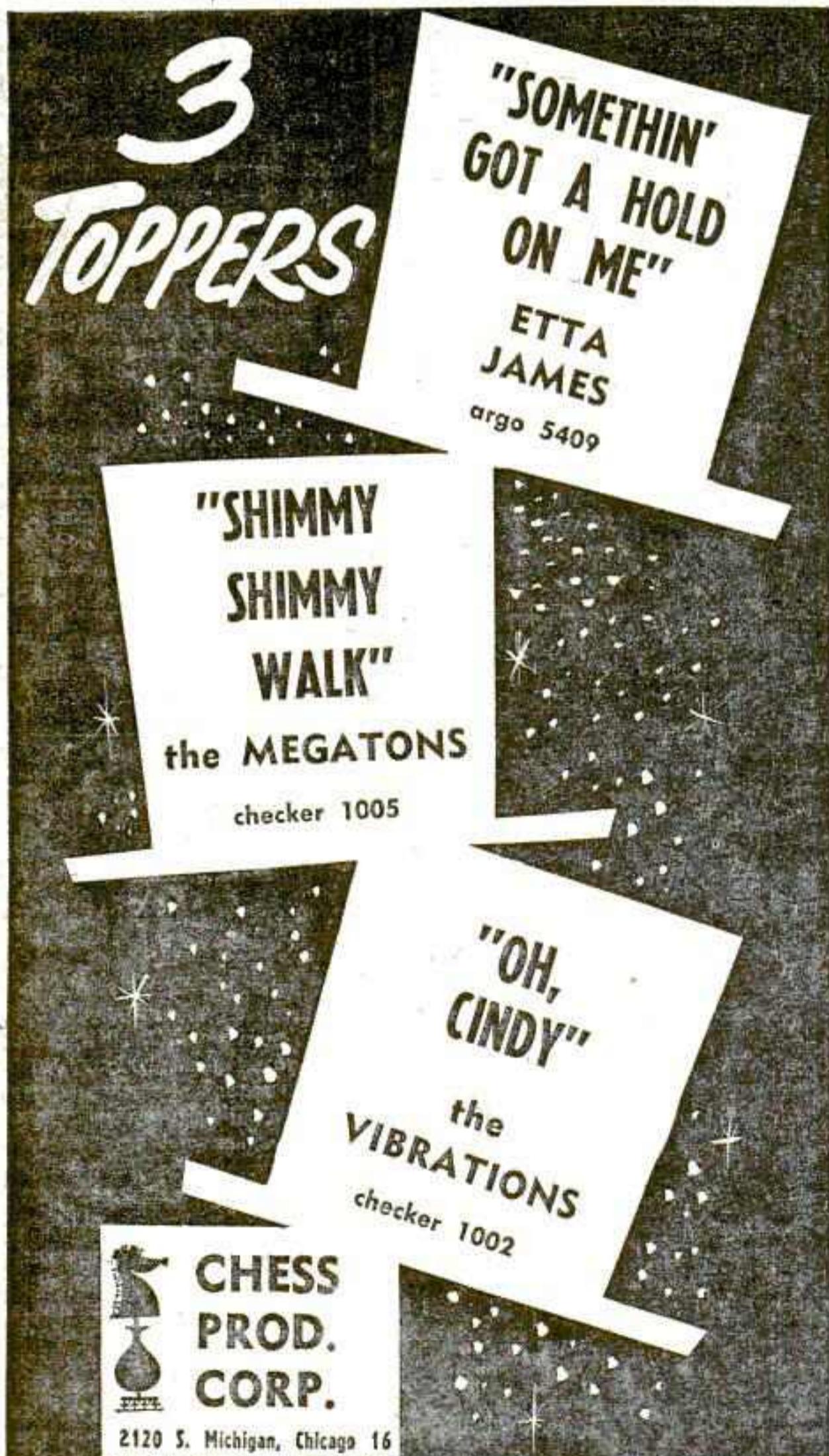
### Disk Shorts

Capitol released the "Can Can" material sung by **Chevalier**, **Sinatra**, **Shirley McLaine** and many others.

The picture has a long run here at the **Paz**, but several musical numbers of it have been cut to make the show shorter. . . . English pianist and singer **Phill Phillips** has been around for months. Had a good welcome at the **Castellana Hilton**, and **RCA** called him to record "Hit the Road, Jack," and his original "Blue Twist."

Odeon launched **Mariano Mores**'s excellent tango arrangements. . . . The **Runestones** (Belter) do everything in rock from "Exodus" and "Navarone."

Brunswick promoting **Brenda Lee** in the local market. . . . **Gus Backus** from Germany is singing **Anka's** "Story of My Love" in German (Polydor).



when answering ads . . .

Say You Saw It in Billboard Music Week

## Three New Minneapolis Breakouts

• Continued from page 6

Say Good-by" and "Please Don't Ask About Barbara."

### Also Selling

Several other new tunes — already on BMW's chart — continued to chalk up strong local sales: "Lizzie Borden" by the **Chad Mitchell Trio** on **Kapp**; "He Knows I Love Him Too Much" by the **Paris Sisters** on **Gregmark**; "Where Have All the Flowers Gone" by the **Kingston Trio** on **Capitol**; "Do the Continental" by the **Dovells** on **Parkway**, and "The Majestic" by **Dion** on **Laurie**.

Interesting is the fact that much of the new material is of a rather wild, hard-rock nature, and is being ignored by some of the better music or so-called middle-of-the-road radio stations.

One big station, for example, is only playing one tune, "Cotton Fields" by the **Highwaymen**, out of their own "Top 10" survey that includes such chart leaders as **Gene Chandler's** "Duke of Earl"; **Joey Dee's** "Peppermint Twist"; **Chubby Checker's** "Twist" and **Gene Pitney's** "Town Without Pity."

**Too Wild**  
The station — and many more like it — feel some of the new disks are just too wild for them to take a chance on. This brings up the interesting speculation that if the kids don't hear the disks on many of the adult stations, where do

## Ball Leads in Hub

• Continued from page 6

"Thou Shalt Not Steal" by John Loudermilk on **Victor**.

All show the effect of exposure on the radio programs, but the curious thing is that the teeners appear to anticipate their desires and it's mostly by their insistence that these records are moving up. These and other potential favorites appear to be not simply a matter of being played by the stations but are reported to be the result of a deluge of calls.

Decca's "Get a Little Dirt on Your Hands" by **Anderson** appeared this week as though it could amount to something soon, and **Aki Aleong's** "How Long" on **Reprise** was beginning to move as was "The Biggest Square Cut Diamond in New York" by **Carol Channing** on **Caedmon**.

Dealers seemed to be a little baffled by the action on the **Channing** record since they apparently feel that she isn't the type to attract teeners. But she had a successful revue here last year.

Radio stations are still getting plenty of calls on Twist records, and city fathers continue to ban the dance, with a couple of other communities joining the growing list this week.

## Big Items in Chi

• Continued from page 6

not exactly new, but the jockey notes it has gotten some strong action lately.

### Reasons Vary

Reasons for the strong singles picture vary. **Al Temaner** of Little Al's just feels "more people are becoming addicted to the habit." That's just Little Al talk, meaning the record business is attracting more people.

**Fred Sipiora** of **Singer** feels the flood of new material since the first of the year is the reason. Sipiora notes that the "singles business was dry for several weeks but has picked up because of the large number of hot, new sides." He particularly credited **Eddie Holland's** "Jamie" on **Motown**, "Don't Break the Heart That Loves You," **Connie Francis**, **MGM**, and "Dear One" by **Larry Finnegan** on **Oldtown** for the surge in sales.

they hear them? The answer is obviously with the rock and roll and r.&b. stations as well as juke boxes and stores.

Not that the point ever needed proving, but it is apparently still a maxim of the record business that, while the middle-of-the-road stations may sell albums (and a lot of other products as well), it is the free-swinging stations with a good teen-age following that move singles.

Looking at the radio picture around the Twin Cities: **WCCO**'s **Mimi Baesen** is picking "The Twist" from **Patti Page's** new album as one of the best things around. Other **WCCO** picks — or more accurately, **Mimi Baesen** picks — are "Ballad of the Trumpet," on **London**; "Happy Whistlin' Blues," **Mitch Miller** on **Columbia** and "Amor," **Roger Williams** on **Kapp**.

The station also reports good action on "Midnight in Moscow," **Kenny Ball**; "Chattanooga Choo Cho," **Floyd Cramer**; "Afrikaan Beat," **Bert Kaempfert**, and "Blue Water Line," **Brothers Four**.

At **WLOL**, their "Big 5 of the Future" are: "The Battle" by **Johnny Cash**; "Joanna" by **Mike Clifford**; "You Are My Sunshine" by **Kitty Kallen**; "I'll Be Around" by **Joni James** and "Take Five" by **Carmen McRae** and **Dave Brubeck**. They're also picking **Frank D'Rone's** "Twist Li'l Liza."

## Dismiss Case Against Three Charged With Stolen Disk Dealing

**NEW YORK** — A case against three men, charged with dealing in stolen disk merchandise, was dismissed here last week. A magistrate's ruling, handed down in **Felony Court**, held that the people failed to establish a *prima facie* case.

Two of the men, **Irving Schwartz**, 28, of **Union, N.J.**, and **David Tenny**, 23, of **Hillside, N.J.**, were arrested last November 15 at **National Record Distributors**, a **Manhattan** firm, when they turned up there allegedly to accept final payment on a shipment of records they had delivered the day before.

At the time, detectives claimed the records were part of the loot resulting from the theft of \$23,000 worth of LP's from the **Decca Distributing** branch in **Sunnyside, Queens**, last October 23. **Schwartz** and **Tenny** immediately implicated **Philip Green**, 63, who, they said, sold them the records for sale through their own firm, **Mathews Distributing Company** in **Union**. **Green** was thereupon also arrested.

Last week all three men were released and charges against them were dropped. According to the decision, witnesses called by the prosecutor in the case failed to establish the existence of a crime. Legal spokesmen for **Decca** declined comment on the matter.

## Beer City Drinks in Big Hits

• Continued from page 6

"You Can't Keep Me From Loving You" has also faded quietly.

### Last Week's Material

But 10 of last week's 12 are still going great guns, including "The Battle" by **Duane Eddy**, **Jamie**; "A Song for Young Love" by the **Lettermen**, **Capitol**; "Come Back Silly Girl" by the **Lettermen**, **Capitol**; "Cry Baby Cry," **Angels**, **Caprice**; "Drop It Joe," **Connie Francis**, **MGM**; "Dream Baby," **Roy Orbison**, **Monument**; "Imagination," **Quotations**, **Verve**; "Johnny Angel," **Shelly Fabares**, **Colpix**; "Just to Be Loved" **Curtis and Del**, **Monument**; "Patti Ann" by **Johnny Crawford**, **Del-Fi**; "Town Crier" **Linda Scott**, **Congress**; "Walk on the Wild Side," **Brook Benton**, **Mercury**, and "Hey, Let's Twist" by **Joey Dee** and the **Starlighters**, **Roulette**.

Dealers are happy and there's no reason why they shouldn't be. Sales are up over last year and prospects are good for the boom to continue.

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New York, New York





# ALBUM REVIEWS

## Pop

### ORNETTE!



**The Ornette Coleman Quartet.** Atlantic 1378 (Stereo & Monoaural)—This is one of Ornette's best dates yet caught on wax. He plays in the same unusual style and out-groove that has made him a controversial figure in the jazz world, and yet he seems to swing more here than on other recordings. Don Cherry, the late Scott Lafaro, and Ed Blackwell, make up the rest of the quartet. Tracks all have initial identification, the best being "W.R.U.," and "C. & D." Composer of them all is Coleman, which should please his loyal group of fans. Strong wax here for the avant-garde set.

### HERE WE COME



**The Three Sounds.** Blue Note 4088—Another album of light, swinging jazz work by the Three Sounds, with Gene Harris, Andrew Simpkins, and Bill Dowdy. The tunes include "Summertime," "Just Squeeze Me," "Poinciana," and originals "Here We Come" and "Broadway." Combo plays them in neat, happy style. Good sides for juke box and jockey programming, too.

### YOUNG, ALIVE AND IN LOVE



**Paul Anka.** RCA Victor LSP 2502 (Monoaural & Stereo)—Strong, highly, salable wax here and the chanter's first album for Victor. It's done as a production with continuity furnished by different choral seques of the title song (written by Burke and Van Heusen), into a series of familiar items like "Aren't You Glad You're You," "You're Just in Love," "Young and Foolish," etc. Splendid support for the Anka vocals by Ray Ellis' arrangements.

### DIANA



**Paul Anka.** ABC-Paramount ABC 420 (Monoaural & Stereo)—This is a collection of tunes from many of Paul Anka's albums (and writings) over the years. It includes such well known items as "Diana," "Train of Love," "C'est Si Bon," "I've Heard That Song Before," and many other Anka album favorites, adding up to a total of 14 selections. For the multitude of Anka fans this should be another set to add to their collection.

### SERGEANT 3 (Music from)



**Various Artists.** Reprise R 2013—Frank Sinatra's new movie, "Sergeants 3" (a remake of "Gunga Din" and starring the clan) is racking up solid box-office returns in its first engagements, and this package of music from the film should do similar business. Billy May, who composed the score, contributes a tuneful, imaginative job—taking one basic theme and dressing it up in many different tempos—march, rock, ballad, etc.

### GREAT BAND WITH GREAT VOICES . . . SWING THE GREAT VOICES OF THE GREAT BANDS



**Si Zentner Ork. With Johnny Mann Singers.** Liberty LSS 14017 (Stereo & Monoaural)—This combination of the Si Zentner Ork with the Johnny Mann Singers should turn into a strong seller. The Mann chorus handles the songs of the hot vocal groups during the days of the swing bands, such as the Sentimentalists, the Modernaires, Mills Brothers, etc., with excitement over sock backing by the Zentner crew. Songs include "Marie," "At Last," and "Undecided."

### THE MANY SIDES OF GENE PITNEY



**Musicor MM 2001—**Pitney is hot right now in the singles market, and this album should chalk up similar sales success for the young artist in the LP field. In addition to his current hit "Town Without Pity," package includes expressive readings of a flock of other Pitney tunes. A solid teen-appeal album.

## TWO ON THE AISLE



**Steve Lawrence Eydie Gorme.** United Artists, Ultra Audio WWS 8518 (Stereo & Monoaural)—Here's a prime programming package for jockeys, featuring solo and duet treatments of listenable musical comedy themes. The handsomely packaged double-fold LP spotlights fine vocal performances by Mr. and Mrs. Lawrence (now with Columbia) on "Til There Was You" from "Music Man"; "Language of Love" from "Irma La Douce," etc.

## INSPIRED THEMES FROM THE INSPIRED FILMS



**Felix Slatkin.** Liberty LSS 14019 (Stereo & Monoaural)—Slatkin batons the large ork through a splendid collection of theme material from pictures with religious and inspirational roots. Sound is handsome indeed, with strings, brass and percussion beautifully captured. Pictures whose themes appear include "Ben Hur," "David and Bathsheba," "Ten Commandments," etc. Fine good music programming.

## GLORIA LYNNE AT BASIN STREET EAST



**Everest LPBR 5137 (Stereo & Monoaural)—**Miss Lynne has another solid album performance here, cut live during her recent appearance at the well-known east side Manhattan club. The crowd responds bravo fashion to her easy, expressive vocalizing of "And This Is My Beloved," "Autumn Leaves," "In Other Words," etc. Solid backings, too, by the Earl May Trio with Kenny Burrell, guitar, and Ray Barretto, congo drums, added attractions.

## 50 GUITARS GO SOUTH OF THE BORDER, VOL. II



**Tommy Garrett.** Liberty LSS 14016 (Stereo & Monoaural)—Tommy Garrett's first album with his 50 guitars sold well; this set should be even stronger. Electric guitars, Mexican bass-guitars, and classical guitars are featured here in sleek and smart performances of Latin tunes. They are attractively arranged for stereo too. Tunes include "Malaguena," "Mexicali Rose," "Amor," "La Paloma," and "Mexican Hat Dance."

## Classical

### SCHUBERT: SYMPHONY NO. 9 IN C MAJOR "THE GREAT"



**Columbia Symphony Orch. (Walter).** Columbia MS 6219 (Stereo & Monoaural)—This is a repackaging of the outstanding Bruno Walter interpretation of Schubert's "Symphony No. 9 in C Major" that was originally released by this label as part of a two-disk set containing two other Schubert symphonies. Maestro Walter's expressive and lustrous reading should produce increased sales as a separate release. This rendition is an excellent addition for any classical library.

### RAVEL: TRIO IN A MINOR; MOZART: TRIO IN E MAJOR



**Yehudi Menuhin, Louis Kentner, Gaspar Cassado.** Angel S 35630 (Stereo)—This disk should surpass the usual chamber music record in sales by virtue of the name value of the three distinguished musicians who joined forces here in two of the better piano trios. Fine stereo sound is another plus. The musicians have an ensemble feeling rare in a group which does not perform together consistently. Altogether, a quality chamber release.

### A FESTIVAL OF FRENCH ORGAN MUSIC



**E. Power Biggs.** Columbia MS 6307 (Stereo & Monoaural)—Classical music and organ devotees will find this an appealing set. The album is composed of short organ compositions by Charles Widor, Saint-Saens, Cesar Franck, Eugene Gigout, Vierne, Jehan Alain and Marcel Dupre, all played by Biggs on the powerful organ of St. George's Church in New York City. The works receive highly individual and sensitive treatment at the hands of the organist. Followers of Biggs are sure to want this album.

(Continued on page 30)

## ★★★ STRONG SALES POTENTIAL

### ★★★ FRANK SCOTT PLAYS HARPSICHORD

**Dot DLP 25405 (Stereo & Monoaural)—**Consistent TV exposure on the Lawrence Welk show should provide a good sales basis for Scott and this set. The album is comprised of swing ditties played, for the most part, in an eight-to-the-bar medium tempo groove. The harpsichord soloist's interpretations are backed by a trombone choir and rhythm section. The material is drawn from the standard catalog of the swing era with such familiar tunes as "In the Mood," "Woodchopper's Ball" and "Sentimental Journey" representative.

### ★★★ JANE MORGAN AT THE COCONUT GROVE

**Kapp KL 1268—**The glamorous Miss Morgan has scored solid successes with her club act wherever she's gone and here it is, live, cut in Hollywood's Cocoanut Grove. Applause of the crowd and the solid band, helmed by Dick Hazard, add a lot of excitement to that generated by the singer herself, on an extended "Paris" medley, a "Lillian Russell" medley, "The Day the Rains Came," and what has come to be known as her theme, "Fascination." A quality package.

### ★★★ SEXY STRINGS AND SUBTLE SAXES

**Sammy Kaye and His Ork. Decca DL 74215 (Stereo & Monoaural)—**The swing and sway maestro bears all the old familiar traces of his unique style on this set, while

(Continued on page 30)

## 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.

# 2 "PICK" HITS

## 'Tony' Newley

"BANANAS" picked by CASH BOX MUSIC VENDOR GAVIN REPORT

YES WE HAVE NO BANANAS

45-9512



The pick of the new releases:

**SPOTLIGHT SINGLES  
OF THE WEEK**

Strongest sales potential of all records reviewed this week.

**SINGLES REVIEWS****Pop****LEROY VAN DYKE**

**IF A WOMAN ANSWERS** (Aldon, BMI) (2:17) — **A BROKEN PROMISE** (MRC, BMI) (1:58) — "If a Woman Answers" is done much in the style of Van Dyke's big hit "Walk On By." He sells it with feeling and heart, and gets a strong assist from the chorus. Flip is a bright rhythmic effort with spirited chanting by the star. Both sides are strong, but "If a Woman Answers" has an edge.

Mercury 71925

**DEL SHANNON**

**I WON'T BE THERE** (Vicki-McLaughlin, BMI) (2:03) — **GINNY IN THE MIRROR** (Vicki-Hill & Range, BMI) (2:06) — Shannon has two sock sides here which should step out briskly. "I Won't Be There" spotlights his salable high-voiced gimmick. "Ginny in the Mirror" is an interesting rack item, featuring effective organ backing and good lyrics. Watch this disk.

Big Top 3098

**MARK DINNING**

**ALL OF THIS FOR SALLY** (Acuff-Rose, BMI) (3:07) — **THE PICKUP** (Pamper, BMI) (2:42) — This could be the platter to put Dinning back on the charts. He warbles with relaxed charm on "All of This for Sally," a folksy item with a clever twist in the lyric. Flip is a haunting theme sung with expressive warmth by the chanter. "Sally" shapes up as the strongest side.

MGM 13061

**THE PEARLETTES**

**DUCHESS OF EARL** (Conrad, BMI) (2:15) — **EVERYDAY** (Conrad, BMI) (2:17) — Here's the fem answer to the current smash "Duke of Earl" and it should be a winner too. Tune is sung with emotion by the lead thrush, who also does a fine job on the flip, a real rhythm rocker. Both sides are headed for coin.

VeeJay 435

**BOBBIE SMITH**

**DUCHESS OF EARL** (Vicki, BMI) (2:16) — Here's another answer to the "Duke of Earl" sung here with authority by Bobbie Smith, aided by a fem vocal group and driving backing. This version, too, has a chance for the big time. Flip is "Mine All Mine" (Progressive, BMI) (2:06).

Big Top 3100

**THE ZIRCONS**

**NO TWISTIN' ON SUNDAY** (Sonlo, BMI) (2:09) — You can Twist any day of the week except Sunday. That's the theme of this bright rocking rhythm tune. Lead sells it with fervor in his warning to his sister. Flip is "Mama Wants to Drive" (Sonlo, BMI) (2:20).

Federal 12452

**THE PARISIAN SEXTET**

**DON'T LET THE STARS GET IN YOUR EYES** (Four Star, BMI) (2:02) — Here's a fine new instrumental combo that sounds a lot like the Champs and they turn in a solid rock treatment of this familiar ranchero hit. Fine sax soloing. Can grab plenty of coin. Flip is "The Poor People of Paris" (Reg Connolly, ASCAP) (2:07).

Challenge 9137

**Country & Western****RAY PRICE**

**BIG SHOES** (Tenn-Tex, BMI) (2:41) — Price, one of the most effective weeper singers of them all, has another solid hunk of material on his hands, and he does it with great effect. Side makes use of his usual, listenable, dual-track style, too. Strong wax. Flip is "I've Just Destroyed the World (I'm Living In)" (Pamper, BMI) (2:20).

Columbia 42310

**THE WILBURN BROTHERS**

**TROUBLE'S BACK IN TOWN** (Sure-Fire, BMI) (2:11) — The boys have a strong side which tells of a fickle lass (trouble to them) who returns to town to cause plenty of headaches for all. Effectively arranged and sung. Watch it. Flip is "Young But True Love" (Sure-Fire, BMI) (2:17).

Decca 31363


**SPECIAL MERIT  
SINGLES**
**Country & Western****JOYCE SMITH**★★★ **HIDING OUT** (Cedarwood, BMI) (2:04)★★★ **LEAVIN' ON YOUR MIND** (Cedarwood, BMI) (2:20).  
Decca 31364**Pop****MY FRIEND THE SEA** (Criterion, ASCAP)★★★ **PETULA CLARK**, London 10504 (2:35)★★★ **THE SURFSIDERS**, 20th Fox 298 (2:04)
★ ★ ★ ★  
**STRONG SALES POTENTIAL**
**SYLVIA HILL**

★★★ **Make Me Know It** — CAPITOL 14706 — The lass bows on the label with a swinging performance of a wild rhythm tune that has a lot of excitement. Has a chance. (Sylvia, BMI) (2:15)

★★★ **Be My Baby** — Warm ballad is sold with feeling by the lass over simple backing. Nice but flip is stronger. (Sylvia, BMI) (2:35)

**THE UNTOUCHABLES**

★★★ **My Baby Loves a Medicine Man** — LIBERTY 55423 — Rocking novelty with funny lyrics is sung with humor and showmanship by lead and group. (Aldon, BMI) (2:30)

★★★ **Papa** — Expressive chanting by lead warbler and group on effective r.&r. tune with melodic backing. (Aldon, BMI) (2:14)

**THE MCGUIRE SISTERS**

★★★ **Sugartime Twist** — CORAL 162305 — The girls do a pretty, swinging Twist version of one of their biggest hits, "Sugartime." Side swings right along on the momentum of hard driving combo. Male vocal group also helps out. (Nor-Va-Jak, BMI) (2:12)



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b/w

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Sun #467

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## SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

• Continued from page 28

### MENDELSSOHN: SYMPHONY NO. 4 IN A MAJOR; SCHUMAN: SYMPHONY NO. 4 IN D MINOR

Philharmonic Orch. Klemperer). Angel S 35629—Despite nearly 20 competitive versions of the Mendelssohn work, this disk should become one of the best selling orchestral items of the year. It features two truly outstanding performances of perennial favorites which many buyers will feel are the best available versions. Klemperer's devoted following, which feels he can do no wrong as a conductor, will be sure to want this release, and will be joined by many others as well.

### Sound

### GENTLE PURR-CUSSION

Terry Snyder and His All Stars. United Artists, Ultra Audio WWS 8521 (Stereo & Monaural)—Snyder should have another hot sales item for the stereo market in this package of listenable orch treatments of pretty standards and originals. In keeping with the title, the LP features a smoother sound blend with less obvious separation than on past Snyder packages. Striking cover photo gives LP good display value.

### HOLIDAY FOR PERCUSSION

Dick Schory's Percussion Pops Orch. RCA Victor LSA 2485 (Stereo)—Dick Schory's sound sets have done mighty well in the stereo field and this bright percussion set should do as well. It features remarkable stereo arrangements, crossing over from speaker to speaker, etc. Tunes are mainly standards such as "Tiger Rag," "Chinatown My Chinatown," "Ruby," and "Twelfth Street Rag." Solid wax for sound buffs.

### Country & Western

### THE BEST OF THE BEST

Various Artists. Capitol ST 1654 (Stereo & Monaural)—A solid collection of standout country hits by a bevy of the fine stable of Capitol c.&w. acts. A sampling would include Hank Thompson's "Six Packs to Go"; "Gone," by Ferlin Husky; "Mental Cruelty," by Rose Maddox and Buck Owens, plus sides by the Black Sisters, Wanda Jackson, the Jordanaires, Jean Shepard, Faron Young and the Louvin Brothers. Fine wax for the country collectors.

## SPECIAL MERIT ALBUMS

### Classical

### INSTRUMENTAL MUSIC FROM THE COURTS OF QUEEN ELIZABETH AND KING JAMES

New York Pro Musica Instrumental Ensembles. Decca DL 79415—A top quality album of unusual content presented by the New York Pro Musica group. It is a program of Renaissance music consisting mostly of dance music—not for dancing—but for playing and listening. Under the precise and able direction of Noah Greenberg, the group performs these instrumental ensembles by, among others, Anthony Holborne, Thomas Morley, Thomas Lupo and Orlando Gibbons, on instruments specifically made from drawings of the period. The liner notes are detailed with drawings and descriptions. A real collector's item.

### HAYDN: CELLO CONCERTO IN D MAJOR BOCCHERINI: CELLO CONCERTO IN B FLAT MAJOR

Maurice Gendron; Orchestre des Concerts Lamoureux (Casals). Epic BC 1152—Superb performances by cellist Maurice Gendron of the original versions of the Haydn "Cello Concerto in D Major" and the Boccherini "Cello Concerto in B Flat Major." The Boccherini is played here as originally written, instead of being a potpourri of the four Boccherini cello works. Under the capable baton of Pablo Casals the orchestra accompanies Gendron tastefully.

### LEE: FIVE SONGS; BUCCI: SUMMER ARIA, SPRING ARIA, VOCALISE AND TUG OF WAR

Adele Addison, soprano. Composers Recordings CRI 147—Works by Contemporary American composers Noel Lee and Mark Bucci are featured on this fine new album from CRI, with Adele Addison singing the material with her usual sensitivity. The Lee selections are the five songs based on poems by Garcia Lorca. The Bucci items are from "Tale for a Deaf Ear" and his "Concerto for a Singing Instrument." Tastefully performed recording should appeal to a limited but zealous audience.

## COUNTRY & WESTERN

### GOLDEN BLUE GRASS HITS

The Barrier Bros. Philips PHS 600-003 (Stereo & Monaural)—The Barrier Brothers, out of South Bend, Ind., who have worked as the Ozark Mountain Boys, turn in a solid sampling of blue grass hits, taken from the catalog of Bill Monroe, Flatt and Scruggs, etc. Performances are right from the hills on "Blue Moon of Kentucky," "Salty Dog Blues," "My Little Georgia Rose," etc., and the boys were extremely well recorded. Despite the lack of name power, the set has good sound quality and a fine cover to help it.

## Reviews of New Albums

• Continued from page 28

### ★★★ SING-A-ROUND WITH ARTHUR GODFREY

Capitol KAO 1683 (Stereo & Monaural)—Arthur Godfrey joins the fold of sing-along with this "Sing-A-Round" album that presents a group of rounds in sing along style. Godfrey sings and talks the familiar tunes in his own warm style, while a femme group fills in the answers. Tuner include "Three Blind Mice," "Frere Jacques," etc. Set is priced at 2.98 and \$3.98 for mono and stereo, respectively, until April 30, which should help sales.

### ★★★ (BIG) TINY LITTLE IN PERSON

Coral CRL 757390 (Stereo & Monaural)—With his nimble and skillful keyboard style, (Big) Tiny Little offers a happy and infectious collection of tunes including "When You're Smiling," "You Are My Sunshine," "Georgia On My Mind" and "Canadian Capers." Little's flock of faithful fans should latch on to this one quickly. Good juke box material here, too.

### ★★★ WAYNE KING AND HIS ORCHESTRA DANCE TO MUSIC FROM HOLLYWOOD AND BROADWAY

Decca DL 74232 (Stereo & Monaural)—In his ever popular smooth and flowing style, Wayne King and his orch offer a flock of favorites from the movies and Broadway. King's many fans should have a fine time dancing to such lovely tunes as "The Sound of Music," "Moon River," "Maria," "Fanny" and "I Could Have Danced All Night."

### LOW PRICED POPULAR

#### ★★★ GREAT GUITAR SOUNDS

Bill Harris. Wing SRW 16220 (Stereo & Monaural)—Bill Harris is one of the least known of the fine jazz guitar players around today. On this fine set he shows off his fluent and imaginative style via first-rate solo work on a strong collection of tunes. They include "Lullaby of Birdland," "The Song Is You," "Once in a While" and "Poinciana." At the low price the set is a bargain for jazz and pop fans.

### ★★★ GREAT STANDARDS WITH A HAWAIIAN TOUCH

Leo Addo and His Orch. RCA Victor Camden CAL 672 (Stereo & Monaural)—A group of familiar standards are played with style and attractiveness, and a warm Hawaiian touch, on this new album. The songs include such favorites as "If You Knew Susie," "Sentimental Journey," "The One Rose" and "June in January." Good set at the price for dealers and racks.

## ★★★ MODERATE SALES POTENTIAL

### ★★★ TWIST ALONG

Cal Carter. Vee Jay SR 1041 (Stereo & Monaural)

### ★★★ A TRIBUTE TO MY PEOPLE

Marv Jenkins. Reprise R 6013 (Stereo & Monaural)

### ★★★ STRONG ON THE MARCH

The Knightsbridge Strings. Riverside RLP 7518 (Stereo & Monaural)

### ★★★ SOFT SOUNDS FROM THE SOUTH SEAS, VOL. 2

Royal Tahitians. Dot DLP 25411 (Stereo & Monaural)

### ★★★ A DATE WITH EDDIE CANTOR

Audio Fidelity AFLP 702

### ★★★ SONGS OF THE SEA

U. S. Merchant Marine Academy-Kings Point Glee Club. Riverside RLP 7520 (Stereo & Monaural)

### ★★★ FRENCH HORNS FOR MY LADY

Julius Watkins. Philips PHS 600-001 (Stereo & Monaural)

### ★★★ GREAT THEMES FROM GREAT MOVIES

Ernest Maxin Orch. Riverside RLP 7519

### ★★★ TURN ME LOOSE!

Frank Rosolino. Reprise R 6016 (Stereo & Monaural)

### ★★★ LIVE!!! IN PERSON LOU MONTE

Reprise R 6014 (Stereo & Monaural)

### ★★★ THE OL' CALLIOPE MAN VISITS A GERMAN HOFBRAU

Reprise R 6015. (Stereo & Monaural)

### ★★★ TUTTI'S TRUMPETS

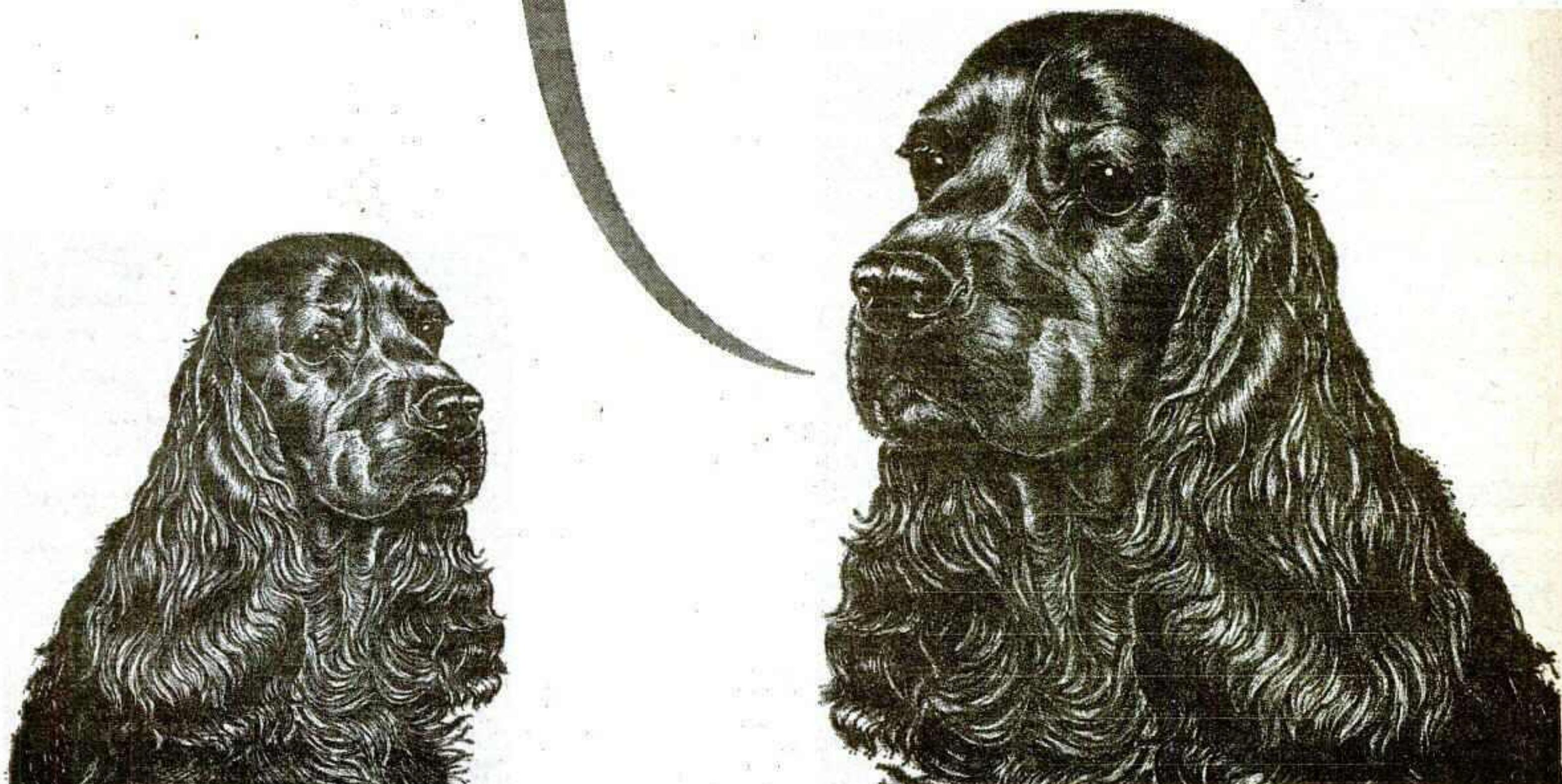
Vista BV 3308

(Continued on page 34)

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**MARK DINNING'S**  
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**ALL OF THIS  
FOR SALLY**  
(The ending is THE END!)  
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**MGM Records**



## 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.



**ROD MCKUEN**  
(Spiral)

**PERSONAL MANAGER:** Ronny Gittman. **BIRTHDAY:** April 29, 1936. **HOME TOWN:** San Francisco. **EDUCATION:** High school. **HOBBY:** Collecting records. **BACKGROUND:** While still in high school, McKuen became a disk jockey for Station KROW, Oakland, Calif. His show, titled "Rendezvous With Rod," ran for three and a half years. In 1953 McKuen was inducted into the Army. They sent him on a good-will singing tour of Korea, Japan and the Philippines, where he made many fans. After his discharge he was engaged to sing at a popular San Francisco night club, where he also read his own poetry to jazz accompaniment. Soon after, he was signed to a three-year contract with Universal International pictures. McKuen soon made a name for himself as an actor in both films and TV. It was after he went to New York that he seriously began to pursue a recording career in the pop style, and his current chart single spinning on the Spiral label has started him on the way. An album is planned for release in the near future.

**LATEST SINGLE:** "Oliver Twist" for Spiral Records.

**DAVID CARROLL**  
(Mercury)



**REAL NAME:** Nook Schrier. **BIRTHDAY:** October 15, 1913. **HOME TOWN:** Taylorville, Ill. **EDUCATION:** High school. **BACKGROUND:** Carroll began his professional musical career at the age of 8 as a drummer with the family orchestra and switched to the clarinet while playing for the high school band. He began to arrange for name bands while still in high school and contributed to two bands with many fans in the Midwest, Tiny Hill and the late Hal Kemp. In order to support himself and his musical studies in New York, Carroll arranged for many top orchestras and radio shows in the 1940's, including the "Lucky Strike Hit Parade." He joined Mercury Records as Midwest musical director in 1951. Some of his previous hit singles on Mercury include "Fascination," "Melody of Love," "In a Little Spanish Town" and "Midnight Lace." Carroll's various "Let's Dance" and "Percussion" albums have done well, too.

**LATEST SINGLE:** David Carroll's new single, an instrumental version of "White Rose of Athens," is the one to break on to the Hot 100 chart this week.

## LABEL-DEEJAY PROMOTIONS

**NEXT DANCE CRAZE?** Motown-Tamla Records in co-operation with WESH-TV, Cocoa Beach, Fla., debuted a new dance called the "Lift Off" Saturday (17). The station is covering the vocal debut on TV of Harvey Pylant, also a director at WESH, live from the Makado Room of the Cocoa Beach Hotel. Pylant, who also penned the tune, will appear with a group called the Bishops. Motown-Tamla will record the side at the date with release scheduled nationally for February 24. The dance itself will be introduced and demonstrated by Barbara Fleming. Thirty radio stations have been invited to tape the event for airing at a later date. The dance and tune "Lift Off" is in connection, of course, with the launching pad activities occurring at nearby Cape Canaveral, Fla.

Another new dance currently causing a flurry of excitement is the Pop-Eye Dance originating from the hit single on Ace Records by Huey Smith and the Clowns tagged "Pop-Eye." In connection with this fast-moving chart item, Bob Heller, Philadelphia distributor for the Ace label, has started a "Pop-Eye Dance Contest" in five areas: Wilmington, Del.; Trenton, N. J., and Allentown, Reading and Scranton, Pa.

**BOOMERANG PROMO PAYS**

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 use any special programming or promotional gimmicks on Valentine's Day?

## THE ANSWERS

**DON LUFTIG, P.D.**  
**WINS, New York**

I have inaugurated a series of WINSland surveys whereby a newsmen goes into the street in the metropolitan area and asks questions regarding a particular holiday, event or special topic. For Valentine's Day we did a WINSland survey asking

questions about love—"Do you believe in love at first sight? Do you believe love makes the world go around? Do you have any comments on the subject of love? Are you planning to give someone a Valentine's Day gift this year?"

**DICK READ, P.D.**  
**KACY, Oxnard, Calif.**

In 1961 we had a Valentine exchange by plugging for boys to send a Valentine to their unknown sweetheart, and girls do the same. Then KACY sent the Valentine from a boy to one of the girls who mailed one into KACY, and vice versa. This year we asked listeners to send us Valentines—the prettiest, ugliest, silliest, funniest, biggest, smallest, etc. Winners received candy boxes and first 100 Valentine senders won free copies of Timi Yuro's "Let Me Call You Sweetheart."

**FRED BARR**  
**WWRL, New York**

This being Valentine month, WWRL wants to play cupid to a couple who are just on the verge of tying the knot. The winners of our "Honeymoon Contest," which ends February 28, will be married on the air in the WWRL studios. We'll pay all expenses—license fee, flowers, wedding cake—and provide a gala reception for the wedding party at a local inn. Winners (chosen from best letter submitted) will also receive a honeymoon in the Catskills and \$500 worth of furniture.



## RADIO STATIONS

Seeking DJ's, librarians and other experienced personnel will be using the

## BUYERS &amp; SELLERS

CLASSIFIED  
MART

Employment Section

Beginning March 10 in

BILLBOARD MUSIC WEEK

## VOX JOX

By JUNE BUNDY

New jockey line-up at WPTR, Albany, N. Y., is as follows: Jay Gilbert (ex-WAMS, Wilmington, Del.) 9 p.m.-1 a.m.; Pat Patterson, 6-9 a.m.; Boom Boom Brannigan, 9 a.m.-noon; Jack McNamee, noon-3 p.m. and 6-9 p.m. Gilbert will use the name King Kong at Kannon at WPTR. . . . Jerry Teel, morning man at KSTN, Stockton, Calif., was emcee at the "Teen-agers of Calaveras County Talent Show and Dance" benefit February 3 for the March of Dimes. . . . Dick Drury is new program director of WIL, St. Louis. He replaces John Borders, who has resigned to become station manager of KBGO, Waco, Tex. Drury was p.d. of KQV, Pittsburgh, for the last two years and prior to that was with WERE and KYW, Cleveland.

Fred Reinhart, a folk singer, has replaced Kent Jewell in the 9 p.m.-1 a.m. time seg at KALL, Salt Lake City. Jewell has moved to KMUR, Murray, Utah. . . . Bob Emery, ex-WAVI, Dayton, O., is new spinner at WLW-D, Dayton, O. . . . Jumpin' Jack Sanders, Greg Mason and Gene Snyder are new jocks at WAKY, Louisville, Ky. . . . New Manager of KRNY, Kearney, Neb., is Wayne Thomas, ex-manager of KOMC-TV, McCook, Neb. . . . Johnny Midnight, WCKR, Miami, has started remote broadcasts from the Luau restaurant from midnight to 1 a.m. Monday through Saturday.

Survival of  
The FittestSinatra Keys  
WINS Switch

• Continued from page 18

DENVER—Kenneth E. Palmer, vice-president and general manager of KIMN, here, a Top 40 station, takes a jaundiced view of the current trend for stations to drop rock and roll in favor of "pretty music" formats.

He writes: "It's always interesting to note the reasons given for dropping Top 40 formats. The owners state in lofty phrases that they have determined 'interest in Top 40 is limited to children—is on its way out,' or never was in. Hogwash! Without exception, the stations which abandon Top 40 or modern music programming do so because they failed in their efforts to get a sizable audience."

\* Palmer says he shouts "Hooray!" everytime a format change is announced. "Another weak sister has fallen! These are the types of stations that have given format radio a bad name. In their last desperate struggle to make an impact on the market, some of the weak sisters have sponsored phony contests, broadcast the most lurid newscasts possible, and encouraged their disk jockeys to say, or do, most anything which might attract attention."

Palmer contends "There is nothing worse than being a low-rated format-station. Let's face it—most advertisers do not particularly like the music format-stations play.

(Continued on page 39)

With the exception of the rhythm and blues stations, New York now has only one Top 40 outlet — WABC. Sam Holman, program director of that outlet, said they would continue with their present format, but would not comment on the change-over at WINS.

Jack Sullivan, general manager of WNEW here, generally acknowledged as the "music station to beat," takes a philosophical view of the situation. "If this (the Sinatra marathon) is their (WINS) device to make the change — fine. More good music than ever is available in New York than ever before."

## The Sound's the Thing

William B. Williams, WNEW deejay closely associated with Sinatra, has a slogan he uses on his show—"We don't care how a record sells, only how it sounds." Sullivan says this sums up the station's attitude. The exec notes that research indicates the average singles record buyer today is a 14-year-old girl, and opines that national advertisers want to reach a more mature buying audience.

In confirmation of Sullivan's stand, Ted Steele reports that a flock of national advertisers (who had never before advertised on WINS) bought time last week as a result of the format switch.

## 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  
February 23, 1957

1. Too Much Love, E. Presley, RCA Victor
2. Young Love, T. Hunter, Dot
3. Don't Forbid Me, P. Boone, Dot
4. Young Love, S. James, Capitol
5. Banana Boat (Day-O), H. Belafonte, RCA Victor
6. Singing the Blues, G. Mitchell, Columbia
7. Banana Boat Song, Tarriers, Glory
8. Moonlight Gambler, F. Laine, Columbia
9. Blue Monday, F. Domino, Imperial
10. Marianne, T. Gilkyson, Columbia

POP—10 Years Ago  
February 23, 1952

1. Cry, J. Ray, Okeh
2. Tell Me Why, Four Aces-A. Alberts, Decca
3. Anytime, E. Fisher-H. Winterhalter, RCA Victor
4. Little White Cloud That Cried, J. Ray, Okeh
5. Blue Tango, L. Anderson, Decca
6. Wheel of Fortune, K. Starr, Capitol
7. Please Mr. Sun, J. Ray, Columbia
8. Slow Poke, Pee Wee King, RCA Victor
9. Tiger Rag, L. Paul-M. Ford, Capitol
10. Bermuda, Bell Sisters-H. Rene Ork, RCA Victor

## RHYTHM &amp; BLUES—5 Years Ago—February 23, 1957

1. Without Love, C. McPhatter, Atlantic
2. Too Much, E. Presley, RCA Victor
3. Thousand Miles Away, Heartbeats, Rama
4. Ain't That Love, R. Charles, Atlantic
5. Young Love, T. Hunter, Dot

A SMASH HIT WITH A NEW TWIST!

The **MC GUIRE  
SISTERS**

Singing

**SUGARTIME  
TWIST**

C/W

**MORE HEARTS  
ARE BROKEN  
THAT WAY**



Exclusively on

62305



## • Reviews of New Albums

• Continued from page 30

### LOW PRICED POPULAR

★★★ EVERYBODY SING  
Guy Cherney. Wing SRW 16193 (Stereo & Monaural)

★★★ THE LOU STEIN-WAY OF PIANO PLEASURE  
Lou Stein. Wing SRW 16219 (Stereo & Monaural)

★★★ HERE COMES THE SHOWBOAT  
Clyde Orls Singers and Ork. Wing SRW 16221 (Stereo & Monaural)

### JAZZ LP'S

### ★★★ STRONG SALES POTENTIAL

★★★ THE NEW TRISTANO  
Lenny Tristano. Atlantic 1357 (Stereo & Monaural) — Connoisseurs of the highly original Tristano piano style will want this one—the artist's first in roughly five years. The set is composed entirely of Tristano variations without rhythm accompaniment. The pianist's technique and high quality of improvisation is everywhere evident. Solid collector's wax.

SWING LOW, SWEET CLARINET  
The Woody Herman Quartet. Phillips PHS 600-004 (Stereo & Monaural)—Woody Herman is showcased in this album as clarinet soloist, in a warm intimate ensemble that's composed of Woody and rhythm section. The set is pretty nearly evenly divided between easy, swinging medium-tempo tunes and moody ballads. Fine old standards compose the material; tunes like "Sweet Lorraine," "Don't Be That Way," "Someday Sweetheart" and "Mood Indigo." This is Woody's first album as an instrumental soloist and mighty pleasant listening it is, too.

★★★ THE CAT WALK  
Donald Byrd. Blue Note 4075—Some excellent blowing from Donald Byrd and the four members of the combo here. The trumpeter has stability, a warm sound and fire when called for. The album is not without its humor, as evidenced in the light, gospel touches in "Duke's Mixture." Each of the tunes is in a medium or above medium groove. There are six tracks in all and besides the aforementioned "Mixture" the title tune "Cat Walk" and "Hello Bright Sunflower" rank as standouts. Provocative modern jazz wax.

★★★ AFRO-AMERICAN SKETCHES  
Oliver Nelson Ork. Prestige PR 7225 (Stereo & Monaural)—A strong, full-scale big band works here from the pen of Nelson who has been active in the small group and big band worlds for a number of years. Nelson wrote for the Louis Belson band, among others, and this set shows the vast experience in the field. Top-flight jazzmen solo on the tracks and the big band swings in tight unison. Powerful big band wax in a modern jazz groove.

★★★ DEARLY BELOVED  
Stanley Turrentine. Blue Note 4081—Sales of the Jimmy Smith "Midnight Special" album, which features Turrentine, should make the going just a little bit easier for this set. The album, like the Smith set, features a fine Hammond organist. In this case it's Little Miss Cott. The tenor sax-organ team is ably assisted by drummer Roy Brooks. "Bala" and "Wee Hour Theme" shape up as two of the better tracks out of the total of seven.

★★★ THE CATEBIRD SEAT  
The Mitchell-Ruff Trio. Atlantic 1374 (Stereo & Monaural)—Pleasing, easy-to-take modern jazz stylings by the Mitchell-Ruff Trio with Charlie Smith on drums. The music they make is imaginative and fresh sounding, and shows off the development of Dwike Mitchell and Wille Ruff since they formed the trio last year. Title tune, by Mitchell, is a slow swinging blues, with a good feeling; "Con Alma" and "Gypsy in My Soul" are also strong tracks.

★★★ BLUESNIK  
Jackie McLean. Blue Note 4067—Some swinging and yet soulful work by Jackie McLean, accompanied by Freddie Hubbard, Kenny Drew, Doug Watkins and Pete La Roca, is contained on this new set. It's a blues date and the tunes give the combo a chance to get into the blues groove. Strongest tracks are "Bluesnik," "Goin' Way Blues" and "Drew's Blues." All of the tunes are originals.

★★★ HEY, MRS JONES  
Jimmy Witherspoon. Reprise R 6012 (Stereo & Monaural)—"Spoon," one of the finest of the blues singers, has a solid package here. He's backed by fresh and creative arrangements of H. B. Barnum, and the best tracks really swing and will appeal to jazz jocks as well as blues collectors. "Spoon" has many fine blues elements: He can shout, he has the proper voice breaks, he has individuality and a lyric smoothness when necessary. Material includes title song and "In the Dark" (the old Lil Green hit), "I Don't Know" (Willie Mabon's hit) and "Warm Your Heart."

### INTERNATIONAL

★★★ YA'SOO! SING-ALONG  
Amphion Choir. Helios VXL 860—An interesting set here that should be of interest in all stores that do a volume business

★★★ MIDNIGHT IN MOSCOW  
Eddie Condon and the Dixieland All-Stars. Epic LA 16024 (Stereo & Monaural)

—The Condon group plays a wide open style of dixie here, in contrast to the more subdued "trad" approach of the Kenny Ball British group, which has the "Midnight in Moscow" hit. The band here turns in some fine, lively blowing, with lots of drum breaks on a flock of geographical slanted tunes like "Sheik of Araby," "Hindustan," "Loch Lomond," "Japanese Sandman," etc., plus the title tune. Fans will dig this one.

### CLASSICAL LP'S

### ★★★ STRONG SALES POTENTIAL

★★★ PROKOFIEV: ALEXANDER NEVSKY

New York Philharmonic (Schippers). Columbia MS 6306 (Stereo & Monaural)—This dramatic cantata is based on the score which Prokofiev composed for the film of the same title in 1938. It gets an exciting performance here from the New York Philharmonic, assisted by the Westminster Choir. The battle movement alone, describing the clash of the Russians and the Teutonic Knights on the ice of frozen Lake Peipus is, of course, a highlight that makes a great demo track. The work is performed with both vigor and sensitivity.

★★★ BARTOK: THE MIRACULOUS MANDARIN; SHOSTAKOVICH: THE AGE OF GOLD

Philharmonia Orch. (Ivring). Capitol SP 8576 (Stereo & Monaural)—Sheer sound alone makes this an exciting coupling. Both works are original in approach and orchestral scoring, with the Bartok winding up in a savage frenzy while the Shostakovich is satirically good-humored in his dissonances, including its famed Polka. This is the first stereo version available for either work, and as such should attract buyers seeking a dramatic recording of these vivid compositions.

★★★ WORLD FAVORITE PIANO CLASSICS

Rawicz and Landauer. Phillips PHS 600-005 (Stereo)—This package has some very popular classical material (plus the "Rhapsody in Blue") played by two pianists whose co-ordination is wonderful. With them are the Sinfonia of London Orchestra conducted by Anatole Fistoulari. The material includes main themes from Tchaikovsky's "Piano Concerto No. 1," "Prelude in C Sharp Minor," "Clair de Lune," "Liszt's 'Hungarian Rhapsody No. 2,'" etc. Worth demonstrating.

★★★ MUSSORGSKY: PICTURES AT AN EXHIBITION—SCHUMANN: CARNAVAL, OP. 9

Benno Moiseiwitsch. Decca DL 710042—This program, magnificently played by the venerable Russian pianist, Benno Moiseiwitsch, is the result of his first U. S. recording session cut last summer. Moiseiwitsch, who has lived and performed in England for many years, is a pianist of the grand tradition taught by Czerny, Beethoven's friend and pupil. An abundance of recordings are available on both the Mussorgsky and Schumann works already, but classical buffs interested in an expressive, poetic and masterful reading should have this version in their collections.

### SPECIALTY LP'S

### ★★★ STRONG SALES POTENTIAL

### CHILDREN'S

★★★ THE PRINCE AND THE PAUPER  
THE STORY OF HANS BRINKER AND THE SILVER SKATES

Disneyland ST 1912 and 1915 (Monaural)—Two wonderful editions for children, each pegged at \$1.98 making for solid, salable merchandise. Each story is told with the use of narration, full ork and a cast which dramatizes many of the highlights of the stories. Youngsters of a broad age group should be spellbound with either set.

### LOW PRICED SPECIALTY

★★★ INSTANT MEMORY COURSE

Harry Lorayne. Instant Learning IL 3003—Tips on how to improve your memory are presented here by Harry Lorayne, who has written a best-selling book on the subject. Tips are useful and should be of interest to many. There is also a booklet that aids those who take the course on records. Interesting wax.

### INTERNATIONAL

★★★ YA'SOO! SING-ALONG

Amphion Choir. Helios VXL 860—An interesting set here that should be of interest in all stores that do a volume business

in Greek or Near Eastern recordings. The album is an attractively packaged set that presents a male chorus singing a number of Greek folk songs that should be familiar to people of that ancestry. In addition to lyrics sheets in the original Greek, phonetic English interpretations and short synopsis of the song material in English are also provided.

★★★ FLAMENCO VIRTUOSO

Mariano Cordoba. Capitol SP 8574 (Stereo & Monaural)—An exciting flamenco set here. The artist is a lucid and facile guitarist, well versed in the flamenco tradition. Cordoba, who compiled an estimable reputation in Spain, is now a citizen of this country and lives in San Francisco where his influence as artist and teacher is considerable. Since devotees of Spanish guitar are a singular and enthusiastic lot, this set can be expected to sell in those stores where Spanish guitar music normally moves well.

### LATIN AMERICAN

★★★ PACHECO Y SU CHARANGA, VOL. 3

Que Suen La Flauta. Alegre LPA 811—The distinctive sound of the Latin-styled flute predominates in the third LP by Pachecho and his combo, which has been playing dates and making friends on the West Coast. They turn out a bright and distinctive sound and a very danceable beat. Latin music buyers exposed to his group will find them exceedingly attractive. Top tracks include "Acueue," an original Pachanga-Twist by Pachecho, and "Cachito," an oldie played Pachanga style.

★★★ CARNAVAL DO BRASIL

Juca Mestre and His Brasileiros. Audio Fidelity AFSD 5953 (Stereo & Monaural)—In fine stereo sound, Juca Mestre and His Brasileiros present a program of colorful Brazilian music associated with the famous carnival held in Rio de Janeiro every year about this time. The excitement and effervescence of the various dances (fandango, conga, samba marcha, etc.) are ably reproduced by Mestre and his group. Some of the highlights are "Tumba Le Le," a medley including "Tem Gato Nutuba," "Vai Com Jeito," and "A Lua E Dos Namorados" and "Indio Quer Apito." A prime item in its field.

★★★ PANORAMA MUSICAL DO BRAZIL

Juca Mestre and His Brasileiros. Audio Fidelity AFSD 5954 (Stereo & Monaural)—A well-made album (recorded in Rio de Janeiro) of a collection of Brazilian music expertly performed by Juca Mestre and His Brasileiros. Mestre captures the flavor of the country throughout and the Brazilian folk music with its major influence from the Portuguese and the African Negro is most stimulating. The package should do well in stores catering to the Latin American fans.

### FOLK

★★★ JOSH WHITE LIVE!

ABC-Paramount ABC 407 (Stereo & Monaural)—These sides are from White's concert at Royal Festival Hall, London, April 1961. Josh is in good form—which means very good, and the sound is excellent. Material includes "Betty and Dupree," "Wandering," "Where Were You When My Heart Went Out."

### ★★★ MODERATE SALES POTENTIAL

### JAZZ

★★★ HERE'S HOPE  
Elo Hope. Celebrity LP 209

★★★ JASS, JASS, JASS

Franz Jackson and the Original Jass All-Stars. Phillips PHS 600-013 (Stereo & Monaural)

★★★ MY FAIR LADY

Richard Hayman and His Ork. Wing SRW 16124 (Stereo & Monaural)

★★★ TENDERLY

Vic Damone. Wing SRW 16157 (Stereo & Monaural)

### SEMI-CLASSICAL

★★★ GREAT STRAUSS WALTZES

The Vienna Concert Orch. Kurt Richter. Philips PHS 600-007 (Stereo & Monaural)

### LATIN AMERICAN

★★★ MARIO ESCUDERO

ABC-Paramount ABC 396 (Stereo & Monaural)

★★★ FRANCIS BAY'S LATIN BEAT

Philips PHS 600-011 (Stereo)

★★★ EL TANGO

Malando. Philips PHS 600-009 (Stereo)

BILLBOARD  
MUSIC WEEK

## EASY LISTENING

This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
TITLE, ARTIST, LABEL			
1 2 A LITTLE BITTY TEAR	Burl Ives, Decca 31330	10	
2 1 CAN'T HELP FALLING IN LOVE	Elvis Presley, RCA Victor 7968	12	
3 3 COTTON FIELDS	Highwaymen, United Artists 370	13	
4 6 MIDNIGHT IN MOSCOW	Kenny Ball, Kapp 442	4	
5 5 CAJUN QUEEN	Jimmy Dean, Columbia 42282	5	
6 12 DON'T BREAK THE HEART THAT LOVES YOU	Connie Francis, MGM 13059	3	
7 7 TO A SLEEPING BEAUTY	Jimmy Dean, Columbia 42282	6	
8 9 SHE'S GOT YOU	Patsy Cline, Decca 31354	5	
9 10 CHATTANOOGA CHOO CHOO	Floyd Cramer, RCA Victor 7978	6	
10 11 I'LL SEE YOU IN MY DREAMS	Pat Boone, Dot 16312	5	
11 8 MOON RIVER	Henry Mancini, RCA Victor 7916	20	
12 13 AFRIKAAN BEAT	Bert Kaempfert, Decca 31350	6	
13 14 WHERE HAVE ALL THE FLOWERS GONE	Kingston Trio, Capitol 4671	6	
14 15 HE KNOWS I LOVE HIM TOO MUCH	Paris Sisters, Gregmark 10	5	
15 4 WHEN I FALL IN LOVE	Lettermen, Capitol 4658	14	
16 19 COME BACK SILLY GIRL	Lettermen, Capitol 4699	2	
17 20 LET ME CALL YOU SWEETHEART	Timi Yuro, Liberty 55410	4	
18 — BLUE WATER LINE	Brothers Four, Columbia 42256	6	
19 — TEARS AND LAUGHTER	Dinah Washington, Mercury 71922	3	
20 — BERMUDA	Linda Scott, Canadian-American 134	3	
<b>FOLK</b>			
<b>★★★ THE SOUND OF A BLUEGRASS BANJO</b>			
Charles Trent. Smash SRS 67002 (Stereo & Monaural)			
<b>★★★ FOLK FESTIVAL</b>			
Oscar Brand and Various Artists. ABC-Paramount ABC 408 (Stereo & Monaural)			
<b>POLKA</b>			
<b>★★★ BUGGY RIDE POLKA</b>			
Al Sojka and His Ork. Gio GLP 665			
<b>★★★ POLKA MAESTRO PLEASE</b>			
Al Prohut and the Polka-Rounders. ABC-Paramount ABC 405 (Stereo & Monaural)			
<b>INTERNATIONAL</b>			
<b>★★★ MUSIC FROM THE LAND OF THE RISING SUN</b>			



**KATHY LINDEN**  
**FIRST THERE WAS:**  
**BILLY**  
**OH! JOHNNY OH!**  
**YOU'D BE SURPRISED**  
**GOODBY JIMMY GOODBY**  
**AND NOW:**  
**REMEMBER ME (TO JIMMY)**

**CAPITOL #4700**



## • Reviews of New Singles

• Continued from page 34

familiar tune done in an up-tempo jazz style. Fans will like. (Frank, ASCAP) (2:19)

### JEWEL BROWN

★★★★ Looking Back—LIBERTY 55422—This fine ballad song was a hit a couple of years back by Nat Cole and this fine new thrush hands it a deeply felt reading. The gal should be watched with this. (Eden, BMI) (2:56)

★★★★ I Ain't Givin' Up Nothing, If I Can't Get Somethin' From You—As on the flip, the tune is written by Clyde Otis and Brook Benton. This side is on the upbeat side, again done well by the gal. (Eden, BMI) (2:11)

### CLIFF RICHARD

★★★★ The Young Ones—BIG TOP 3101—The chanter is big in Britain and he could score here with this attractively done hunk of movie theme wax. Nice strings and guitar support help. Could get action (Harms-Witmark) (3:00)

★★★★ We Say Yea—Mom and dad say no, but the lad and his chick say "yea." Side is a rocker on the up rhythm side, backed by a pulsating guitar and rhythm group. Also a good side. (Harms-Witmark) (2:15)

### GENE AND WENDELL

★★★★ The Roach Stomp—RAY STAR 785—Blues-based rocker's lyrics give instructions for the Roach dance. Lots of rhythm here. (Lastar-Bloor-HH, BMI) (2:27)

★★★★ Move On Up—Another blues-based rocker, with piano figure prominently in the arrangement behind the vocal. (Lastar-Bloor-HH, BMI) (2:31)

### JERRY REED

★★★★ I've Got Everybody Fooled (But Me)—COLUMBIA 42311—Chanter shows off his attractive style on this up-tempo weeper that has a good country-pop sound. Piano work and choral work in the backing makes it, too. A side with a chance. (Lowery, BMI) (2:15)

★★★★ Pity the Fool—Jerry Reed turns in a good performance on this pop-country

item that also spots neat chorus work in the backing. The arrangement is listenable, too. (Lowery, BMI) (1:58)

### LES BROWN AND ORK

★★★★ Les' Twist—COLUMBIA 42294—The Les Brown crew sells this Twist effort in driving fashion holding to a strong Twist beat all the while. Bright instrumental could get some coins during the Twist craze. Watch it. (Crystal, ASCAP) (2:24)

★★★★ Patricia—Good swinging version of the old hit by the fine Les Brown crew that should achieve a lot of programming. Ork plays the tune neatly on this stylish instrumental. (Peer Int., BMI) (2:28)

### THE SHONDELLS

★★★★ My Love—KING 5597—The femme group swings through a breezy ditty that has some of the feel of "Hit the Road Jack." Gal sing it in group style with the lead part minimized here. Interesting rhythm side. (O-Cal-Garpax, BMI) (2:00)

★★★★ Don't Cry My Soldier Boy—A triplet-backed ballad aided by devoted femme voices. Girl lead starts with a fervent speech then breaks into her song. Side has a sound. (Garpax-Briarcliff, BMI) (2:40)

### BOBBY BLAND

★★★★ Jelly, Jelly, Jelly—DUKE 338—Here's a very strong rendition of the old Billy Eckstine hit of many years ago. Bland sings the bluesy lyric with conviction. Small group playing sustained chords behind the singers is also effective in the old Eckstine style (Music Holding, BMI) (2:19)

★★★★ Ain't That Loving You—Bland takes off on a medium tempo swinger that should be in the pop groove. The singer gets a Ray Charles sound on this and the combo backing is fitting. (Lion, BMI) (2:29)

### THE VOCALEERS

★★★★ The Cootie Snap—TWISTIME 11—Here's another dance based on a bug. This one's called "The Cootie Snap" and it's a rockin' side that might have teen appeal. (Maggie, BMI) (2:43)

★★★★ A Golden Tear—(TeePee, ASCAP) (2:29)

### GROVER MITCHELL

★★★★ That's a Good Idea—VEE JAY 429—Mitchell has a good, convincing sound on this medium rhythm down-to-earth performance. Smartly arranged wax that could grab action. Good chick chorus sound, too. (Builders-Conrad, BMI) (2:25)

★★★★ Lonely Without Your Love—(Builders-Conrad, BMI) (2:28)

### CHARLES JAMES

★★★★ One Mint Julep—ZAB 103—James turns out this oldie tune in good style and with considerable feeling. Good piano backing helps the side. (Progressive, BMI) (2:47)

★★★★ Please Wait—(Hara, BMI) (3:07)..

### DANTE AND HIS FRIENDS

★★★★ Something Happens—IMPERIAL 5798—Feelingful reading by Dante and group on moving rockaballad with dual market appeal for pop and r&b buyers. (Travis-Brunswick, BMI) (2:39)

★★★★ Are You Just My Friends?—(Travis-Brunswick, BMI) (2:18)

### DAVID MICHAEL

★★★★ Wow!—CHAIN 5001—An interesting instrumental featuring a piano lead with a flock of echoey voices weaving without lyrics through the background. Side has quite a beat. (Cherrytown, BMI) (2:28)

★★★★ And Then Came Love—(Leeds, BMI) (2:40)

### FOUR COINS

★★★★ Come a Little Closer—JUBILEE 5419—A rouser side featuring a big bass drum sound in the rhythm. The boys hand it an enthused reading that could create interest. (Valley-Trio, BMI)

★★★★ The Windows of Heaven—(Quartet, ASCAP) (2:14)

### NATHANIEL MAYER

★★★★ Village of Love—FORTUNE 545—Deep-voiced bits and strong lead makes this side go in a solid group sound rock and roll vein. Side has a beat that the kids can dance to, and the record is reportedly getting some action in Detroit. (Trianon, BMI)

★★★★ I Want a Woman—(Trianon, BMI)

### FOUR IMPs

★★★★ Wabash Blues—CIMARRON 4053—The oldie gets a soulful solo instrumental horn treatment; simple and likely to appeal to some jocks. (Leo Feist, ASCAP) (2:10)

★★★★ All or Nothing—(Lynlou, BMI) (2:00)

### JOE (GUITAR) TUBBS

★★★★ Loaded Guitar—EPIC 9498—This one's a nice medium tempo kicker. The instrumental features Tubbs' guitar work, and has an easy swing. Good wax. (Big Billy, BMI) (2:08)

★★ Best Wishes—(Bar, BMI) (2:30)

### CURTIS KNIGHT

★★★★ You're Gonna Be Sorry—SHELL 310—Fervid chanting by Curtis Knight and femme group on feelingful gospel-flavored theme with fast-moving tempo. (Saxon, BMI) (2:10)

★★★ Little Doe-Doe—(Saxon, BMI) (2:31)

### STAN KENTON

★★★★ Waltz of the Prophets—CAPITOL 4707—Attractive tune penned for the Kenton ork is handed an exciting instrumental reading by the band. Should grab pop and jazz spins. (Benton, BMI) (2:35)

★★★ Magic Moment—(Harms, ASCAP) (2:55)

### THE FOUR LADS

★★★★ Winter Snow—DOT 16328—Winter snow is the symbol of a past love affair, according to this ballad. The boys sing well enough and simple backing featuring mandolin, bells, etc., is effective. (Sidmore, BMI) (2:27)

★★★ Don't Fly Away, Flamingo—(Dominion, BMI) (2:35)

### DANNY AND THE JUNIORS

★★★★ Do the Mashed Potatoes—SWAN 4100—Here's another version of the latest dance revival. The boys sing it with a beat while the ork cooks in the background. Fine dance disk. (Claridge, ASCAP) (2:13)

★★★ Doin' the Continental Walk—(Chicory, BMI) (2:00)

### JIMMY ROSELLI

★★★★ The Sheik of Araby—AD LIB—The oldie is likely to draw some spins with this belting vocal by Roselli and bright backing by Siravé. (Mills, ASCAP) (2:15) (2:55)

★★★ A Fool in Love—(Bourne, ASCAP)

### GOOGIE RENE

★★★★ Hard Times—KAPP 449—Fine honky-tonk-styled piano and guitar solo work is spotlighted on solid comedy-styled bluesy theme. Nice juke and jockey wax. (Recordo, BMI) (2:22)

★★★ Look at Your Girl—(Recordo, BMI) (2:34)

### PRESTON EPPS

★★★★ Rockin' in the Congo—EMBASSY 203—Lively instrumental, with bluesy touches, solid horn and percussion. Makes a fresh novelty. (Selma, BMI)

★★★ Sing Donna Go—(Selma, BMI)

### BILLY BARNES

★★★★ Until—LIBERTY 55421—A pretty medium beat pledge of his love to his chick. Nice performance by the new artist, who shows good class. Nice arrangement, too. Worth spinning. (Eden, BMI) (2:23)

★★★ To Prove My Love—(Eden, BMI) (2:00)

### BILL FURY

★★★★ I'd Never Find Another You—LONDON 9515—A smartly made side, featuring a strong performance by Fury of a good medium tempo ballad. Arrangement is well scored. Side has a good chance. (Aldon, BMI) (2:35)

★★★ Don't Jump—(Youngster, ASCAP) (2:52)

### CHRIS KENNER

★★★★ How Far?—INSTANT 3244—The chanter turns in a martial-flavored gospel-style item. He's had little since "I Like It Like That," but this could get him moving again. Good wax. (Tune-Kel, BMI) (2:12)

★★★ Time—(Tune-Kel, BMI) (2:43)

### PETULA CLARK

★★★★ My Friend the Sea—LONDON 10504—The British thrush turns in a warm and meaningful performance of this strong material. It's well arranged in a medium rhythm and the gal should happen with it. (Criterion, ASCAP) (2:35)

★★★ With All My Love—(Apollo Music, Ltd., ASCAP) (2:50)

### ROBBINS AND PAXTON

★★★★ Strange Rain—RORI 704—A strange tale, sung in slow, soft, mournful harmonies by the lads, against a simple guitar background. Has a strong folkish quality. (Calliope, BMI) (2:58)

★★★ Teen Angel—(Acuff-Rose, BMI) (2:10)

### THE SURFSIDERS

★★★★ My Friend the Sea—20TH FOX 298—This one has a Continental touch to its

conception. The group voices but uses no lyrics. Performance is long on, shall we say, gemütlichkeit. (Criterion, ASCAP) (2:04)

★★★ The Donkey's Tale—(Criterion, ASCAP) (2:14)

### NEIL SEDAKA

★★★★ Oh Delilah—PYRAMID 623—This is a five year old waxing by the singer, and although it is not his best as against today, it should get action on name value

★★★ When You Wish Upon a Star—(Bourne, ASCAP) (2:51)

alone. It's a bright rocker with a wild sound. (Copley-Alan Hartwell, BMI) (2:04)

★★★ Neil's Twist—(Copley-Alan Hartwell, BMI) (2:02)

### CAMARATA

★★★★ Moon Pilot Melody—VISTA 393—A new Disney movie theme is played with appeal by harpsichord and ork. Pretty, medium tempo instrumental could grab plays. (Wonderland, BMI) (2:08)

★★★ When You Wish Upon a Star—(Bourne, ASCAP) (2:51)

## ★★★ MODERATE SALES POTENTIAL

### PATTY AND PETER

★★★ Can't Get a Date (Bangor, BMI) (1:55) — ★★★ Tarzan Baby (Hanger, ASCAP) (2:15), SANDS 2760-2761

### SCREAMIN' JAY HAWKINS

★★★ I Hear Voices (Enrica, BMI) (2:30) — ★★★ Just Don't Care (Enrica, BMI) (2:20), ENRICA 1010

### NORMAN KNUTH AND THE STARLITERS

★★★ Johnson Rag — ★★★ Do You Ever Think of Me. SANDS 3150-3151

### VAN DORN SISTERS

★★★ Baby Roo (Aldon, BMI) (2:10) — ★★★ Longing for You (Ludlow, BMI) (2:55), PHILTONE 1107-8

### HILLARD STREET

★★★ Indian Giver (Ding Dong, BMI) (2:16) — ★★★ No Forgetting You (Mr. Music, BMI) (2:24), REPRISE 20-052

### WILKES AND WILKERSON

★★★ Young Lover (Jaf, BMI) (2:30) — ★★★ I Found a New Love (Jaf, BMI) (2:58), BAMBOO 518

### THE DYNAMIC'S

★★★ If I Give My Heart to You (Miller, ASCAP) (2:30) — ★★★ Blind Date (Liban, BMI) (2:28), LIBAN 1006

### TONY CAPRI

★★★ Counting Wishes (Liban, BMI) (1:36) — ★★★ That's the Way (Liban, BMI) (2:13), LIBAN 1005

### BARBARA MASSEY

★★★ I'll Tell You in the Morning (How I Feel Tonight) (Sheldon, BMI) (2:24) — ★★★ You Call Me Angel (You Devil You) (Travis, BMI) (2:26), IMPERIAL 5786

### CHUCK CLARK

★★★ The Power of Love (Ames, BMI) (2:39) — ★★★ Bring Back Your Love (Pub, BMI) (2:37), SHERATON 101

### RONNIE MITCHELL

★★★ It's the

**NEW DEALER PRODUCTS****LP Cartridge Snaps In**

Jensen Industries, Forest Park, Ill., is currently marketing a new snap-in stereo cartridge that makes for easy

cartridge changing, easier, in fact, the company claims, than changing the needle alone. The new unit carries two needles and lists at \$5.95. There are two models, the "S" and the "T." It is designed as a universal replacement, fitting all Jensen snap-in brackets and using standard stereo needle types.

**No Need to Bite Nails**

Specifically designed for distaff listening is this new Miss Webcor member of the recently introduced Webcor line of portable phonographs. Not only can milady listen to the music of her choice on the set, but the firm has also included an electric manicuring kit free with the set. Colors, too, are tailored for the lady's taste in pink or light blue. Suggested list price is \$79.95.

**Eight-Transistor Radios**

Emerson Radio, Inc., has three eight-transistor radios in its 1962 line. Each is pocket-sized and may be played on household power or on its own batteries which can be recharged.

Leading the line is the Model 888 Titan, which permits 10,000 hours of playing from rechargeable cells. The Emerson Power King recharges batteries while the set is playing from household current. The Titan is attractively gift boxed with the Power King charger, batteries, personal listening attachment and de luxe carrying case.

Also debuted with the Titan were the Emerson 808 and 880, which are encased in unbreakable cabinets styled in gold and silver tones and assorted colors. There is a distinct difference between the styling of the two sets, but the dimensions for both are 21 3/12 inches by 4 3/8 inches and 1 5/32 inches.

Both sets are packaged in gift box or presentation jewel case, with battery, personal listening attachment and de luxe carrying case. Prices of the 888, depending upon ensemble, range from \$29.88 to \$44.88. The 808 sells for \$34.88, and the 880 for \$49.88.

**Syd Nathan, King Record Chief Exec, Sounds Off on Touchy Disk Topics**

CINCINNATI — Syd Nathan, venerable head of King Records here, has taken a stout stand on behalf of the full-line record dealers, and more specifically, the dealer members of the Society of Record Dealers of America (SORD).

In this month's issue of King's newsletter to the trade, Nathan, noting that "the sick record business is getting sicker," advised dealers to "raise some hell because many companies feel you are a nuisance and would like to really discontinue bothering with your account."

Specifically, Nathan indicted the manufacturer fraternity on four

counts: (1) Clubs; (2) dumping of LP's and singles; (3) too many speeds and kinds of records and, (4) deals.

In a colorfully worded statement, Nathan dealt with clubs in breezy fashion. "There are many more clubs than there were a year ago," he told the dealers. "This, Mr. Dealer, can do only one thing to you, kill you."

**Disk Gassers**

Commenting on dumping practices, Nathan accused some manufacturers of making overruns on records so they will "have enough to dump," and of offering the dumps not to the little dealer but

**'PARTY SWINGS' MAKES BOW IN NOVEL MANNER**

HOLLYWOOD — Unique form of launching an album via a dealer window will be staged this weekend by Music City on behalf of the Freddy Marshall LP, "The Party Swings." From 5 p.m. to 7 p.m., Friday (23), Saturday (24) and Sunday (25), a window at the Sunset and Vine Music City will serve as the scene of a live party, complete with chorines (from the cast of the local "Strip for Action" stage offering), celebs and record buyers, all hosted by comedian Marshall.

Album, issued on Marshall's own Nocturne label, will be seen in a huge blow-up of its cover. Aside from the live participants, window display will also consist of bongo drums, beatnick cushions, plus refreshments (non-alcoholic). Posters will be on display, listing "Reasons for Having Parties" and relating contents of the album.

Prior to the window party, Marshall is hitting the area's disk jockey shows with personal appearances, inviting the spinners to the party and thereby announcing the promotion to the listeners. Teaser ads, heralding the event, are scheduled in the local daily papers.

If the promotion works, it will be the first known time that a dealer window served as the main fire power to place an LP in sales orbit. Marshall plans to stage similar window displays in other key markets if the local experiment pays off.

**Irv Jerome Joins Bell Sound Firm**

NEW YORK — Veteran record business executive Irv Jerome has resigned from Continental Records to join Bell Sound Studios as sales vice-president.

In his new post Jerome will concentrate on the advertising field, utilizing his 16-year background in the recording field in his work with producers, agencies and jingle writers. Prior to his stint with Continental, Jerome was a vice-president with Capitol Records and MGM Records.

to those who "have the Bank of England behind them." He also noted that "with six gallons of gas, you can get a hi-fi record for 69 cents."

On speeds, remarking on the presence of "78, 33, 45, 16 2/3, 7 1/2, 3 3/4," not to mention compacts, monaural, stereo, etc., he asked: "What's next?" Nathan accused some diskies of "flying by the seat of their pants," in introducing some of these concepts "without testing and with only hit-and-miss proclamations."

Nathan also declared that many manufacturers make special deals and then do not live up to them. "If you don't live up to the small print in your deal, you're a dead mackerel," he told the dealers.

**Favors SORD**

Speaking of SORD, he remarked, "I note SORD is getting increasingly active and there is evidence their efforts are paying off. I now go on record as being in favor of their objectives and they have my support any time they call on me. I feel so strongly about the survival of our business that I plan to do something about it." He did not disclose what he intended to do about it.

**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-phone 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 \$151 AND \$200**

Pos. This Issue	Pos. 11/13/61 Issue	Brand	% of Total Points
1	1	Magnavox	40.5
2	2	RCA Victor	16.8
3	4	Voice of Music (V-M)	9.5
4	6	Zenith	7.3
5	3	Motorola	6.6
6	7	Stromberg-Carlson	4.0
		Others	15.3

**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.

**AUDIO-FIDELITY**—Expires February 23, 1962. Started January 22, 1962. One album free for every six purchased on new releases plus catalog, in addition to extension on special price offer pre-pak deal on "Best of Dixieland" LP.

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

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

**TAMLA-MOTOWN**—Expires March 15, 1962. Started November 10, 1961. Label is offering one album free for every six purchased. Special program deal covers entire catalog.

**SMASH**—Expires March 16, 1962. Started February 5, 1962. Inauguration '62. Label is offering one free LP for every seven purchased on its six LP's.

**PHILIPS**—Expires March 20, 1962. Started February 12, 1962. Label is offering, through distributors, 12-on-100, with deferred payment on its album catalog.

**LIBERTY**—Expires March 23, 1962. Started February 19, 1962. The label adds four packages to its Premiere line, with a special dealer program covering both previous and new Premiere product, offering a 10 per cent discount, full exchange (any time after July 1); payments in two installments, due April 10 and May 10.

**VEE JAY**—Expires March 26, 1962. Started February 5, 1962. Album Discount Program. Label is offering one free for every seven purchased on pop, spiritual and blues albums, and one for five on jazz albums. Program covers complete catalog plus new releases.

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

**ABC-PARAMOUNT**—Expires March 31, 1962. Started January 1, 1962. Label is offering distribs 12 1/2 per cent discount on 23 new albums, including 12 ABC-Paramount LP's, 6 Impulse, 4 Chancellor, and 1 in its new comedy series, Aristocrat.

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

**CAMEO**—Expires August 31, 1962. Starts March 1, 1962. Plan features a prepak of 80 LP's assorted of best-selling catalog and new releases, with minimum quantities of both mono and stereo, in a browser box. Dealers may purchase complete package initially at "unusual discounts and under stipulated conditions and may earn 12 1/2 per cent reorder privilege for six months." Specific details are available through distribs.

**MONITOR**—No expiration date. Started January 31, 1962. Five LP's are specially priced to the distributor at \$1 and \$1.98 to the consumer. The Oistrakh, Gilels, Kogan, Rostropovich playing Bach, Mozart and Beethoven; The Oistrakh playing Bach, Sarasate, Hindemith; Rachmaninoff Third Piano Concerto played by Merzhanov; Richter plays Schumann, and Franck, Let's Dance the Pachanga and Charanga.

**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.

when answering ads . . .

Say You Saw It in Billboard Music Week

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A TWO-SIDED SMASH!

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Originators of the Patented rim drive; thick-thin type record

**RESEARCH CRAFT CO.**  
1011 NORTH FULLER  
HOLLYWOOD 46, CALIF.**Reviews of New Singles**

Continued from page 36

Try, Try Again (Legion-Sag Harbor, BMI) (1:57). GROOVE 4-5

HELEN LA CROIX

★★★ Dear Teacher (Neptune, BMI) (2:52)—★★★ Merry-Go-Round (Neptune, BMI) (2:33). WARNER BROS 5261

THE CASHMERMES

★★★ Life-Line (Erkel-Agatha, BMI) (2:23)—★★★ Where Have You Been (Wemar-Erkel, BMI) (2:25). JOSIE 894

THE GENTS

★★★ It's Too Late to Cry (Longhorn, BMI) (2:35)—★★★ Golly Golly Golly (Longhorn, BMI) (2:19). ALL BOY 8501

JOHN LEYTON

★★★ Six White Horses (Southern, ASCAP) (1:50)—★★★ Son, This Is She (Southern, ASCAP) (2:20). ABC-PARMA-MOUNT 10292

PETE BENNETT

★★★ St. Louis Blues (Handy Bros., ASCAP) (2:20)—★★★ We Feel So Good (Fury, BMI) (2:22). SUNSET 1004

JACK GALE

★★★ High School Deck of Cards (Miro-Angel, BMI) (2:50)

JACK GALE SEXTET

★★★ Rushin' Home (Jalo-Angel, BMI) (2:14). TROJAN 101

ROBBY AND THE TROUBADOURS

★★★ The Lemon Twist (Parts I &amp; II) (Myralee, BMI) (2:00, 2:00). BLOCK 662

RHETTA DEL

★★★ Fooled (Herb Reis, BMI) (2:10)—★★★ Unimportant Things (Herb Reis, BMI) (2:18). RCA VICTOR 7990

THE LATONS

★★★ Love Me (Benelli, BMI) (1:40)—★★★ So in Love (Benelli, BMI) (2:45). PORT 70030

JOANNE CAMERON

★★★ I've Got a Crush on You (ASCAP) (2:19)—★★★ Loser's Lullaby (Sunflower, ASCAP) (2:22). NORMAN 515

RAY DAVIS

★★★ Oh Joan (Sampson Horton, BMI) (2:06)—★★★ This I Know (Sampson Horton, BMI) (2:25). JANSON 100

THE EDWARD TWINS

★★★ No More Sugartime (Nor-Va-Jak, BMI) (2:03)—★★★ Sugartime Twist (Nor-Va-Jak, BMI) (2:03). TWISTIME 10

DEAN HAYDEN

★★★ Cara Mia (Myers, ASCAP)—★★ Beholden (Myers, ASCAP). MALI 103

THE BEAU-MARKS

★★★ Little Miss Twist (Benelli, BMI) (2:15)—★★★ Lovely Little Lady (Benelli, BMI) (2:00). PORT 70029

BILL DOGGETT

★★★ The Dodge Twist (Arnel, ASCAP)—★★★ Gene's Dream (Lois, BMI) (2:46). KING 5599

THE HI-LITES

★★★ Twisting Time (Turban-Lois, BMI) (2:28)—★★★ Twisting' Pony (Turban, BMI) (2:07). TWISTIME 12

RUDY ROBINSON

★★★ Gypsy's Golden Earrings (ASCAP)—★★★ You Forgot About Me (Raye, ASCAP) (1:40). MYSTRO 101

**★★★★★  
STRONG SALES POTENTIAL****COUNTRY & WESTERN**

RED SOVINE

★★★ East of West Berlin—STARDAY 579—Here's a tale of a romance broken by the Berlin wall. Sovine, singing in the "Fraulein" tradition, makes it seem very real. Watch it. (Stonewall-Cedarwood, BMI) (2:16)

★★★ Thanks for Nothing—(Starday, BMI) (2:41)

JAZZ

DEXTER GORDON

★★★ Soul Sister (Parts 1 &amp; 2)—BLUE NOTE 1828—Kenny Drew, Philly Joe Jones and Paul Chambers aid Dexter Gordon on this soulful effort. It spots good solos by the leader as well as the other members of the quartet, and it adds up to a strong down home jazz work that should make attractive juke box and jazz station programming. (Groove, BMI)

GRANT GREEN

★★★ A Wee Bit o' Green (Parts 1 &amp; 2)—BLUE NOTE 1812—Listenable, slow and easy jazz work here by Grant Green taken from his new album on the label. Baby Face Wilette and Ben Dixon accompany him on both sides. It's good programming for both jazz and pop stations. (Groove, BMI)

SPIRITUAL

ROBERTA MARTIN SINGERS

★★★ I Couldn't Hear Nobody Pray—SAVOY 4170—A strong shout message delivered by a virile-voiced lead against the incantations of the femme group support. Side employs an effective, repetitive figure. Strong wax. (Gospel Music, BMI)

★★★ Had It Not Been for Him—Equally powerful wax on this side, this time with a great and soulful femme lead, in slower tempo than the flip. Big, rolling organ sound is heard in the background. (Gospel Music, BMI)

THE SPIRITUAL FIVE

★★★ Sweet By and By—PEACOCK 1852—Here's a tale of those golden days to come. The gospel song is set to three-quarter time rhythm. Lead man chants it with great heart with eloquent support from the group and the piano man. (Lion, BMI) (2:25)

★★★ Joy in Jerusalem—A happy tale, again of the life to come. Splendid emotional feeling is developed here. Two top-notch sides. (Lion, BMI) (1:49)

PROF. CHARLES TAYLOR

★★★ Saved and I Know I Am—SHARP 621—A wild and highly spirited shout performance by the Professor with an equally frantic group backing. Organ and piano help pound out the message. (Savoy, BMI)

★★★ Just Like Jesus—Another rhythmic shout side delivered with much excitement by Taylor and his cohorts. Makes you want to jump and shout. (Savoy, BMI)

REV. ROBERT BALLINGER

★★★★ The King's Highway—PEACOCK 1846—A blues-styled gospel effort that's instrumental for a good spell before the Reverend's solid shouting moves in. Group here is in solid form. Fine wax. (Lion, BMI) (2:35)

ZION TRAVELERS

★★★★ Bless Me—DOOTO 466—This is a sermon-styled chant employing some wild vocalistics in the lead and the background singers. Builds up to quite a pitch. (D. Wms.) (2:44)

★★★★ Lord Hold My Hand—A pleader chant, done to a persistent rhythm with the emotional pitch building all the way. Two strong sides for the market. (D. Wms.) (2:25)

THE NORTH PHILADELPHIA JUNIORS

★★★★ Pen of Love—SHARP 620—Lead chanter really has the spirit on him as he belts out this lyric in tones of exaltation, to solid rhythmic support. (Savoy, BMI)

★★★ I Know Jesus Is Calling—(Savoy, BMI)

REV. H. B. CRUM AND HIS GOLDEN KEYS

★★★★ The Bible's Right—REGENT 207—The Reverend feels the true spirit as he leads his group on this side. Performance is done to a rolling rhythm. (Savoy, BMI)

★★★ I Can Feel Him—(Savoy, BMI)

THE GOSPEL EMERALDS

★★★★ I've Been Running—SHARP 622—The female singing lead has a high, lyric voice, enhanced by good technical control. Very nice side. (Savoy, BMI)

★★★ We're On Our Way—(Savoy, BMI)

SACRED

J. T. ADAMS

★★★★ Kum By Ya—WORD 689—This is an interesting side for the sacred field. Disk has all the sound of an African chant that's meant as a plea for the Lord's intercession for man's woe. Simple rhythm backing adds to the effectiveness of the side.

★★★ The Lost Penny

JIMMY PAYNE

★★★★ Ladder to the Sky—K-ARK—Attractive sacred effort in sing vigorously here by Payne with the Glaser Brothers. Worth spins. (Glaser Bros., BMI) (2:35)

★★★★ Remember Jesus—Sincere religious effort is handled warmly and seriously by the chanter over simple backing. (Glaser Bros., BMI) (2:10)

RHYTHM &amp; BLUES

LARRY BIRDSONG

★★★★ Aunt Mattie—HOME OF THE BLUES 240—Birdsong chants a fine blues with extended phrases, allowing the bright femme chorus to work in a response effort. Birdsong is in solid form here and the side has a chance. (Hara, BMI) (2:35)

**HOT C & W SIDES**

This Week	Last Week	TITLE, ARTIST, LABEL & NUMBER	Weeks on Chart
1	1	WALK ON BY, Leroy Van Dyke, Mercury 71834	28
2	6	A LITTLE BITTY TEAR, Burl Ives, Decca 31330	4
3	5	MISERY LOVES COMPANY, Porter Wagoner, RCA Victor 7967	7
4	3	THAT'S MY PA, Sheb Wooley, MGM 13046	7
5	7	LONESOME NUMBER ONE, Don Gibson, RCA Victor 7959	10
6	9	A WOUND TIME CAN'T ERASE, Stonewall Jackson, Columbia 42229	6
7	2	LOSING YOUR LOVE, Jim Reeves, RCA Victor 7950	11
8	4	CRAZY, Patsy Cline, Decca 31317	15
9	11	DEAR IVAN, Jimmy Dean, Columbia 42259	4
10	14	HAPPY JOURNEY, Hank Locklin, RCA Victor 7963	7
11	18	TENNESSEE FLAT-TOP BOX, Johnny Cash, Columbia 42147	10
12	20	SOMETIMES I'M TEMPTED, Marty Robbins, Columbia 42246	4
13	16	ALLA MY LOVE, Webb Pierce, Decca 31347	3
14	15	AIR MAIL TO HEAVEN, Carl Smith, Columbia 42222	7
15	29	GO ON HOME, Patti Page, Mercury 71906	2
16	10	BIG BAD JOHN, Jimmy Dean, Columbia 42175	19
17	8	SOFT RAIN, Ray Price, Columbia 42132	20
18	—	NOBODY'S FOOL BUT YOURS, Buck Owens, Capitol 4679	1
19	12	THE COMMANDEROS, Claude King, Columbia 42196	15
20	26	GO HOME, Lester Flatt and Earl Scruggs, Columbia 42141	13
21	21	THE WALTZ YOU SAVED FOR ME, Ferlin Husky, Capitol 4650	5
22	22	CAJUN QUEEN, Jimmy Dean, Columbia 42282	3
23	13	WHAT I FEEL IN MY HEART, Jim Reeves, RCA Victor 7950	11
24	25	ANYWHERE THERE'S PEOPLE, Lawton Williams, Mercury 71867	17
25	30	BE QUIET MIND, Del Reeves, Decca 31307	16
26	—	ACHING, BREAKING HEART, George Jones, Mercury 71910	1
27	23	BIG BIG LOVE, Wynn Stewart, Challenge 9121	4
28	24	IN THE MIDDLE OF A HEARTACHE, Wanda Jackson, Capitol 4635	14
29	28	WALKING THE STREETS, Webb Pierce, Decca	

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

This Week	Last Week	By special survey for week ending 2/24	Weeks on Chart
		TITLE, ARTIST, LABEL & NUMBER	
1	1	DUKE OF EARL, Gene (Duke of Earl) Chandler, Vee Jay 416	6
2	3	LOST SOMEONE, James Brown and the Famous Flames, King 5573	10
3	5	BABY IT'S YOU, Shirelles, Scepter 1227	8
4	9	I'M BLUE, Ikettes, Atco 6212	7
5	4	THE TWIST, Chubby Checker, Parkway 811	11
6	2	I KNOW, Barbara George, AFO 302	14
7	6	LETTER FULL OF TEARS, Gladys Knight and the Pips, Fury 1054	9
8	11	LET ME IN, Sensations, Argo 5405	4
9	10	DEAR LADY TWIST, Gary (U. S.) Bonds, LeGrand 1015	5
10	14	TURN ON YOUR LOVE LIGHT, Bobby Bland, Duke 344	12
11	20	TWISTIN' THE NITE AWAY, Sam Cooke, RCA Victor 7983	2
12	12	JAMIE, Eddie Holland, Motown 1021	7
13	23	TWISTIN' POSTMAN, Marvelettes, Tamla 54054	2
14	29	SOUL TWIST, King Curtis, Enjoy 1000	2
15	7	POOR FOOL, Ike and Tina Turner, Sue 753	9
16	8	PEPPERMINT TWIST, Joey Dee and The Starliters, Roulette 4401	9
17	13	SMOKY PLACES, Corsairs, Tuff 3030	7
18	18	BABY DON'T LEAVE ME, Joe Henderson, Todd 1066	4
19	—	HEY! BABY, Bruce Channel, Smash 1731	1
20	15	UNCHAIN MY HEART, Ray Charles, ABC-Paramount 10266	10
21	—	STONE CRAZY, Buddy Guy, Chess 1812	1
22	21	BUT ON THE OTHER HAND BABY, Ray Charles, ABC-Paramount 10266	10
23	17	JUST GOT TO KNOW, Jimmy McCracklin, Art-Tone 825	19
24	27	MY SOMETIMES BABY, B. B. King, Kent 365	3
25	—	CRY TO ME, Solomon Burke, Atlantic 2131	1
26	22	DO-RE-MI, Lee Dorsey, Fury 105	3
27	16	SOOTHE ME, Sims Twins, Sar 117	21
28	19	SUGAR BABE, Buster Brown, Fire 507	3
29	—	OUR ANNIVERSARY, Shep and The Limelites, Hull 748	1
30	24	IF YOU GOTTA MAKE A FOOL OF SOMEBODY, James Ray, Caprice 110	7

**★★★ MODERATE SALES POTENTIAL**

(2:40) — ★★★ Married to the Bottle (Oakcrest, BMI) (2:40). MERLENE 105

**HARDROCK GUNTER AND BUDDY DURHAM**

★★★ Hillbilly Twist (Starday-Durham, BMI) (2:05)—★★★ As Long As You're Happy (Starday-Durham, BMI) (2:12). STARDAY 581

**JOE POOVEY**

★★★ As One Sinner to Another (English, BMI) (2:10)—★★★ Are You Really Worth It All (English, BMI) (2:20). SIMS 126

**TOMMY FAILE**

★★★ Legend of the Brown Mountain Light (Lynn, BMI) (3:55) or alternate start-2:55)—★★★ You Don't Love Me Like You Used to Do (Lynn, BMI) (1:58). CHOICE 6504

**STINSON BARTH**

★★★ The Story of My Life (Zap, BMI) —★★★ Before the Eyes of the Whole Town (Zap, BMI). REBEL 232

**JACK FORD**

★★★ You Introduced Me to the Blues (Reba, BMI) (2:25)—★★★ The Club of Broken Hearts in Heartbreak, U.S.A. (Reba, BMI) (2:25). MUSIC OF AMERICA 1007

**DICK DAMRON**

★★★ The Same Old Thing Again—

2:40 — ★★★ Times Like This. QUALITY 1374

AL BRUMLEY

★★★ Welcome Home Again (Central Songs, BMI) (2:40)—★★★ It's Not a Lot (Central, BMI) (2:21). CAPITOL 4705

HARLAN POWELL

★★★ Miss Heartache (Briarcliff, BMI) (2:28)—★★★ I'm Gonna Sing (Briarcliff, BMI) (2:00). KING 5598

RUSTY MITCHELL

★★★ I'm Losing Too (Tronic, BMI) (2:11)—★★★ Hang Up the Phone (Starday, BMI) (2:36). NASHVILLE 5046

JAZZ

LEO PARKER

★★★ Low-Brown (Rujac, OO)—★★★ Parker's Pals (Groove, BMI). BLUE NOTE 1823

CURTIS FULLER AND THE JAZZ CLAN

★★★ The Clan (Paris I &amp; II) (Clarama, BMI) (2:18, 3:45). IMPULSE 204

POLKA

ART WALUNAS ORK

★★★ Polka Sweetheart (Musicale) (2:30)

—★★★ Say Something Sweet to Your Sweetheart (Musicale) (2:20). MUSICALE 125

**SPIRITUAL****THE GOSPEL REDEEMERS**

★★★ The Lord Is the Master (Savoy, BMI) — ★★★ My Soul's Salvation

**MADAM SOPHIE REED**

★★★ I Give Up This World (Jerico, BMI) (2:45)—★★★ No Place in Heaven for the Sinner Man (Jerico, BMI) (2:35). FRIENDLY 1100

**THE O'NEAL TWINS**

★★★ Make Me a Blessing (Lion, BMI) (2:29)—★★★ Everyday With Jesus (Lion, BMI) (2:24). PEACOCK 1851

**THE GOSPEL GIANTS**

★★★ Brother Noah (Savoy, BMI)—★★★ Down to Sleep (Savoy, BMI). SAVOY 4172

**THE DAVIS SISTERS**

★★★ Jesus Loves Me (Savoy, BMI)—★★★ Earnestly Praying (Savoy, BMI). SAVOY 4171

**THE CORINTHIAN SINGERS**

★★★ The Man Called Jesus (Savoy, BMI) — ★★★ One More Day (Savoy, BMI). GOSPEL 11063

**IMPERIAL GOSPEL SINGERS**

★★★ I'll Shout When I Get Home (Savoy, BMI) — ★★★ Come Boldly to the Throne of Grace (Savoy, BMI). GOSPEL 1064

**LIMITED SALES POTENTIAL****POPULAR****BEN TATE**

I'm a Fool to Care for You (Winslow, ASCAP) (2:08). RONNIE 1042

**ARTHUR RIDER'S GROUP**

Tiger Rag (ASCAP) (2:37)—South of the Border (ASCAP) (2:52). BASIN STREET 101

**LA CHORDS**

Flame Out (Renda, BMI) (2:44)—To Be (Hightower, BMI) (2:44). GAY 629

**BEN TATE**

Dearest I'll Never Forget You (Winslow, ASCAP) (2:43)—Rock'n Shuffle (Winslow, ASCAP) (2:06). RONNIE 1043

**SAMMY MARSHALL**

Baby I'll Be There (Briggs, BMI) (2:28)—It's Great to Be Alive (Briggs, BMI) (2:20). PLEASANT VALLEY 101

**JAMES HURST**

Go Slow, Johnny (Chappell, ASCAP) (2:07)—Something Very Strange (Chappell, ASCAP) (2:15). CAPITOL 4698

**IVAN AND THE MUSCOVITES**

Ivan's Song (Malapi) (1:53)—Dear Jimmie (Malapi) (2:15). ELKO 12

**SAMMY MARSHALL AND THE SUN RAYS**

Utah, the Beehive State (Utah, BMI) (2:08)—Be Optimistic (McGinty, ASCAP) (2:21). ROXIE 307

**DENNIS JOEL**

A Dream of Mine (Tape, ASCAP) (2:05)—The Little Club (Tape, ASCAP) (1:53). TAPE 101

**JEFF REYNOLDS**

The Alabama Walk (McGinty, ASCAP) (2:35)—You're All Right (But You Can't Come In) (McGinty, ASCAP) (2:43). ROXIE 312

**AL HERDA**

'Cause I Have You (Eva, BMI) (2:32)—Fuzzy Wuzzy (Eva, BMI) (2:07). EVE 9003

**SLIM WILLET**

Everything Is Shakin' Fine (Slim Willet, BMI) (2:24)—Big Money (Slim Willet, BMI) (3:20). WINSTON 1061

**PAT FALI**

You're All of My Love (2:28)—You Make My Life So Beautiful (2:05). UP-BEAT 2:05

**THE RAVONS**

Everybody's Laughing at Me (Briarcliff, BMI)—Why Did You Leave Me? (Briarcliff, BMI) (2:01). YUCCA 142

**RICHARD PINE**

Beatnik Bill (Parts I &amp; II) (Carsey, BMI) (2:14) (2:14). CRYSTALLETTE 747

**BOBBY FULLER**

You're in Love (Briarcliff, BMI) (1:59)—Guess We'll Fall in Love (Briarcliff, BMI) (2:13). YUCCA 140

**JENKS (TEX) CARMAN**

Fire in the Teepee (Sage and Sand, SESAC)—Learning to Do Without You (Sage and Sand, SESAC). SAGE 351

**CURLEY HENSON**

Wichita Nell (Barton-Greeting, BMI) (2:05)—Ten Steps Apart (Barton-Greeting, BMI) (2:05). GULF REEF 1006

**BOB CARTER**

Walkin' Slow and Leaving (Mike Riley, BMI) (2:01)—Baby Sitter (La-Ray, BMI) (1:58). ROUTE 66-7525

**CARA STEWART**

It's Much Too Late, Dear (Cedariane, BMI) (2:40)—There'll Come a Time (Ethelbert, ASCAP) (2:50). TOP FIFTY 127

**Hartford Sponsors Hi-Fi Awards TV**

HOLLYWOOD — Huntington Hartford's Show Magazine, which recently absorbed Hugh Hefner's Show Business Illustrated, will sponsor the Los Angeles telecast of the High-Fidelity Institute's Second Annual Awards. Event will be held March 19 at the Cocoanut Grove on the eve of the Los Angeles High-Fidelity Show's opening.

Institute president, Ray Pepe, told BMW that the telecast, coupled with a heavy TV spot announcement campaign plus other ads (newspapers, radio, outdoor boards, etc.) is expected to deliver an all-time record turnout to this year's hi-fi show. Pepe also said that a video tape of the awards will be aired in other key markets, also sponsored by Show Magazine.

Awards will be attended by some 800 members of the hi-fi industry, including manufacturers, their reps and dealers, and the press.

**Atlantic Albums Up in January**

NEW YORK—Atlantic Records and its subsidiary label Atco chalked up more than \$750,000 in album sales during January even though no new LP's were released at that time.

Len Sachs, album sales and merchandising director for Atlantic, attributed the sales to a special merchandising program, whereby specific displays were worked out separately for jazz dealers, rhythm and blues outlets and retailers who carry more general merchandise.

**Survival of Fittest**

• Continued from page 32

They would prefer not to buy time on the stations. Fortunately, the top format-stations can prove conclusively that they reach a large adult audience, and all income brackets. So the smart advertiser ignores his own preferences in entertainment and buys time on modern (Top 40) stations in order to reach the large audiences they command."

Station KIMN is one of the format-stations which are doing fine. Adds Palmer "Our ratings are the highest in history, and we've been first in Denver for nearly three years." In conclusion, Palmer opines "Format operations have more individuality than three years ago. Emphasis on news has grown at the successful (Top 40) stations, and personalities are most important. But pop music still provides the backbone of the station's 'sound'."

JIMMY MURRAY

Old Rustic Garden—Make Hay While the Sun Is Shining. NOVELTY 16

THE JAMES ARR SEPTETTE

Congo Elegy (Michaels, ASCAP) (2:10)—The Panther Dance (Michaels, ASCAP) (2:05). SCOTT 1541

CHET ZABLOCKI

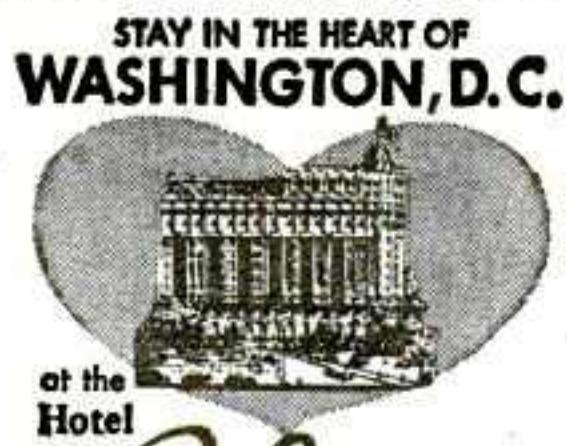
Beautiful Eyes (Musicale) — Blue Eyes (Musicale). MUSICALE 121

BENNY BELL

Kosher Twist (Madison, BMI)—Pincus the Peddler (Madison, BMI). ENTERPRISE 522

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

## Disk Merchandising Is Topic Of NARAS N.Y.U. Discussions

Continued from page 5

includes some of the best LP's available. This despite Gallagher's remark that Columbia releases 30 to 35 albums per month.

"The manufacturers set quotas for their distributors," Bradden said, "but they can't set quotas for retailers." He also warned that cutouts not so labeled but sold at sharply reduced prices can raise resistance in consumers for the next regularly priced release by the same artist.

Previously, Gallagher had described the various steps involved in preparing an LP for the retailer. Gallagher stressed the point that a vital part of the job is securing air exposure—Columbia, he said, carries "inside" dope about its LP product to disk jockeys, enabling the deejay to pass this along to the consumer. He cited the definite swing to LP product on the air as of maximum importance.

**Catalog Review**  
The merchandising of a company's catalog also is a critical matter, Gallagher said. At Columbia, sales of every item in the catalog are charted and figures are reviewed every three months; LP's that don't move at a given speed for their type are cut out.

Bennett led off the session on singles merchandising by stating that a manufacturer's basic function is service rather than sales—to be sure that product is made available when demand begins and the consumers want the disk. He likened the sales cycle to the tomato crop: "When it's over, it's over."

Queried about avoiding the eating of returns, Bennett noted that while each manufacturer has its own policies, usually based on a fixed percentage of sales that "because of the nature of the distribution situation, it is almost impossible to stay within this limitation."

He disclosed that he has become less favorably inclined toward the four-color sleeve for singles, except for rare occasions in pushing an unknown artist.

Bennett said he does not believe singles are overpriced, and thinks the discounting of LP's to a price near the 98-cent singles price does not hurt single sales because the artists are not usually the same. He said the trend toward "softer" music on the air need not necessarily cut back the number of singles played since many singles are now being made in this vein.

Continued from page 5

stops, freebies and all, when the local distrib cuts out freebies as breeding his own competition.

Rack jobbing today is hardly any longer concerned with supermarkets and drugstores, except in smaller towns or as supplementary part of the business. By far the primary take now is from big high-traffic locations such as variety stores and department stores. In addition, more and more regular retail record stores now are being serviced entirely by rack jobbers, Zwerling said, pointing out that they perform a total service: display, pre-marketing, pricing and inventory control. It was the lack of inventory control, he added, that put many inefficient rack jobbers and distributors out of business: "How can they know what to buy if they don't know what they're selling?"

As a result, many retailers who have had experiences with records or whose lack of knowledge frightens them from ordering their own inventory, now are turning to rack jobbers. Fleetwood, he said is currently responsible for 1/4 of 1 per cent of the total U.S. record business and completely services many stores grossing \$50,000 to \$100,000 per year. It always carries in stock about 1,000 different titles, stereo and mono including complete back-up stocks in such areas as jazz, c.w., religious, Latin, etc.

Zwerling said that stereo versions now are selling between 30 and 40 per cent of the total and are rapidly getting stronger.

Zwerling wound up addressing manufacturers with the admonition that it is unfair to continue to force jobbers to buy from the distributors with whom they are competing.

Hal Cook, president of Record Source, Inc., and Frank Voss, head of the ad agency bearing his name, made major contributions to the discussion of "additional sales outlets" for records, Cook on premiums and varied methods, and Voss on clubs. As the head of the agency which handles the Capitol and Angel Record Clubs, Voss detailed the early history of clubs, and then detailed some of the problems of operating a club, biggest one of which is replacing at least 50 per cent of its members annually as they drop out, and the anticipated American action. high cost of acquiring new members.

To a question of whether clubs expand the market for records or

## GEMA Hit By Home Exemption

Continued from page 10

royalties from schools and other educational groups. The upper House struck from the copyright bill a provision requiring payment of royalties on material in textbooks.

The Bundesrat held that this paragraph was an infringement of the right of free educational opportunity, since the effect would be to increase the cost of textbooks and other teaching materials.

By the same token tape-recorded instruction material is excluded from royalty payment, including recorded music.

The Bundesrat's attitude apparently favors exemption of all private organizations from payment of royalties on tape-recorded music where such music taping is for the use or enjoyment of a restricted group.

GEMA has gone to extravagant lengths of late to impose royalty fees on all music taping, including that by schools and private organizations. Lately, GEMA has withdrawn its demand for royalties from schools. It has remained

adamant, however, about collecting a royalty license from tape recorder owners.

The Bundesrat's action apparently nullifies a decision by the West Berlin courts permitting GEMA to collect a license fee of 10 marks (\$2.50) from the owner of each tape recorder. The court ruled that mere possession of a tape recorder implied "intent to tape music," and therefore it was unnecessary for GEMA to prove actual music taping.

The German trade is taking for granted that the Bundesrat's attitude on private music taping freedom will have influence on pending copyright legislation in other countries, primarily in the United States and Japan.

GEMA has been proceeding on the premise that music taping royalties were about to become a fact of international copyright life. The argument was advanced that the U.S. Congress could be expected to adopt a new copyright measure providing for private taping royalties, and that the West German Parliament should line up behind

## Musical Era Ends

Continued from page 4

Shapiro firm, which later became known as Shapiro, Bernstein and Von Tilzer.

Bernstein, often called the dean of the American publishing business, was a charter publisher member of ASCAP, and a vice-president and director of the Society. For 21 years, he was president of the Music Publishers Protective Association.

Bernstein, of course, had a long association with — and helped guide—many of the nation's foremost songwriters. To mention a few: Lew Brown, Ray Henderson, Harry Warren, Billy Hill, Mabel Wayne, etc. The catalog contains a great many of the gems of American pop music, such as "Melancholy Baby," "Wagon Wheels," "The Last Roundup," "Alabama Bound," "Exactly Like You," "Beer Barrel Polka," "Let Me Call You Sweetheart," "On the Sunny Side of the Street," "The Prisoner Song" and such later copyrights as "Oh My Papa," "Skokie," etc. He was a friend and confidant of many noted artists covering the various categories of music, and ranging, by way of illustration, from Sophie Tucker to Vernon Dalhart.

ASCAP President Stanley Adams stated: "All of us in the American Society of Composers, Authors and Publishers and in the music world mourn the death of Louis Bernstein . . . he will be sorely missed."

In Tin Pan Alley there was much speculation as to possible changes in the administration of the firm. At press time, it appeared that the status quo would continue under the aegis of Dick Vollmer.

Funeral services were held Sunday (18) at the Frank E. Campbell Funeral Chapel. Survivors are two daughters, Mrs. David Shenker and Mrs. Arthur Alpert, five sisters and two granddaughters.

take sales from dealers, Voss replied that while there are no exact facts available he has the firm conviction that clubs actually increase dealer business. He cited the case of an LP that was long past its dealer peak and was made the subject of a potent ad by a club. Store sales, which had fallen to a trickle, leaped way up after the club ad ran. A club ad, he stressed, pulls only a small fraction of 1 per cent of all who read it, leaving "99 44/100 per cent of its readers still pure" of club membership. Thus, if any part of the ad's selling message about the LP gets through, it must help stores.

Cook gave numerous examples of successful use of records as premiums by major advertisers. These include Lucky Strike's "Remember How Great" Vols. 1 and 2, for a carton plus \$1; Seagram's sing-alongs which sold 600,000 for the first volume and 400,000 for the second although they were only permitted in 17 States; Gillette's 15-minute version of "Great Moments in Sports" which caused a run on the original LP from which it was excerpted; Texaco's Benny Goodman record for \$1; Liberace's record as long-time premiums by banks to new depositors and Brylcreem's recent Connie Francis LP.

Among varied methods of adding to sales, he cited taking advantage of the international, educational and military markets, the marketing staffs of allied fields, the "party preview" plan of demonstrating in the home, libraries and rental libraries, legit theaters, and home marketing door-to-door, which he said is now again undergoing tests by the big companies.

Cook cited the "vital industry service" being performed by Billboard Music Week in providing the industry's only accurate market research data on sale of records, and quoted BMW research director Tom Noonan on the approximate current breakdown of record sales: 56 per cent retail outlets, 25 per cent racks, 12 per cent clubs, 7 per cent juke box operators.

## John Griffin Dies

Continued from page 5

Worcester, he did graduate work at the Sorbonne in Paris.

Griffin was in advertising end of the newspaper business until 1922. Later, he organized the Haynes Griffin store, a leading retailer of music and records.

In 1932, Griffin became Eastern sales head for RCA Victor and later was named vice-president of sales for the American Record Corporation, which later became the Columbia Record Corporation, and ultimately Columbia Records, a wing of CBS. At one time, Griffin also owned a substantial interest in the Scranton Record Company in Scranton, Pa., which was later sold to Capitol Records. At the time, he became a director of Capitol.

In 1951, Griffin was named the first executive secretary of the RIAA, a post he held until less than two years ago.

Griffin was active among lay groups in the Catholic church and in 1951 he was named a Knight of Malta.

## 'Fly Blackbird'

Continued from page 5

within six months that Marks has published the score of a legit show. The Marks firm was formerly very active in the musical show field, but later concentrated on building its vast Latin American catalog. More recently, under the general professional management of Arnold Shaw, the firm has resumed activity in the production world.

"Fly Blackbird" was written by Clarence Jackson and James Hatch and has a cast headed by Avon Long, who years ago played "Sportin' Life" in "Porgy and Bess." Among the tunes are "Rivers to the South," "Couldn't We," "Lilac Tree" and "Natchitoches, Louisiana."

In October, Marks acquired the score of "Kicks and Company," followed this with the acquisition of "All in Love." Latter is the exceptionally successful off-Broadway production, and the only off-Broadway production of the current season with a cast album (on Mercury).

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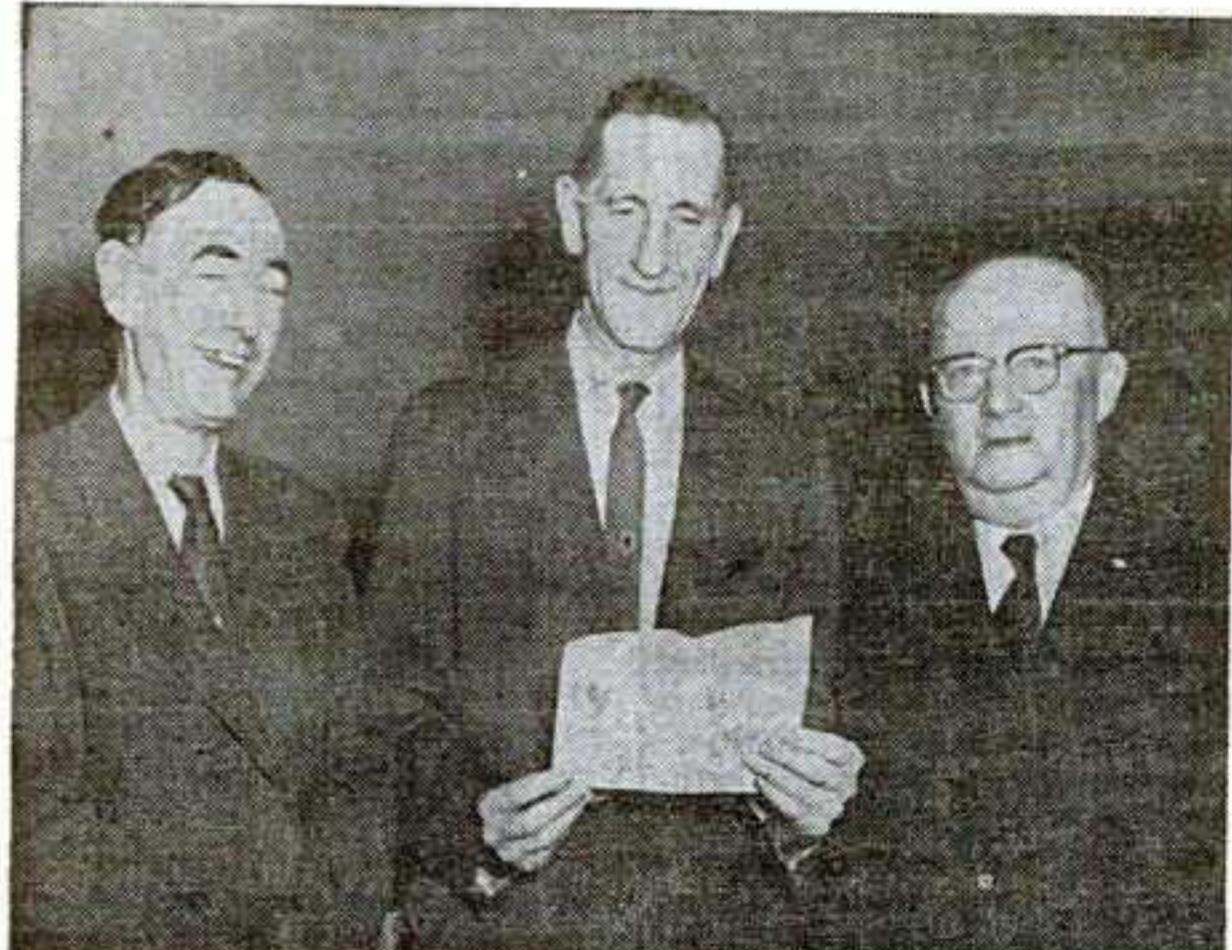
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Say You Saw It in  
Billboard Music Week



**WISCONSIN'S NEW 3 per cent selective sales and use tax law was clarified for State coinmen in Milwaukee. Lee Hellwick, center, Wisconsin Department of Taxation, was on hand to answer questions. Co-Chairmen Sam Hastings, left, and C. S. Pierce are shown with the tax man.**

## Agent Explains New Sales Tax to Wisconsin Coinmen

MILWAUKEE — Music and games operators from all over the State gathered at the Ambassador hotel recently to discuss the recently enacted Wisconsin sales tax. The special session was jointly sponsored by the Wisconsin Music Merchants' Association and the Milwaukee Coin Machine Operators' Association.

Mr. Lee Hellwick, a representa-

tive of the Wisconsin Department of Taxation, was on hand to explain the tax and answer questions.

The 3 per cent sales and use tax went into effect on February 1. Since it is a selective rather than a general tax, and since it was hurriedly passed by the State Legislature, a host of uncertainties exist. Coinmen in particular were hazy about some vital aspects of the new tax. Most of the gray areas were clarified for the coinmen by the State's tax expert during the question and answer period of the meeting.

The big question was: Does the sales tax include gross receipts from coin operated amusement equipment?

### Not Taxable

"I've got good news for you," was tax man Hellwick's opening comment. "The department has ruled that gross receipts of coin machines will not be taxable."

The announcement was met with a burst of applause.

Juke box and games operators will, however, pay the 3 per cent tax on all purchases of equipment and supplies. The tax also applies

(Continued on page 50)

## Vendocraft Names Berger Nat'l Rep.

NEW YORK — Harry Berger, West Side Distributors, has been named national sales agent for the Vendocraft Economy line of cigarette, cigar, cookie, detergent and bowling supply venders.

Berger, who recently returned from the factory in Minneapolis, said that he is in the process of naming distributors for the line. The manufacturer, formerly known as the Precision Metalcraft Company, is a publicly held firm.

The company's line of vending machines is on display at Berger's New York headquarters.

(Continued on page 50)

## Parkoff Says 33 Singles Still Gaining



MEYER PARKOFF

NEW YORK — Meyer Parkoff, president of Atlantic-New York Corporation, the local Seeburg outlet, said this week that sales on 33 singles in conjunction with the Seeburg Artist of the Week pro-

(Continued on page 50)

## Lynch Reps AC Automatic in La., Miss.



DEAN R. MCMURDIE



ED HOLYFIELD



J. H. LYNCH

CHICAGO—J. H. Lynch Distributing Company, new distributorship in New Orleans headed by coin machine veterans, J. H. Lynch and Ed Holyfield, was named AC Automatic Services, Inc., distributor for Louisiana and Southern Mississippi last week.

Announcement came from Dean R. McMurdie, AC Automatic executive vice-president. Territory was formerly handled for AC Automatic by Coinmart.

Lynch, out of the coin machine business the last two years, originally started in New Orleans with

the S. H. Lynch Company in 1946. The firm was a distributor for Seeburg.

### Zander Joined

Lynch joined forces with Adrian Zander in the late 1950's, the firm then known as Lynch & Zander.

(Continued on page 50)

## Germans Start Juke Box Drive in Britain

By OMER ANDERSON

HAMBURG — West German coin machine manufacturers will intensify sales promotion in the United Kingdom this year, their aim being to checkmate U. S. expansion into the British market.

The U. K. market is still regarded by the German trade as wide-open and a potentially enormous market well worth battling for. Despite heavy gains by U. S. manufacturers over the last three years, German trade strategists feel that the odds remain favorable to this country's producers.

Britain's current juke box count is around 15,000. But this is regarded as merely a modest beginning. A British trade expert visiting Hamburg recently analyzed the U. K. market:

### Potential Market

"There is no reason why juke box placements should not rocket. It is entirely reasonable to visualize 50,000 or even 60,000 phonographs in Britain by 1965 and perhaps even by 1964. Beyond that, there is an easy potential market in the U. K. for 100,000 boxes—perhaps by as soon as 1968."

German surveys of the British market focus on the pub character of U. K. relaxation. These surveys indicate that the smaller, economical German boxes are better suited to the broad British market than the prestige American box.

"You don't see too many Cadillacs in Britain," observed

the British trade expert. "The British market is a small car market, and the same holds for juke boxes."

"There will always be a good market for the big 200-selection stereo box—but it won't be a mass market."

### Class Locations

This, of course, is the attitude of German trade export strategists. They are ignoring the "U" (British slang for upper-class restaurants and bars), and concentrating, instead, on the non-U, small neighborhood pub.

British trade surveys reinforce the German trade's opinion as to the essential character of the U. K. market. These studies show that smaller boxes, the "compacts" of the juke box trade, enjoy the ripest demand. Boxes with 100 selections and under dominate the U. K. trade.

A German firm conducted a survey recently in Leeds. In this teeming industrial area, 35 of 50 locations interviewed voted without reservation, for the juke box "compact."

### Bergmann Aggressive

Bergmann of Hamburg is one of the most aggressive German firms intent on carving out a big British market. Bergmann has been patiently cultivating the U. K. market for several years now, and its executives feel the firm is now in a position to benefit handsomely from growth of this market.

Beromat of Berlin is plugging its Harmonie box hard in the U. K. market, and Eltec, also of Berlin, believes its small rugged box could be the surprise of the German export drive.

Wiegandt, another Berlin firm, has been working for the last five years to establish a solid base in the British market. This, the firm believes, it has now accomplished.

### U. S. Affiliates

Paradoxically, entirely German-owned concerns face their strongest "American" competition from German-based subsidiaries and affiliates of U. S. concerns. The two major examples are Rock-Ola, whose German sales representative, A. W. Adickes, assembles Rock-Ola equipment in Germany, tailoring it to the European market; and Tonomat at Neu Isenberg, near Frankfurt, the wholly owned subsidiary of Automatic Canteen Company of America.

Adickes has had long experience in the U. K. market, having worked as a salesman in Britain. He is pushing the Rock-Ola Princess compact in the U. K.

Tonomat has continued manufacture of the Tonomat juke box, along with taking over assembly of AMI for the European market. The Tonomat box, the current model being the Teleramic, has high standing in the European market.

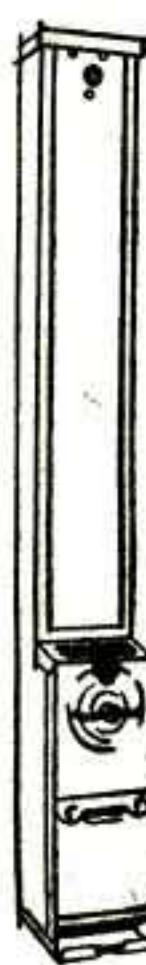
The German trade is giving careful study to marginal factors which could swing sales to this country in the U. K. The main such factor at the moment is the fruit machine boom. Numerous German trade strategists are convinced that the fruit boom is occurring at the expense of juke boxes, primarily U. S. boxes.



UNITED BONUS BASEBALL

field, the bases score is transferred to the bonus score.

The bases score doesn't reset until the end of the game. For example, if a player has a bases score of 15 and goes into the bonus pocket three times, he receives 45 points.



## AMCO SANITARY VENDOR

The Finest for  
Vending Flat Pack  
Products  
10c, 25c and  
50c Operation

Vends flat packs up to  
1/8" x 2" x 4 1/4". Advance  
coin detector with auto-  
matic coin return when  
machine is empty. Sep-  
arate coin box.

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Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stands, Folders, Cigarette and Candy Machines, Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.

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## MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c	\$14.50
N.W. Deluxe 1c or 5c Comb.	12.50
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N.W. Model #33, 1c Tab. Con-	
vener for 100 ct. B.G.	6.50
Silver King 1c B.G. or Mdse.	8.50
ABT Gums	30.00
Mills 1c Tab. Gum	12.00
Model #33 Peanut, 1c	6.50

### MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red S	.64
Pistachio Nuts, Jumbo Queen, White	.57
Pistachio Nuts, Large Tulip	.62
Pistachio Nuts, Vendor's Mix	.55
Pistachio Nuts, Sheik, Red	.50
Cashew, Whole	.65
Cashew, Butts	.60
Peanuts, Jumbo	.45
Spanish	.35
Mixed Nuts	.57
Baby Chicks	.32
Rainbow Peanuts	.32
Bridie Mints	.25
Boston Baked Beans	.25
Jelly Beans	.28
Licorice Gems	.28
M & M, 500 ct.	.47
Hershey-ets	.47
Rain-Blo Gum, 72 ct.	.32
Mail-ette, 100 ct., per 100	.35
Rain-Blo Ball Gum, 140 ct., 170 ct.,	.32
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.	.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

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SALES AND SERVICE CO.  
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8 intriguing designs.  
Big, colorful puzzle with magnifying lens.  
PLENTY OF ACTION! PLENTY OF COLOR!  
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Feature Charms,  
Rings and Bulk  
Charms.

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- World's Largest Selection of Miniature Charms



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ATLAS MASTER  
Vendors

SEND FOR NEW CATALOG,  
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Philadelphia 23, Pa. WALnut 5-2676



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## NEW L. C. TOPPER

For Vending 100-Count Gum . . .  
This New L. C. (Large Capacity)  
Vendor Holds

### 1175 BALLS

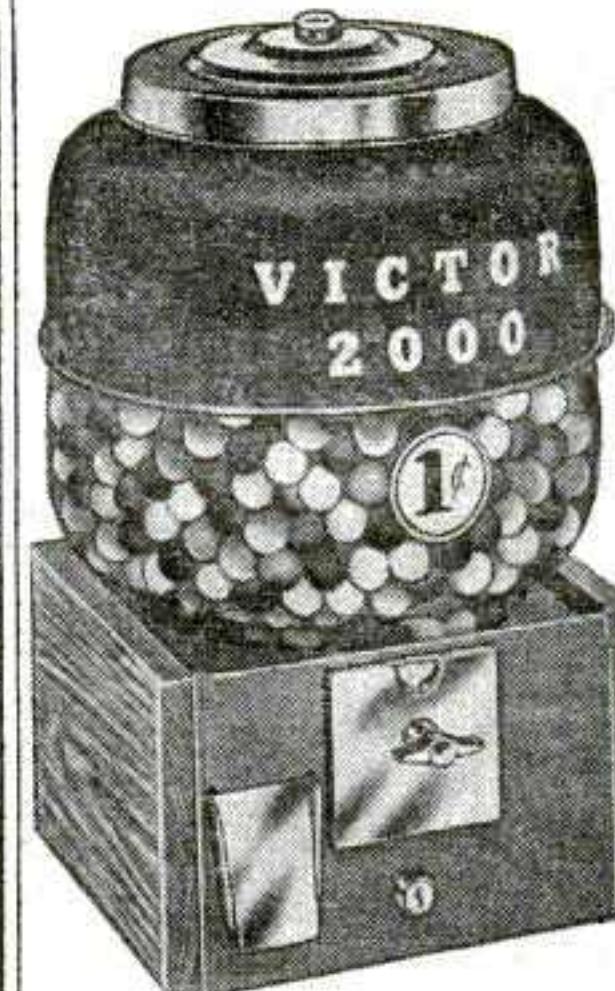
### of

### 100-COUNT GUM

The L. C. Vendor Comes Equipped  
With De Luxe Base, Standard Base  
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Contact Your VICTOR Distributor  
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Parts.

## VICTOR'S NEW 2000



### The Fastest Play of All

Three (3) balls 100-Count Gum  
for 5c straight . . . or mixed  
with Rocket Charms.

Also vends VICTOR'S V or  
V-1 Capsules . . . 100-Count  
Gum at 1c. Also 3 Balls  
100-Count Gum for 5c.

Available in 1c-5c-10c and 25c Coin  
Mechanisms. Please specify.

**VICTOR VENDING CORP.**  
5701-13 W. Grand Ave.  
Chicago 39, Ill.

# NVA Panel to Mull Sponsorship

CHICAGO—The currently hot industry topic of sponsorship programs will be aired for National Vendors Association members at a panel discussion to be held during the forthcoming Miami Beach, Fla., convention, March 15-18.

Aaron Sternfield, BMW's coin machine editor, will be chairman

for the session. Additional panel members and other topics to be covered by the panel will be announced later.

turn receiving a percentage of the gross receipts of the machine.

The practice is not a new one but has become increasingly popular

forced to donate for use of the charities' names is excessive.

Among questions that panel members undoubtedly will explore is: How much commission should charities receive? How should the charities' names be advertised? How can the promotion be used to develop new locations? Also, legal ramifications of the entire thing as well as general pros and cons.

Richard Gibbs, exhibit chairman, indicated that advance reservations for space were coming in at an excellent clip.

Sue Folz, chairman of the ladies' program, announced that a boat trip to and through the Everglades

will be one of the events on the agenda.

NVA officials in Chicago, under the direction of Rolfe Lobell, convention chairman, continued with pre-convention planning. Lobell and Mitchell indicated that a nationally known politically figure is being sought for the convention's featured speaker role. Also slated to address the group is Milton T. Raynor, association counsel, together with Mitchell.

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2224 E. Armstrong St. Morris, Ill.  
Phone: WHITNEY 2-1300



ROLFE LOBELL

The sponsorship topic was termed one of the industry's hottest and most controversial issues by Don Mitchell, NVA counsel, and Jane Mason, executive secretary.



MILTON T. RAYNOR

during the past couple of years. Opinion regarding the practice is divided.

Some operators feel the association with a charity is excellent good-will promotion and, as most operators do contribute to charities on their own, why not get credit.



DONALD MITCHELL

Others feel the reference to charities on their machines does little to stimulate sales or produce good will and that the amount they are



JANE MASON

Basically it involves charities lending their name for bulk vending point-of-sale promotion and in



AARON STERNFIELD



### Direct Low Factory Prices

Bubble Ball Gum, 140, 170 G.  
210 ct. & Giant Size... \$28 1/2 lb.  
Chicle Ball Gum, 130 ct. ... \$36 1/2 lb.  
Clor-o-Vend Ball Gum ... \$41 1/2 lb.  
Clor-o-Vend Chicks, 320 ct. \$41 1/2 lb.  
Chicle Chicks, 320 & 520 ct. \$37 1/2 lb.  
Bubble Chicks, 320 G.  
520 ct. ... \$29 1/2 lb.  
Tab (short stick), 100 ct. ... \$38 1/2 lb.  
5-Stick Gum, 100 packs ... \$1.90  
F.O.B. Factory 150 lb. lots.

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37 years of manufacturing experience

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1,000 Legger Cricket

4" Worm, Fish, etc.

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ONLY \$30.00 PER M CAPSULED

Also available:  
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PAUL A.

**PRICE CO., INC.**  
55 Leonard Street New York 13, N.Y.  
Cortlandt 7-5147-8

**oak**  
**PROFIT MAKER!**

25¢ OR 50¢

SANITARY VENDOR



The machine that will bring in extra profits for smart operators is this new Oak vendor. The machine holds 144 flat pack products. The Oak slip clutch handle is standard equipment on each machine. Measuring 26 1/2" high, 6" wide and 4" deep, this machine will refuse coins when empty and is equipped with an Ace lock and a lock protector. Available with a 25¢ or 50¢ coin mechanism, Wall hinge (pat. pend.) simplifies servicing.

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Now you can buy the EPPY-GUGGENHEIM line of QUALITY CHARMS at low prices regardless of quantity. You may buy from us or from any of our warehouses at the same low prices. This plan makes sense. When you buy right, you dress your machines properly—give your customers VALUE—you increase your turnover and PROFITS.

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Chicago, Ill. King & Co., 2700 West Lake St.  
New York, N.Y. Northwestern Sales & Service, 446 W. 36th St.  
Philadelphia, Pa. Rake Coin Machine Exchange, 609 Spring Garden St.  
Dallas, Tex. Graff Vending Supply Co., 2817 W. Davis St.  
Houston, Tex. Star Vending Supply, 6327 Calhoun Rd.

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CLASSIFICATION \_\_\_\_\_ (see above)

(Signed) \_\_\_\_\_

## A SPECIAL PRE-CONVENTION BONUS TO

NEW MEMBERS JOINING THE N.V.A. BEFORE MARCH 12, 1962

National Vendors' Association will initiate, at its expense, a one-year FREE subscription to Billboard Music Week to every NEW member joining the N.V.A. between January 15, 1962, thru March 12, 1962.

### Membership Rate Schedule

Classification	Per Year	Classification	Per Year
Operator with up to 1000 Machines	\$ 40.00	Manufacturer .....	300.00
Operator with 1000 to 2500 Machines	75.00	Associate Member (company affiliated with bulk vending; not an exhibitor)	100.00
Distributor .....	125.00		

• ANNUAL CONVENTION . . . to be held March 15-18 inclusive, Deauville Hotel, Miami Beach, Florida.

## Exploding Population Creates New Phoenix Location Boom

PHOENIX, Ariz.—Stereo phonograph installations are at an all-time high here, according to local distributors, but relatively few of them have been set up for two-channel play.

Phoenix, which has jumped from less than 100,000 persons to 425,000 in five years, has seen locations grow so fast that almost every

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

operator could actually expand his route substantially by merely following up on building permits for new commercial structures, and making arrangements with the owner.

In some instances, operators report as many as 25 new stops gained through 1961, all of them brand-new, involving no renegotiation of contracts, no location loans, or any of the usual elements involved in location building.

Such distributing firms as Valiant, Garrison Sales Company, Copper State Amusement Company and Minthorne Music Com-

pany, report that operators are buying stereo phonographs exclusively, but hooking up only one side of the system, due to the lack of stereo records. In most instances, the operator points out to the location owner that the stereo phonograph will only be able to play actual stereo music when records are available, and thus leave the situation open for improvement.

Opening of hundreds of new restaurants, cocktail lounges, bowling alleys and similar locations has created a serious new problem for numerous old-time operators—that of watching traffic-creating popularity of established older locations wane as big, colorful new locations open up. The general tendency has been to develop a more aggressive music merchandising program in the older stops, while installing equipment in new locations.

## Bilotta Is National Distributor of Sloss Pin & Shuffle Game Dolly

NEWARK, N. Y.—John Bilotta, New York State Wurlitzer Distributor, has been named national distributor for the dolly manufactured by the Sloss Manufacturing Company, Belmont, Ill.

The unit is designed as a lift for pin games and shuffle alleys. Bilotta points out that one man can pick up a pin game or a shuffle alley with the dolly and wheel it to the truck or to another place on a location.

For shuffle alleys, two bars support the game under the base of the backboard, while, on pin games, the support is at the rear of the playing surface. The bar can

be adjusted for either type game.

According to the manufacturer, the dolly makes it easy to lift games, move them up and down curbs, and operate from either the front or the back of the game.

### Distributor Aid

Bilotta said that the dolly is particularly useful for distributors who frequently move games from showroom to storage room, and from there to trucks for delivery.

The dolly is currently available at Bilotta's showrooms in Syracuse, Albany and Newark, N. Y. Sample price is \$39.50. Distributors are expected to be named in the next few weeks.

## Announcing the SECOND in a series of SPOTLIGHTS\* for 1962:

Spotlight Number Two:

### Tested Ideas on Programming and Selling MOVIE-SHOW-TV MUSIC on Records

March 17th issue

BILLBOARD  
MUSIC WEEK

#### \*A word on the SPOTLIGHT SERIES:

In an industry encompassing such a great variety of profitable product, we at Billboard Music Week feel we can stimulate retailers, broadcasters and operators to take advantage of the full sales potential of this industry by spotlighting from time to time special segments or product categories with information, ideas and success stories for better promotion, marketing and merchandising of each particular spotlighted product. With this purpose in mind we shall publish a series of Spotlights during 1962.

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

#### SPECIAL NOTE TO MANUFACTURERS AND PUBLISHERS:

Why not supplement the editorial emphasis of this Spotlight on "TESTED IDEAS ON PROGRAMMING & SELLING MOVIE-SHOW-TV MUSIC ON RECORDS" with strong advertising featuring your best seller catalog product, your new product, merchandising ideas, special offers?

#### Regular rates still apply!

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March 7, 1962

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CE 6-9818

HOLLYWOOD  
1520 N. Gower  
HO 9-5831

## Adair Tells Ops of PR Advantages



BILL ADAIR

HARRISBURG, Pa.—More than 50 operators and distributors around the State attended the February meeting of the Pennsylvania Amusement Machine Operators Association held at the Penn Harris hotel here Wednesday (7).

They heard a talk by Bill Adair, of Eastern Music Systems, Philadelphia, on the value of keeping up good public relations. He said it begins right on the operator level.

Leon Taksen, manager of the State AMOA, said it is the plan of the group to have a top-notch speaker at every meeting so the members will have a chance to increase their knowledge of the business.

He added that they will be able to keep up on all the latest phases of the industry. Taksen also said the organization itself plans to continue its efforts in public relations work during the year.

## Struve Unveils New Seeburgs

GREAT FALLS, Mont.—Just about every operator in the State turned out as Struve Distributing Company unveiled the new Seeburg model SDS phonograph at a showing here and another in Billings, Mont., recently.

Also on hand was Del Wood, who presented Pres Struve with a copy of her new Mercury album, "Ragtime Goes South of the Border."

A buffet with refreshments was served at both gatherings. Attending the Billings showing, Saturday, January 27, were Mr. and Mrs. Lance Lockett, Mr. and Mrs. Fritz Soranton and family, Mr. and Mrs. James Grenz, Glen Fritsch, Glen Hardy, Mr. and Mrs. Charles Campbell, Leo Matz, Tubby Trafton, Jack Ross, Lee Jarding, Ed Reilly, James Stoick, Clarence Brakkee, Mrs. Roberta Overturf and Chuck Dudley.

## 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.

**BREAK IT TO ME GENTLY  
AND  
SO DEEP**

**BRENDA LEE**  
Decca  
31348

**CAJUN QUEEN  
AND  
TO A SLEEPING BEAUTY**

**JIMMY DEAN**  
Columbia  
42282

**IRRESISTIBLE YOU  
AND  
MULTIPLICATION**

**BOBBY DARIN**  
Atco  
6214

**I'LL SEE YOU IN MY DREAMS  
AND  
PICTURES IN THE FIRE**

**PAT BOONE**  
Dot  
16312

**DRUMS ARE MY BEAT  
AND  
BIRTH OF THE BEAT**

**SANDY NELSON**  
Imperial  
5809

**AFRIKAAN BEAT  
AND  
ECHO IN THE NIGHT**

**BERT KAEMPFERT**  
Decca  
31350

**I'VE GOT BONNIE  
AND  
LOSE HER**

**BOBBY RYDELL**  
Cameo  
209

**PLEASE DON'T ASK ABOUT BARBARA  
AND  
I CAN'T SAY GOODBYE**

**BOBBY VEE**  
Liberty  
55419

### III. Liquor Commission Hits In-Line Game Ops Via Location Pressure

CHICAGO — State pressure against in-line game operators continued as the Illinois Liquor Control Commission took new action against holders of federal gambling stamps last week.

The commission announced that tavern and package store operators who admit owning such stamps will be refused State liquor licenses.

Commission chairman, Howard S. Cartwright, said the new policy

was a further move to drive gambling from places where liquor is sold.

The commission also ordered 25 bars where alleged gambling devices were found to close for from five to 30 days.

The actions by the commission are part of a general crackdown against some 450 State liquor license holders listed as purchasers of federal gambling stamps.

Previously, stamp holders indicated they were ordered to buy a \$250 tax stamp for in-line games by federal agents. The federal government has ruled that such machines can be used for gambling.

Test cases challenging the federal regulations are pending in the courts.

The ruling that holders of fed-

## Milwaukee Assn. Re-Elects Execs

MILWAUKEE—All officers and directors of the Milwaukee Coin Machine Operators Association were re-elected at the monthly meeting, Monday (12).

Sam Hastings, Hastings Distributing Company, was returned to the

president's post for a second term. One of the prime organizers of the trade group, Hastings has headed the association since its inception several years ago.

Others chosen to serve second terms of office include Jim Stecher,

Novelty Service, vice-president, and Jerome (Red) Jacomet, Red's Novelty Company, secretary-treasurer.

Arnold Jost, Arnold's Coin Machine Company; Bob Puccio, P. & P. Distributing Company, and Clarence Smith, Milwaukee Amusement Company, were re-named to the board of directors.

Jost was appointed a new, special committee-of-one charged with the duty of stimulating stronger meeting attendance.

#### Tax Discussion

The bulk of the evening's meeting agenda was devoted to a discussion of the new Wisconsin 3 per cent sales and use tax and its application to the coin machine industry.

Hastings said: "We feel that our association and the State organization was instrumental in eliminating the tax on gross receipts of coin machine devices. Our officers met with the State tax commissioners in Madison and pointed out that a tax on gross receipts would be unfair. Since we were already paying taxes on equipment, parts and phonograph records, they changed their decision. As a result, gross receipts of juke boxes and games are not included in the sales tax."

"This is just one example," added Hastings, "of how an organized trade association can help its own cause. But we need a strengthened, continuously alert membership to attain other important objectives in the future."

## One Ky. Editor Took The Time to Find Out

IRVINE, Ky.—Generally, legislation which would outlaw pinball games at the State level is either supported or ignored in the editorial columns of the local press. Seldom does a community newspaper raise its voice to protest such legislation.

One exception to this rule is The Estill Herald, a weekly newspaper published here and edited by Robert C. Hovermale. In a recent editorial Hovermale explained the difference between various types of games and voiced his opposition to the proposed bill. In part, here is what he had to say:

"A bill introduced in the Kentucky State Legislature would outlaw 'pinball machines' by branding them illegal gambling devices. We feel this bill is misleading and is an unwarranted attack on the legitimate coin-operated machine industry.

"This bill, H.B. 174, is sponsored by Rep. Albert Dempsey (R.), Inez. It would repeal the present portion of the law that exempts pinball devices from the anti-gambling statutes."

Hovermale then goes on to explain the differences between the

eral gambling stamps will be refused liquor licenses marks a tightening of commission policy. Previously, the State issued a liquor license whenever a local license was given.

However, under a State ruling, the commission was free to revoke the State license if the license holder was also a purchaser of a federal gambling stamp, either the \$50 wagering or \$250 gaming device stamp.

Commission officials said this all seemed a little silly and that they are now going to refuse to issue a liquor license at the start if the owner possesses a gambling stamp.

Chairman Cartwright indicated that the commission is going all out in its drive against gambling. It is under orders to do so from Governor Kerner, who removed a former chairman on the charge that he was too soft in policing taverns.

various types of plunger-and-ball-operated games and concludes with the following statement:

"Occasionally, the headlines of various newspapers blare out about the gambling 'pinball machines' when they really mean a different machine altogether. This gives the pinball operators a black eye in the eyes of the uninitiated public. To declare machines 'gambling devices' because people bet among themselves on their skill at the machines is or would be to brand baseball's World Series as a gambling device because many people bet among themselves as to whom the winner of the series will be."

The editorial was sent to Billboard Music Week by Francis Green Miller, mayor of Irvine. Miller is also secretary-treasurer of Miller's, Inc., a local juke box operation.

Miller said that the 28-year-old editor deserved a vote of thanks from the coin machine industry.

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MUSIC WEEK**

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CENTER OF THE MUSIC INDUSTRY

**HELP WANTED**

Male. Music and Pinball Mechanic. Excellent pay. Prefer married man from the Southern States, but will consider all applicants. Write:  
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 215 So. Eaton St. Baltimore 24, Md.

**MECHANIC WANTED**

Philadelphia area. Experienced on all types of coin-operated games and music. Inside work. Good pay. Give full details in first letter.

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Seeburg Model E-2 (22 col.) \$240.00  
 Seeburg Model E-1 (22 col.) 185.00  
 National 13 col. 220.00  
 National Model 111 175.00  
 National Model 11ML 145.00  
 National Model 9ML 95.00  
 National Model 9M 75.00  
 Eastern Electric 12 col. 80.00  
 Eastern Electric 10 col. 60.00

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 CHALLENGER  
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## Rotation With Constant Refinishing Are Keys to Top Pin Game Returns

ARVADA, Colo.—It requires both continuous rotation of amusement machines and a first-class refinishing job to produce returns from pin games, according to Lee Wyscaver, head of Lee Music Company, in this populous Denver suburb.

Wyscaver has developed his game routes into a highly flexible, profitable operation. Contrary to the usual policy of leaving a machine in location for six months, Wyscaver believes in extremely frequent rotation, and moves many of his machines after only two months in the same stop and never more than five, except when the location owner simply refuses to allow the machine to be replaced.

Wyscaver sets up a file card whenever a new amusement machine is delivered, which becomes something of a birth certificate for the machine. The file card, in its most important role, shows a detailed record of collections, week by week, the minimum collections which are considered acceptable per week, comments and remarks, number of repair calls, and even the location owner's views as to possible improvement in the equipment.

**Three-Week Check**

It is the weekly collection, of course, which determines how long a machine will be left on location, and Wyscaver keeps this valid by carrying out a complete check of the entire card file every three weeks, and making decisions from the results.

As soon as any machine dips below the acceptable minimum it is automatically rotated to another, similar location, after it has been through Wyscaver's well-equipped, thoroughly efficient shop. On rare occasions it may be sent back to the same location, where, with a new coat of paint, new glass, new wiring, braced underpinnings, etc., it may go back to profitable ways. However, such instances are rare. Preferably, Wyscaver simply ro-

tates the machines to the next stop, and usually finds that earnings at the second locations will approximate those at the first.

The Wyscaver shop, equipped with every facility for cleaning, sanding, paint application, glass and replacement, can do a factory-like job on every machine. In recent years, Wyscaver has made extensive use of fleck paint, in dark colors, which is unquestionably the most durable cover he has ever used, and which escapes the lavatory wall appearance which all too often is produced by fleck, with fleck of light colors with dark chips. A phonograph on display in the showroom was more than eight years old, but looked every bit as colorful and eye-appealing as a brand-new machine, as the result of a painstaking Lee's Music Company reconditioning process. It is the same with games, which could scarcely look better when unpacked from the manufacturer's shipping crates than they do when they are rolled out of the shop.

**Location Co-Operation**

Wyscaver gets maximum co-operation from his location owners. All collections are counted out in the location owner's presence.

The location owner who sees not only what the machine has taken in the week previous, but for the entire year to date, is always an easier location owner to deal with, more readily amenable to the fuss and bother of removing one machine and replacing it with another.

There can't be any hard-set rules as the minimum acceptable collection on any machine, its playing or merchandising abilities, simply because no two locations are alike, the veteran Denver operator said. From long experience, however, in the close assessment he makes of each location before a machine is installed, Wyscaver can usually predict with startling accuracy just what the stop will pay on the basis of one machine, or on constant rotation. In every case it is rotation and refinishing which makes his estimates work out.

## Coin Machine Exports

October, 1961

Country	New Phonographs No.	New Phonographs Value	Used Phonographs No.	Used Phonographs Value	Amusement Games No.	Amusement Games Value	Totals No.	Totals Value
Belgium	229	\$ 158,238	326	\$ 95,020	832	\$ 168,997	1,387	\$ 422,235
West Germany	363	212,394	45	12,270	465	148,001	873	372,665
France	82	64,390	—	—	880	254,024	962	318,414
United Kingdom	135	84,253	7	2,272	331	120,700	473	207,225
Canada	35	67,717	6	2,300	228	73,473	269	143,490
Switzerland	71	54,497	—	—	41	12,813	112	67,310
Italy	45	32,160	—	—	61	20,798	106	52,958
Japan	17	13,441	25	8,010	96	26,804	138	48,255
Netherlands	10	7,532	17	3,995	131	25,785	158	37,312
Nan Is.	35	28,995	15	7,055	—	—	50	36,050
Venezuela	7	10,835	—	—	52	18,849	59	29,684
Sweden	6	3,013	—	—	61	18,151	67	21,164
Australia	3	1,827	8	2,105	82	17,024	93	20,956
N. Antilles	3	15,909	—	—	—	—	3	15,909
Chile	15	11,930	—	—	10	3,080	25	15,010
Greece	—	—	11	2,680	35	10,364	46	13,044
Panama	7	5,509	3	2,476	8	2,614	18	10,599
Other Countries	57	42,341	82	25,313	223	37,766	362	105,420
Totals	1,120	\$ 814,981	545	\$ 163,496	3,536	\$ 959,223	5,201	\$ 1,937,700

## Exports of American Juke Boxes For October '61 Take Slight Dip

NEW YORK—United States exports of juke boxes and amusement games for October, 1961, totaled \$1,937,000, a drop of less than \$19,000 from the same month a year earlier, as 5,201 pieces were shipped from the country, compared with 6,000 a year earlier.

Some 1,120 new juke boxes valued at \$814,981 were exported last October, compared with 1,424 valued at \$894,034 a year earlier, according to figures released this week by the U. S. Department of Commerce.

A slight drop was also registered in used juke boxes—545 units valued at \$163,496, compared with 641 units valued at \$195,860 a year earlier.

**Game Sales Up**

However, the value of amusement games (new and used) shipped during October jumped from \$866,698 to \$959,223, despite the unit decrease from 3,935 to 3,536.

Belgium was the biggest customer for U. S. coin machine exporters, with purchases of \$422,235. The breakdown shows that the Belgians spent \$158,238 in new juke boxes, \$95,020 in used juke boxes and \$168,997 in games.

The next best customer, West Germany, spent \$212,394 in new juke boxes, \$12,270 in used juke boxes and \$148,001 in games for a total of \$372,665.

**French Buy More**

Biggest jump was registered by France, which boosted its purchases from \$79,690 to \$318,414. With import barriers lifted during the last year, France spent more for U. S. games (\$254,024) than any other foreign nation.

In October, 1960, the United Kingdom was the largest buyer of American coin machines with purchases of \$473,701. A year later the British were number 4 on the list with purchases of \$207,225.

Great Britain's reduced expenditures for U. S. coin machines is partly explained by the purchases of fruit machines from Germany, Australia and Japan, as well as their domestic manufacture, and the inroads made by German juke boxes.

**Joe Ash says . . .**

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## Big Turnout at Miller-Newmark Service Sessions

GRAND RAPIDS, Mich.—Some 75 operators and servicemen attended two all-day service sessions held recently by Miller-Newmark Distributing Company here and in its Detroit offices.

Henry Hoevenaar, AC Automatic Services, Inc., field service engineer, conducted the sessions.

Bill Miller and Orville Bolier hosted the Grand Rapids meeting Tuesday (6), with Art Herbert and Don Ruffles doing the honors Wednesday (7) in Detroit.

Attending the Grand Rapids session were Ed Reuther, Paul Warren Reuther, Don Reuther, Paul Gregory, Bob Andre, Ed Rodeuts, Carl Bowens, Ed Fields, Pat Yeo, Larry Paulson, Jimmy Allen, Carl Peterson, Red Williams, Adolph Budrus, Joe Weiden, Bill Van Gessel, Ed Washburn, Frank Dies, Pete Lamberts, Earl Strophal, Carl Castle.

At the Detroit session were Mack Johnson, Leo Czajkowski, Norman Burgess, Bob Chase, Clarence Wickware, Paul Turnpaugh, Don Turnpaugh, Norman La Fleur, Fritz La Fleur, Jim Rice, Russ Wainscott, Roy Chisnell, Ron White, Bill Stillwell, Johnny Wilson, Mr. and Mrs. Warren Fields, Roscoe Williams, Bob Flowers, Randolph Wallace, William Campbell.

Jack Gunn, Rudy Pittaway, Ted Samara, Bill Mitchell, M. Lonnie, Fred Lewis, Dave Finale, Frank Klemczak, Dominic Mazana, Leo Morse, Marvin Jacobs, Bill Vankoughnet, Eddie Grodzicki, Ed Vernon, Hank Zinkowski, George Weston, Butch Weston, Joe Palen, Wally Larger, Joe Marchia, Clarence Spooner, Roger Harvey, Dick Pesci and son, Howard Burlison, Dan Evans, Ted Donovan, Ray Nadeau, Cliff Johnson, Rick Lenksi.

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ROUTES FOR SALE in N. Y. City; Los Angeles, Calif.; Virginia; Kansas; Boston; Michigan.

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RING UP NEW  
EARNINGS RECORDS!

## LIBERTY BELLE

A Gottlieb 4-PLAYER with challenging new "Double Twin" Roto Targets! See page 50—and ORDER NOW!

### FOR SALE!

Completely Reconditioned  
TELEQUIZ ..... \$ 85  
6-POCKET POOL ..... 150  
BUMPER POOL SLATE ..... 100

### WANT TO BUY

Highest Prices Paid!

GOTTLIEB:  
WHIRLWIND—LITE-A-CARD  
ATLAS—CAPT. KIDD—CONTEST  
SWEET SIOUX—MADEMOISELLE  
WAGON TRAIN—TEXAN  
KEWPIE DOLL—MERRY-GO-ROUND  
FOTO FINISH—OKLAHOMA  
SHOW BOAT—FLYING CIRCUS  
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COIN MACHINE EXCHANGE  
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BUCKINGHAM 1-8211

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#### GAMES

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BIG INVENTORY  
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## Daddis New Rock-Ola Rep



ARTHUR W. DADDIS

CHICAGO—Arthur W. Daddis, a veteran of some 20 years in the coin machine business, last week was named Eastern regional sales manager for Rock-Ola Manufacturing Corporation.

Announcement came from David C. Rockola, president, who said Daddis will cover Maine, New Hampshire, Vermont, New York, Massachusetts, Connecticut, Rhode Island, Pennsylvania, New Jersey, Maryland, District of Columbia, Delaware, West Virginia, Eastern Kentucky, Virginia, Eastern Tennessee, North Carolina, South Carolina, Georgia and Florida.

Daddis was formerly with AMI and Wurlitzer. He resides in Hollywood, Fla.

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An Important Message From

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Give us your lists of surplus stock. We will find markets whether in Europe or Africa. We are open for your suggestions. As always CASH WILL BE WAITING.

JACQUES PALMER

## EUROPEAN NEWS BRIEFS

### Juke Box for Red Riviera

VIENNA—Communist Bulgaria is shopping for phonographs to furnish the proper capitalistic decor to the "Red Riviera" it is developing on the Black Sea coast. How many machines the Bulgarians purchase apparently will depend on terms and credit offered them, but Bulgarian representatives are speaking expansively of an eventual market for 500 phonographs throughout the entire Red Riviera. This figure would be astronomical for the Communist bloc. The Bulgarians claim, however, that it is entirely realistic and may be achieved by the end of 1963.

### Coins Turn on the Lights

BRUNSWICK, W. Germany—A floodlight coin machine is the latest automated tourism gimmick to be introduced into West Germany. Insertion of a coin floodlights a particular edifice or similar tourist attraction for nocturnal viewing. The first coin-operated floodlight has been installed at the St. Katherine's Church in Brunswick. It supplies sufficient light intensity for photographs. The plan is to install the coin-operated floodlights for both photography and highlighting worthwhile tourist attractions to bring out their full beauty.

### Dial and Play Juke Boxes

MUENSTER, W. Germany—Hill & Probst GmbH & Company are introducing a new remote control juke box, the Magic Music. Remote selection is made by means of a telephone dialing device, each record title having a number of dialing. Any number of remote selection units can be hooked to the phonograph, which is available in either 80 or 120 selections. Hill & Probst's address is Diepenbrockstrasse 28.

### Game Boom Builds in Spain

MADRID—A games boom is building up in Spain, despite stringent restrictions upon the import of equipment. Seven Spanish firms, encouraged by the import restrictions, have begun manufacture of soccer games and pinballs. It has become virtually mandatory for every cafe and restaurant to have either a soccer game or pinball machine or both. From almost zero the soccer game count has soared to 1,500 in Madrid alone and the pinballs to 2,000. Technicians trained in West Germany have put the Spanish industry on its feet.

### Op Assn. Re-Elects Wende

HAMBURG—Carl-Heinz Wende has been re-elected chairman of the Verband des Norddeutschen Automaten-Gewerbes, the operator association serving the Hamburg district. Other officers elected were Martin Michalski, deputy chairman; Hermann Heusser, secretary, and Erich Schneegass, Max Walden, and Heinrich Huehne, directors. The new slate of officers will attempt to wind up in 1962 the marathon legal battle against the amusement tax law, which is still in the Hamburg courts.

### Tonmaster in Compact Push

WEST BERLIN—Wiegandt has opened a new sales promotion drive for its 60-selection Tonmaster wall box. The drive aims at developing locations believed too small for the conventional-size box. Wiegandt's sales slogan is, "No place too small for a wall box." The Tonmaster is being billed as a "super-compact" fitting the smallest location. It has remote volume control and two loudspeakers. In line with the sales theme of "always and everywhere place for a wall box," Wiegandt is guaranteeing the Tonmaster as easy to service and rugged in operation.

### Danes Push Coin TV Sets

COPENHAGEN—Danish television dealers are promoting the coin-slot sale of TV sets as an antidote to slumping straight sales. Sets are equipped with a coin mechanism and placed in homes under a purchase option agreement. Viewing is priced at 15 cents for 30 minutes. If the viewer decides to purchase the set, coins in the box are applied on the purchase price.

### Juke Boxes for Railways

FRANKFURT—West German coin machine operating concerns are discussing with the German Federal Railways the placing of juke boxes and possibly other coin machines on crack German express trains. It is proposed to begin with tests on special excursion trains, some of which have bar coaches

(Continued on page 48)

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BOX 154

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### ONLY ONE OF ITS KIND!

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Royal Flush .....	\$ 65.00
United Niagara Shuffle .....	195.00
United Simplex .....	165.00
Berrel-O-Fun .....	495.00
Berrel-O-Fun 62 .....	695.00

### PHONOGRAPH

AMI Continental 200 .....	\$595.00
AMI 6120 .....	245.00
AMI Lyric Stereo 100 .....	495.00
AMI H200 .....	295.00
Seeburg V200 .....	180.00
Seeburg Wall Boxes, 3W1 .....	37.50
AMI Wall Boxes, 200 Sec. ....	55.00

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M100C .....	189
100W .....	269
HF1006 .....	289
220S .....	659
222S .....	689

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Write: The Billboard  
BOX 156  
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## High Costs Eliminate Custom Juke Box Installations in Phoenix Area

PHOENIX—The high cost of custom phonograph installations has made them a hing of the past, according to Ben Spalding, veteran juke box operator here.

Spalding achieved sensational results a few years ago, when he contracted for unusual phonograph installations. Included were phonograph mechanisms recessed into the walls of cocktail lounges, into brick tiers, in the center of smart cocktail lounges, or remoted in hotels and restaurants.

Spalding often spent as much as \$250 to provide full-range

phonograph service in a location without an exposed, standard box. In fact, with an engineer on his staff who had a special flair for such designs, the Phoenix operator was able to land locations in many places which had resolutely rejected the idea before.

Now, however, with phonograph costs at an all time high, collections down because of increased competition, Spalding has almost given up on this custom installation service. Even some of his most elaborate installations, such as that in the cocktail lounge of

the San Carlos Hotel in downtown Phoenix, have been eliminated altogether.

Spalding's music-merchandising theory if anything has swung the other way in recent years, tending to put more and more emphasis on the visibility of the phonograph, wherever installed. The fact that there are literally scores of new location opportunities opening up every month in Phoenix has meant that the juke box must declare itself immediately to entering customer's attention, which, of course, is scarcely likely with a concealed or semi-hidden custom installation.

### State Revenue

• *Continued from page 42*

association and outline further organizing plans.

Gill called on all members to work toward expanding membership.

The group's dinner meeting was at Wilmeth's Restaurant, 2265 Park, and will be at a different location next month, to be announced later. Meeting time is 7 p.m. the first Tuesday of each month. Next month it will be March 6. Dinner precedes the business meeting.

Attending last week's meeting were Russ Thomas, Vendor Distributing Company, and Jimmie Wilkie, Wilkie Distributing Company, operators and distributors, and these operators:

C. H. Holland, Herbert Ginn, Robert Roll, C. D. Gill, Andrew T. Manning, E. F. Flippin, E. C. McVicker, Leonard Robbins and J. R. Herndon.

Also attending were two of Thomas' employees, John Dawson and Harold Troxel. The group had as guests Thomas' two sons, Fred, 20, and Linn, 12, and Dawson's son, John Dawson Jr., 12, in addition to Mr. Trigg.

## EUROPEAN NEWS BRIEFS

• *Continued from page 47*

for dancing. If successful, the phonographs would be supplemented by vending machines and possibly payouts. The idea came from Japan, where juke boxes have been sited on special trains to ski areas. There is also discussion in Germany of trying to interest the management of the Trans-Europe Express (TEE), the Continental express train system in coin machine placement on its luxury trains.

## Pinballs Appeal to Germans

HAMBURG—Erich Schneider, the Williams general sales agent for West Germany, has announced a delivery program for four Williams games in February and March. Schneider is concentrating on delivery of Jolly Joker, Space Ship, Metro and Kismet. The latter, for four players, is proving an especially big sales success in Germany, where it receives heavy play from the tavern regulars. Latest surveys show a slide in soccer-game popularity and an upsurge in pinball play in Germany, primarily because the pinballs appeal to the Germans as a more sophisticated game.



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**6-POCKET**

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Burn-Proof Rail! Exclusive Valley "Easy-Count"  
Scorer! Regulation 2 1/4" Balls! 3 Popular Sizes:  
75x42, 84x47, 90x50. Many other features.

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## Williams JOLLY JOKERS "add a ball" for extended play

### FEATURING Williams MOVING TARGET



- **SPELLING J-O-K-E-R**
- **lites up center Moving Target to score "extra" ball.**
- **Also lites up one Joker lite at the bottom of playfield.**

- **Each time all Joker lites are lit player receives additional ball.**

- **Adjustable High Score for additional ball.**
- **Rollover Buttons, Targets, Bottom side Rollover Lanes spot letters to spell JOKER.**

- **Plastikote playfield resists wear for long life operation.**

Slug Rejector Equipped

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Available for 5¢ or 10¢ play



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BILLBOARD  
MUSIC WEEK

# COIN MACHINE INVENTORY LIST

Listed below are all actively traded juke boxes made in the last 10 years and all games made in the last five years. Figures in parentheses beside the juke box listings indicate the number of selections. Figures beside games indicate the month and year the game went into production.

MUSIC
AMI
D-40 (40), 1951
D-80 (80), 1951
E-40 (40), 1953
E-80 (80), 1953
E-120 (120), 1953
F-40 (40), 1954
F-80 (80), 1954
F-120 (120), 1954
G-40 (40), 1955
G-80 (80), 1955
G-120 (120), 1955
G-120-1 (120), 1956
G-200 (200), 1956
G-200-1 (200), 1956
G-200-2 (200), 1956
G-200-3 (200), 1956
G-200-4 (200), 1956
G-220-5 (200), 1956
H-200 (200), 1956
H-120 (120), 1956
H-100 (100), 1956
H-200M (100), 1957
I-200 (200), 1957
I-120 (120), 1957
I-100 (100), 1957
J-200M (200), 1958
J-200 (200), 1958
J-120 (120), 1958
J-100M (100), 1958
J-200M (200), 1959
J-120 (120), 1959
J-100 (100), 1959
J-200 (200), 1959
Current
Continental 2-200 Stereo
Continental 2-200 Mono
Continental 2-100 Mono
ROCK-O-LA
1436 (120), 1953
1438 (120), 1954
1442 (50), 1955
1446 (120), 1955
1448 (120), 1956
1450 (120), 1957
1452 (50), 1956
1454 (120), 1957
1455D (200), 1957
1455S (200), 1957
1458 (120), 1958
1462 (50), 1958
1465 (200), 1958
1468 (120), 1959
1468 Stereo (120), 1959
1475 (200), 1959
1475 Stereo (200), 1959
Current
1488 (120)
1493 (Princess)
1494
1495 (200)
SEEBURG
M100B (100), 1950
M100C (100), 1952
100W (100), 1953

## BOWLERS & SHUFFLES

BALLY
ABC Bowler 7-55
ABC Bowling Lanes 12-56
ABC Champion 9-57
ABC Super-Deluxe Bowler 9-57
ABC Tournament 6-57
All-Star Bowler 12-57
All-Star Deluxe 2-58
Bally Shuffle 1-59
Challenger 9-59
Club Bowler 2-59

Deluxe Shooting Star
Deluxe Club Bowler 3-59
V200 (200), 1955
100J (100), 1955
K200 (200), 1957
L100 (100), 1957
201 (200), 1958
161 (160), 1958
101 (100), 1958
220 (100), 1958
220S (100), 1959
222DH (160), 1959
222H (160), 1959
222DHR (160), 1959
Current
AY160S (160)
AY100S (100)
Y100M (100)
BMS-1 (1,000, background)
BMC (1,000 background)
BMCA (background, audio)
UNITED
Current
UPD 100 (Stereo)
UPD 100 (Mono)
WURLITZER
1250 (48), 1950
1400 (48), 1951
1500 (104), 1952
1500A (104), 1953
1600A (48), 1954
1700 (104), 1954
1800 (104), 1955
1900 (104), 1956
2000 (200), 1956
2100 (200), 1957
2150 (200), 1957
2250 (200), 1958
Score-A-Line 9-55
Shuffle Explorer 6-58
Skee Roll 1-57
Star Rocket 5-59
Tournament Ski Bowl 12-56
Triple Strike 1-55
TV Bowling League 11-57
2500 (200 Stereo)
250A (104 Stereo)
2510 (100 Stereo) (Also in Mono models)
Current
ABC
Advance 6-59
Atlas Shuffle Alley 9-58
Bonus Bowling Alley 3-58
Bowling Alley 11-56
Build-Up 5-56
Capitol Shuffle Alley 6-55
Clipper 4-55
Cyclone 10-58
Deluxe Bowling Alley 7-57
Deluxe Flash 6-59

Congress Bowler 7-55
6-58
Dual Shuffle 1-59
Jumbo Bowler 9-55
King-Pin Bowler 9-55
Lucky Alley 8-58
Lucky Shuffle 9-58
Monarch 11-59
Official Jumbo 3-60
Pan American 6-59
Speed Bowler 11-58
Star Shuffle 9-58
Strike-Bowler 11-57
Super Bowler 1-58
Trophy 4-58
Current
Bally Bowler
CHICAGO COIN
All Star Team Bowler 11-55
Blinker 8-55
Bonus Score 5-55
Bowl Master 7-59
Bowling Team 10-55
Bull's-Eye Bowler 7-55
Championship 11-56
Bowling League 7-57
Criss Cross Target 1-55
Double Feature 12-58
Hollywood 4-55
King Bowler 3-59
Lucky Strike 1-58
Miami Shuffle 10-58
Monte Carlo 1-59
Player's Choice 9-58
Princess Bowler (3/61)
Rebound Shuffle 11-58
Red Pin 3-59
Rocket Ball 2-59
Rocket Shuffle 2-58
Rocket Shuffle Two-Player 4-58
Score-A-Line 9-55
Shuffle Explorer 6-58
Skee Roll 1-57
Star Rocket 5-59
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Cyclone 10-58
Deluxe Bowling Alley 7-57
Deluxe Flash 6-59

2 Whirlwind 2-58
Wishing Well 9-55
World Beauties 2-60
World Champ 8-57
Current
Flipper Fair
WILLIAMS
Arrow Head 7-57
Casino 8-58
2 Circus Wagon 10-55
Club House 10-59
Crossword 5-59
Cue Ball 4-57
Double Barrel (4/61)
2 Fiesta 12-59
4-Star 7-58
Sea Island 2-59
Show-Time 4-57
Sun Valley 7-57
Current
Barrel-O-Fun '62
Can Can
Fun Spot '62
GOTTLIEB
Ace High 2-57
Add-A-Line 7-55
Annabelle 8-59
2 Around the World 7-59
2 Alias 5-59
Auto Race 9-56
2 Brite Star 4-58
Classy Bowler 7-56
4 Contest 10-58
2 Continental Cave 7-57
Criss Cross 3-58
Dancing Dolls 6-60
Derby Day 5-56
Simplex 4-59
Six Star 11-57
Super Bonus 9-55
Team Bowling Alley 4-57
Team-Mate 12-59
3-Way 8-59
Top Notch 11-55
Venus 4-55
Viking Shuffle Alley (6/61)
Zenith 5-59
Current
Playboy Shuffle Alley
7-Star Bowling Alley
Stardust Shuffle Alley
Bowlarama DeLuxe
PINBALLS
BALLY
Ballerine 6-59
Balls-A-Poppin 10-56
Bally U.S.A. 7-58
Beach Beauty 11-55
Beach Time 9-58
Big Show 9-56
Bikini (6/61)
Broadway 12-55
Carnival 10-57
Carnival-Queen 11-58
Circus 8-57
County Fair 11-59
Crosswords 1-58
Cypress Gardens 5-58
Double Header 8-58
Fun-Way 9-59
Gay Time 6-55
Gayely 4-55
Key West 12-58
Lotta Fun 9-59

## Venders for Animals in Europe's Zoos

• Continued from page 42

machines for the animals to operate, the zoos are installing bulk vending equipment for patron operation, the patron then feeding the animals the food from the machine.

Other arrangements have the zoo-goer deposit the coin and the animal manipulate a lever and collect the food.

Rene Delacroix, vending expert at the Paris zoo, reported, "There is a tremendous field in zoo vending. Imaginative machine construction could stimulate patronage to really huge levels. Animal fans will spend almost without limit if the food is made to look attractive (to the zoo-goer, naturally) and a novel gimmick is employed in the release of the food from the machine."

At Copenhagen, for example, there is experimentation with having seals bounce a ball onto the food release. There is little difficulty in training bears to yank a

lever dispensing food.

European zoo directors are pushing zoo bulk vending without too much attention to gimmickry. Most of them, at this stage, are agreeable to letting the humans substitute for the animals at the machines.

Their interest is strictly pragmatic. First, it improves the level of animal nutrition if the patrons can be induced, by the machines, to ply the animals with approved dietary items instead of what the zoo-goer thinks the animal should like.

And, second, bulk vending can be profitable. However modest the profit margins, they are important to continental zoos, which are perennially strapped.

Most zoos find that they can charge what the traffic will stand, which turns out to be surprisingly high once the public is educated that the money is retained at the zoo.

## Canteen Op Revenues And Sales Up 18 Percent

• Continued from page 41

CHICAGO—Sales and operating revenues for the quarter ended December 23, 1961, were \$49,719,655, an increase of 18 per cent compared with the corresponding quarter a year earlier, the Automatic Canteen Company of America reported last week.

Net earnings for the period dipped slightly—from \$1,214,462 to \$1,123,381. Frederick L. Shuster, board chairman, predicted an improvement in earnings for the balance of the fiscal year.

## Lynch Distributing

• Continued from page 41

When Zander died late in 1960, Lynch decided to leave the business.

Holyfield is a veteran of some 15 years in the coin machine business, most recently associated with Nick Carbajal in Coinmart.

The new J. H. Lynch Distributing Company will handle the full AC Automatic Services, Inc., line of AMI juke boxes and background music equipment and Rowe vending machines.

The firm will carry a complete parts inventory and will offer full service facilities. An open house will be held in the near future.

## Agent Explains Tax

• Continued from page 41

to all phonograph records bought for juke box use.

C. S. Pierce, Pierce Music, Brodhead, and Sam Hastings, Hastings Distributing Company, Milwaukee, acted as chairman of the meeting. Pierce is president of the State operators' trade group, while Hastings heads the Milwaukee organization.

## Parkoff Says 33 Singles Still Growing

• Continued from page 41

gram are increasing each week, and that local operators who are programming with 33 stereo report that collections have risen appreciably.

Parkoff made this statement in the wake of recent reports (BMW, February 17) that the 33 single never materialized as a factor in the singles business.

While Parkoff agreed that the 45 is still the basic single at the retail level, and that most singles available to operators are still 45's, he pointed out that Seeburg distributors are selling 33 stereo singles not available in 45 stereo, and that the Artist of the Week promotion is merchandising these 33's to the public.

According to Parkoff, most of the record labels are failing to give proper weight to juke box operators, who account for about half of all single sales.

He cited the emphasis on teenage music, which sells to over-the-counter buyers, but is not calculated to stimulate play from adult patrons of taverns and bars—which account for most of the juke box locations.

Parkoff conceded that most juke boxes can only accommodate 45's, but he added that on those boxes which are capable of playing both speeds, the type of stereo programming available on 33's have proven a collection builder.

## BUY WITH CONFIDENCE

### ARCADE

Auto Photo #9	\$495
Mills Panoram	395
Capital Panoram	350
Motorama	175
Wms. Cranes	125
Wms. Sidewalk	
Engineer	125
Wms. Peppy the Clown	195
Standard Metal Typer	225
Mercury Floor Grips	65
Bally Champion	425
Donald Duck	195
Ferdy the Bull	195
Drive Yourself Auto	325
Turn Pike Auto Test	65
Wms. Vanguard	175
Bally All Star	125
Sci. Pitch'em & Bat'm	125
Crooks Saloon Gun	325

### VENDING

Rowe L-1000	\$325
Cole Spa, special, 4 sel.	348
Cole 3-Sel. MP's	295
Cole 6-Sel. Model 1400	325

### DAIRY

Vendo 210A Ice Cream	\$395
Vendo 210 A Milk	395
Dariomilk, carton	195
Hebel 5-Sel. Ice Cream	175

### CANDY

DuGrenier Ky., 8 sel.	5195
Stoner, 6 col.	125
Stoner, 8 col.	165
Northwestern Sw. 16	195

### POP CORN

U-Pop-it (fully automatic)	\$145.00
Keeney Popcorn	295.00
Pop-Sex	69.50
Gold Medal	175.00

Distributors for WURLITZER,  
UNITED, GOTTLIEB & MIDWAY.

**CLEVELAND COIN**  
MACHINE EXCHANGE INC  
2029 PROSPECT AVE., CLEVELAND 15, OHIO  
All Phones: Tower 1-6715

when answering ads . . .

Say You Saw It in Billboard Music Week

4

PLAYERS!

"DOUBLE TWIN"

ROTO-TARGETS!

Another Sensational  
Profit Maker!



## GOTTLIEB'S LIBERTY BELLE

New "Double Twin" Roto-Targets—four targets in scoring position at all times

Top right and left rollovers spin corresponding side targets—score 50 points when lit

Two bumpers spin all targets

One target always lit for 10 times value

Three pop bumpers—one always lit for high score

Hitting center target scores 5 to 50 points—bulls-eye lights all pop bumpers for high score

Four flippers—two for "booster action" at mid-playfield

Sparkling cabinet design • Match feature



New "Hard-Cote" Finish Extends  
Playboard Life to an All-Time High!

SEE YOUR DISTRIBUTOR FOR A DEMONSTRATION TODAY!

**D.Gottlieb & Co.**

1140-50 N. Kostner Avenue • Chicago 51, Illinois

It's Always Profitable to Operate Gottlieb Games!



## Ever have the feeling someone's looking over your shoulder?

### **Artist of the Week Album Packages**

*Week of February 12—*

And Now About Mr. Avalon  
**FRANKIE AVALON**

(ABC Paramount)

Continental Twist  
**SAM BUTERA AND THE WITNESSES**

(Capitol)

*Week of February 19—*

Linger Awhile With  
**VIC DAMONE**

(Capitol)

Let's Make Memories Tonight  
**EDDY ARNOLD**

(RCA Victor)

The Seeburg Sales Corporation, Chicago 22

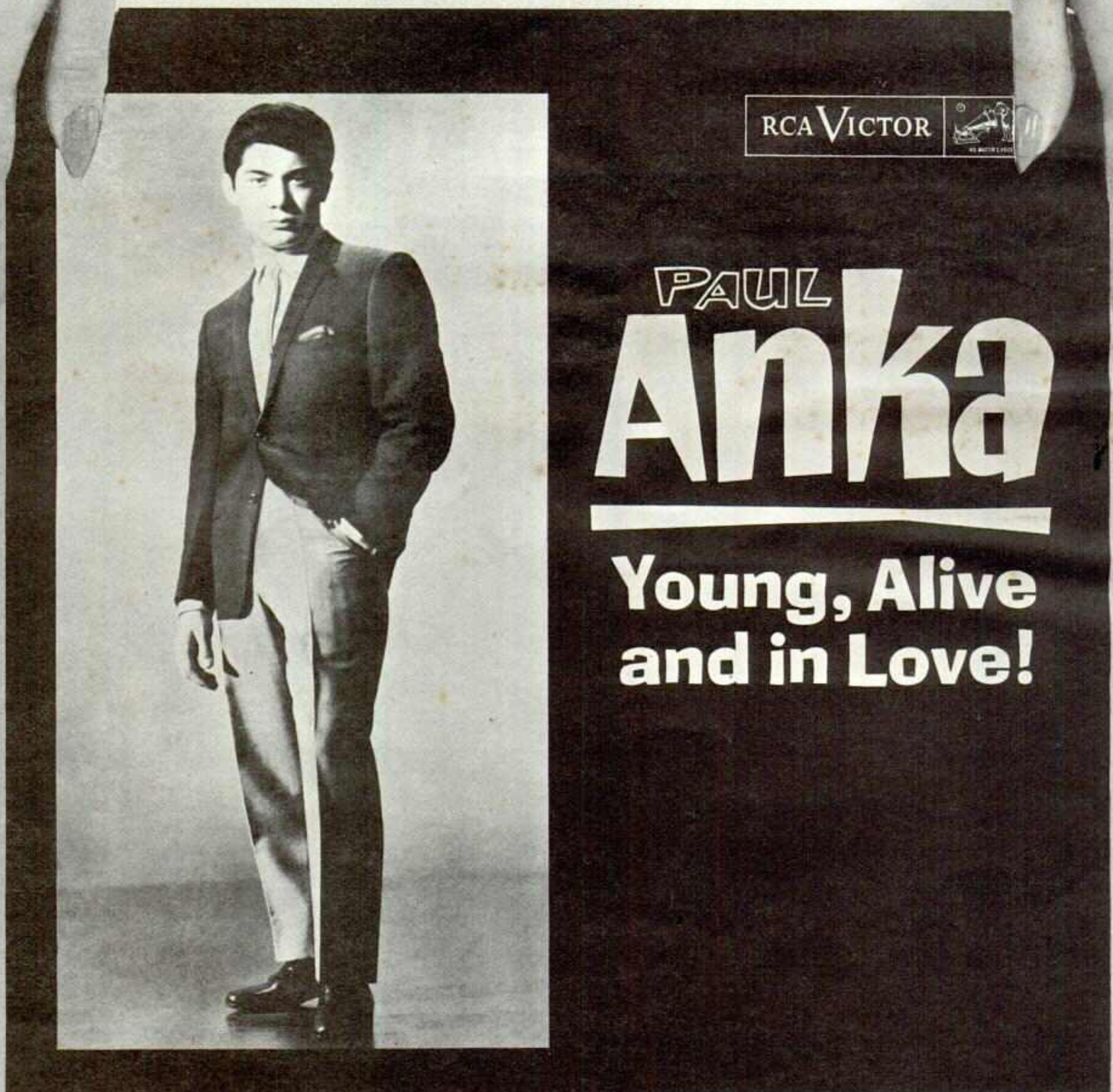
We get it every once in a while—every time a Seeburg innovation is imitated by someone else. For instance, look what happened after Seeburg introduced the built-in automatic intermix so operators could capitalize on the growing popularity of the 33 1/3 record. Take the case of "Artist of the Week," devised by Seeburg to put modern merchandising into the music business. Or consider that popular Seeburg invention, the phonograph personalized for every location. So what's new for 1962? SEEBURG DIRECTIONAL STEREO. No one else has that one this year!

# SEEBURG

**Directional stereo in 33 1/3 right at the phonograph**

# ANKA'S NEW ALBUM

LPM/LSP 2502...ORDER BIG!



PAUL ANKA NOW EXCLUSIVELY ON RCA VICTOR

