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BILLBOARD MUSIC WEEK

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

PAGE ONE RECORDS



★ NATIONAL BREAKOUTS

- MONO LP's: LINGER AWHILE WITH VIC DAMONE, Capitol T 1646
- STEREO LP's: COMBO!, HENRY MANCINI, RCA Victor LSP 2258
- SINGLES: SLOW TWIST, Chubby Checker, Parkway 835

★ NEW ACTION LP's

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

MONOPHONIC

- EVERLY BROTHERS INSTANT PARTY, Warner Bros. 1430
- STANDING ROOM ONLY, Highwaymen, United Artists UAL 6168
- MARIA, Roger Williams, Kapp KL 1266
- CAMPUS ENCORE, Four Preps, Capitol T 1647
- UP A LAZY RIVER, Si Zentner, Liberty LRP 7216
- TWO ON THE AISLE, Steve Lawrence and Eydie Gorme, United Artists WWR 8518
- COLLEGE CONCERT, Kingston Trio, Capitol T 1658
- AND NOW ABOUT MR. AVALON, Frankie Avalon, Chancellor CHL 5022
- LESLIE UGGANS ON TV, Columbia CL 1706
- SINATRA AND STRINGS, Frank Sinatra, Reprise R 1004

- DICK GREGORY EAST AND WEST, Colpix CP 420
- PATSY CLINE SHOWCASE, Decca DL 4202
- BOUQUET OF LOVE, Percy Faith, Columbia CL 1681
- PLEASE MR. POSTMAN, Marvelettes, Tamla TM 228
- MIGHTY DAY ON CAMPUS, Chad Mitchell Trio, Kapp KL 1262

STEREOPHONIC

- MARIA, Roger Williams, Kapp KS 3266
- ROMAN GUITAR, Tony Mottola, Command RS 816 SD
- RHYTHM SING ALONG WITH MITCH, Mitch Miller, Columbia CS 8527
- BRAHMS CONCERTO NO. 2, RCA Victor LSC 2581
- TWIST WITH THE VENTURES, Dolton BST 8010

★ 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.

- IT WASN'T GOD WHO MADE HONKY TONK ANGELS... Kitty Kallen, Columbia 42247 (Peer Int'l, BMI) (Boston, Minneapolis-St. Paul, Chicago)
- BOOGIE TWIST... Paul Gallis, Heartbeat 5 (Keith, ASCAP) (St. Louis, Chicago)
- LOVE THEME FROM EL CID... Billy Storm, Infinity 013 (Robbins, ASCAP) (San Francisco, Pittsburgh)
- ANNIE GET YOUR YO-YO... Little Junior Parker, Duke 345 (Don, BMI) (Boston, Milwaukee)
- MEXICAN DIVORCE... Drifters, Atlantic 2134 (Plan Two-Walden-Quartet, ASCAP) (San Francisco, Washington)
- SHOULD I REMEMBER... Doris Day, Columbia 42260 (Daywin, BMI) (Boston)
- CHECK MR. POP-EYE... Eddie Bo, Ric 987 (Ron, BMI) (Memphis-Nashville)
- SHE CRIED... Jay and the Americans, United Artists 415 (Trio, BMI) (Los Angeles)
- RUN BOY, RUN BOY... Jack Cook, Ramco 1739 (Renda, BMI) (Minneapolis-St. Paul)
- TELL ME... Dick and Deedee, Liberty 55412 (Odin, ASCAP) (San Francisco)
- OH! CINDY... Vibrations, Checker 1002 (Playmate, BMI) (Washington)
- ROLY POLY... Joey Dee and the Starlites, Roulette 4408 (Ware-Frost, BMI) (New Orleans)
- ZOOM, ZOOM, ZOOM... Dreamlovers, Heritage 107 (Ethel Byrd-Ninny, BMI) (Philadelphia)
- ONE LOVE, ONE HEARTACHE... Billy Vaughan, Dot 16329 (Talisman, BMI) (Boston)
- IF A WOMAN ANSWERS... Leroy Van Dyke, Mercury 71926 (Aldon, BMI) (Chicago)
- SUMMERTIME... Rick Nelson, Imperial 5805 (Gershwin, ASCAP) (Minneapolis - St. Paul)
- CONCERTO FOR THE X-15... Elliot Evans, Reprise 20039 (Ding-Dong, BMI) (Chicago)
- YELLOW JACKET... Ventures, Dolton 50 (Electron, BMI) (Minneapolis-St. Paul)
- LA PALOMA TWIST... Chubby Checker, Parkway 835 (Kalmann, ASCAP) (Milwaukee)
- I FOUND A LOVE... Falcons, LuPine 1003 (LuPine-Progressive-Alibri, BMI) (Washington)
- CLOWN SHOES... Johnny Burnette, Liberty 55416 (Metric, BMI) (Milwaukee)
- SHOUT! SHOUT!... Ernie Maresca, Seville 117 (Broadway, ASCAP) (Milwaukee)

D. C. Grabs 'FIND HER KEYS' TURNS MILW'KEE DISK LOCK

WASHINGTON—Breakouts in the capital last week were "I Found a Love," by the Falcons on Lupino; "Oh, Cindy," by the Vibrations on Checker, and "Mexican Divorce," flip side of the Drifters' "When My Little Girl is Smiling," on Atlantic.

Big sales were reported on recent area breakouts, "Something's Got a Hold On Me," by Etta James on Argo, and "You Better Move On," by Arthur Alexander on Dot, which hit the chart this week. Bubbling-Under tunes getting strong sales here last week were "Midnight Special," by Jimmy Smith on Blue Note; "Lover, Please," by Clyde McPhatter on Mercury (another chart disk); "You Don't Miss Your Water," by William Bell on Stax, also a recent Washington breakout; "Soul Twist," by

(Continued on page 6)

MILWAUKEE—Maybe "She Can't Find Her Keys" as Paul Peterson says on Colpix—but kids here are having no trouble finding Paul Peterson and his new single, "She Can't Find Her Keys," which has emerged as the hottest side here in a long time. It hit the national charts this week as well.

WOKY's Jim Stagg termed the disk a "real smash-selling tune—very big here." Dealers reported it selling strongly. Minneapolis dealers also noted good action, as did Don Rose at WEBC in Duluth, Minn.

Breakouts here totaled four this week. They were: "Annie Get Your Yo-Yo," by Little Junior Parker on Duke; "Clown Shoes," Johnny Burnette on Liberty; "Shout Shout," Ernie Maresca on Seville (still not getting air play locally but termed a "good sounding tune" by WOKY's

Stagg), and last but not least, "La Paloma Twist" by Chubby Checker on Parkway. Flip, "Slow Twistin'," also selling here, made the national chart this week.

WOKY is going with the "Slow Twistin'" side since it was listed as a "pick of the week" by the station. Both sides, however, showed up in local store sales.

A side getting a lot of attention is "Gunga Didn't" by Lord Didd on Mr. Peacock—getting a lot of requests for air play and play at hops.

Also liked by Stagg: "Duchess of Earl," Paulettes on Vee Jay and "Ginny Come Lately," Brian Hyland on ABC-Paramount.

Good Business

Business continued very strong up here in Milwaukee where a combination of cold weather and strong interest in new singles material have combined to give the record business a strong stimulus. The breakout pace slowed last week (BMW, February 24) but in-

(Continued on page 6)

Even Twin Cities Business Puts More Disks in Orbit

MINNEAPOLIS—The record business steadied here last week—possibly even picked up from the week before. Sales were about even but the number of new

breakouts was up, with several of the Twin Cities "breakers" also taking off in Chicago and Milwaukee.

Strongest of the new sides was "She Can't Find Her Keys" Paul Peterson on Colpix which broke simultaneously here, in Milwaukee and up in Duluth, Minn., where it was mentioned by Don Rose of hit-conscious WEBC. It also hit the national chart this week.

"Mashed Potato Time" Dee Dee Sharp on Cameo and "Slow Twistin'" Chubby Checker on Parkway also got good action in both Milwaukee and Minneapolis. The Checker tune was another mentioned by Duluth's WEBC as a local breaker. The Checker disk was also a national breakout this week.

"It Wasn't God Who Made Honky Tonk Angels" a somewhat un-pious sounding tune by Kitty Kallen on Columbia was a solid

Sales Reflect Change in Air?

NEW YORK—Business was good in New York retail shops last week, although there were no new record breakouts in the city. Many dealers were talking about the swing to "good music" programming on the part of former rock and roll stations such as WMGM, and WINS. Dealers wondered what effect these changes would have on record sales.

One dealer felt that the changes in radio programming in

(Continued on page 6)

Folksy Pop Groups Hot

NEW YORK—Vocal groups—particularly those in the folksy collegiate category—are registering strong sales appeal this month, both on albums and singles.

Five vocal groups have packages listed as monaural "New Action LP's" this week, and 15 albums on BMW's best selling monaural chart are by vocal groups, plus, of course, a flock of Mitch Miller LP's, which feature chorus-group vocals.

Showing up as "New Action" LP's this week are "Standing Room Only" by the Highwaymen, "Campus Encore" by the Four Preps, the Kingston Trio's "College Concert," the Marvelettes' "Please Mr. Postman," and "Mighty Day on Campus" by the Chad Mitchell Trio. Also garner-

(Continued on page 6)

NEW ON THE MONO LP CHART THIS WEEK

- | | |
|---|--|
| Pos. 107. LINGER AWHILE WITH VIC DAMONE, Capitol T 1646 | Pos. 141. TENNESSEE ERNIE FORD—SPIRITUALS, Capitol T 818 |
| 128. JOAN BAEZ, VOL. I, Vanguard VRS 9078 | 144. DANNY BOY AND OTHER SONGS I LOVE TO SING, Andy Williams, Columbia CL 1751 |

NEW ON THE HOT 100 CHART THIS WEEK

- | | |
|--|--|
| Pos. 60. SLOW TWISTIN', Chubby Checker, Parkway 835 | Pos. 89. LOVER, PLEASE, Clyde McPhatter, Mercury 71941 |
| 76. NUT ROCKER, B. Bumble and the Stingers, Rendezvous 166 | 90. SHE CAN'T FIND HER KEYS, Paul Peterson, Colpix 620 |
| 77. MASHED POTATO TIME, Dee Dee Sharp, Cameo 212 | 93. IDA JANE, Fats Domino, Imperial 5816 |
| 79. ALVIN TWIST, Chipmunks, Liberty 55424 | 94. BABY, IT'S COLD OUTSIDE, Ray Charles and Betty Carter, ABC-Paramount 10298 |
| 81. JOHNNY ANGEL, Shelley Fabares, Colpix 621 | 95. PATTI ANN, Johnny Crawford, Del Fi 4172 |
| 84. YOUNG WORLD, Rick Nelson, Imperial 5805 | 98. MIDNIGHT SPECIAL, Jimmy Smith, Blue Note 1819 |
| 88. DO YOU KNOW HOW TO TWIST, Hank Ballard, King 5593 | 99. LOLLIPOPS AND ROSES, Jack Jones, Kapp 435 |
| | 100. QUARTER TO FOUR STOMP, Stompers, Landa 684 |

150 Best Selling

MONAURAL LP's

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

50 Best Selling

STEREO LP's

Table with columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Lists 150 Monaural LPs.

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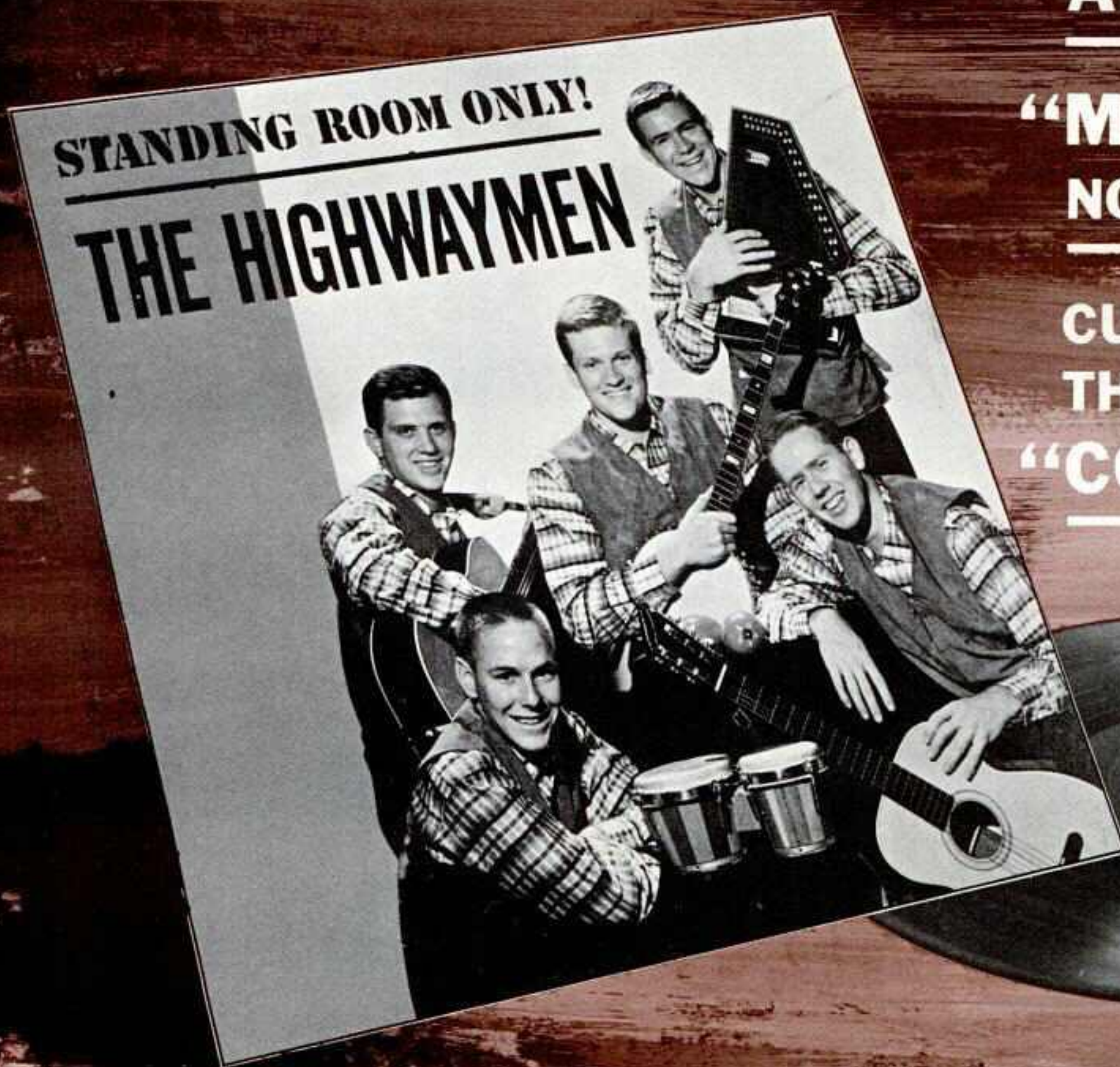
Table with columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Lists 50 Stereo LPs.

THE HIGHWAYMEN

**TOP
SINGING
GROUP
IN
AMERICA**

**“MICHAEL”
NO. 1 RECORD IN 1961**

**CURRENTLY HIGH ON
THE CHARTS WITH
“COTTON FIELDS”**



THEIR HOT SELLING NEW ALBUM

“STANDING ROOM ONLY”

UAL 3168 UAS 6168(STEREO)

**CURRENTLY ON THE ALBUM CHARTS
“THE HIGHWAYMEN”**



**THE PROUDEST NAME
IN ENTERTAINMENT**

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

Table 1: Top 34 of the Hot 100 chart. Columns include 'THIS WEEK' rank, 'Wk. Ago' ranks (1-3 weeks), 'TITLE', 'Artist, Label & Number', and 'Weeks On Chart'. Songs include 'DUKE OF EARL', 'HEY! BABY', 'THE WANDERER', etc.

Table 2: Middle section of the Hot 100 chart (Ranks 35-64). Columns include 'THIS WEEK' rank, 'Wk. Ago' ranks (1-3 weeks), 'TITLE', 'Artist, Label & Number', and 'Weeks On Chart'. Songs include 'DRUMS ARE MY BEAT', 'CHATTANOOGA CHOO CHOO', 'IRRESISTIBLE YOU', etc.

Table 3: Bottom section of the Hot 100 chart (Ranks 65-100). Columns include 'THIS WEEK' rank, 'Wk. Ago' ranks (1-3 weeks), 'TITLE', 'Artist, Label & Number', and 'Weeks On Chart'. Songs include 'BANDIT OF MY DREAMS', 'LET ME CALL YOU SWEETHEART', 'LOVE LETTERS', etc.

HOT 100—A TO Z—(Publisher-Licensee)

Table 4: A-Z index for the Hot 100 chart. Lists song titles and their corresponding chart positions across all three main tables.

BUBBLING UNDER THE HOT 100

Table 5: Bubbling Under the Hot 100 chart. Lists songs that did not reach the top 100 but are trending, including 'IT WASN'T GOD WHO MADE HONKY TONK ANGELS', 'YOU DON'T MISS YOUR WATER', etc.



" THE NATION'S BEST SELLING RECORDS! "

HOT SINGLES

RECORD NO.	TITLE	ARTIST	RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 16309	You Better Move On	ARTHUR ALEXANDER	<input type="checkbox"/> 16326	Oh What A Way To Be Loved/Why You Do Me Wrong	DAYLIGHTERS
<input type="checkbox"/> 16312	I'll See You In My Dreams/Pictures In The Fire	PAT BOONE	<input type="checkbox"/> 16320	Frenchy/Glad Rag Doll	JOHNNY MADDOX
<input type="checkbox"/> 16329	Chapel By The Sea/One Love, One Heartache	BILLY VAUGHN	<input type="checkbox"/> 16302	The Original Happy Jose	JACK ROSS
<input type="checkbox"/> 16330	In A Little Spanish Town/Star Dust	GEORGE CATES	<input type="checkbox"/> 16327	Hello, Mr. Heartbreak/Mud Pies	MARGIE RAYBURN
<input type="checkbox"/> 16319	The Original Nut Rocker	JACK B. NIMBLE	<input type="checkbox"/> 16311	My Whispering Heart/Could It Be	THE EDSLS
<input type="checkbox"/> 16328	Don't Fly Away, Flamingo/Winter Snow	THE FOUR LADS	<input type="checkbox"/> 16315	Dance Her By Me (One More Time)/You're The One	MAG CURTIS

Breaking For A National Hit!
YOU BETTER MOVE ON!
Arthur Alexander #16309

BEST SELLING ALBUMS

MONO	STEREO	ARTIST	MONO	STEREO	ARTIST
<input type="checkbox"/> 3412	<input type="checkbox"/> 25412	MOON RIVER • Lawrence Welk	<input type="checkbox"/> 3086	<input type="checkbox"/> 25086	MUSIC FOR THE GOLDEN HOURS • Billy Vaughn
<input type="checkbox"/> 3409	<input type="checkbox"/> 25409	GREATEST STRING BAND HITS • Billy Vaughn	<input type="checkbox"/> 3098	<input type="checkbox"/>	GALE'S GREAT HITS • Gale Storm
<input type="checkbox"/> 3415	<input type="checkbox"/> 25415	BECAUSE YOU'RE MINE • Keely Smith	<input type="checkbox"/> 3100	<input type="checkbox"/> 25100	SAIL ALONG SILV'RY MOON • Billy Vaughn
<input type="checkbox"/> 3410	<input type="checkbox"/> 25410	DOIN' THE TWIST • Louis Prima	<input type="checkbox"/> 3118	<input type="checkbox"/> 25118	STAR DUST • Pat Boone
<input type="checkbox"/> 3406	<input type="checkbox"/> 25406	THE ANDREWS SISTERS' GREATEST HITS	<input type="checkbox"/> 3119	<input type="checkbox"/> 25119	BILLY VAUGHN PLAYS THE MILLION SELLERS
<input type="checkbox"/> 3389	<input type="checkbox"/> 25389	YELLOW BIRD • Lawrence Welk	<input type="checkbox"/> 3122	<input type="checkbox"/> 25122	JOHNNY MADDOX PLAYS THE MILLION SELLERS
<input type="checkbox"/> 3396	<input type="checkbox"/> 25396	BERLIN MELODY • Billy Vaughn	<input type="checkbox"/> 3140	<input type="checkbox"/> 25140	LA. PALOMA • Billy Vaughn
<input type="checkbox"/> 3398	<input type="checkbox"/> 25398	SAD MOVIES • The Lennon Sisters	<input type="checkbox"/> 3156	<input type="checkbox"/> 25156	BILLY VAUGHN PLAYS
<input type="checkbox"/> 3280	<input type="checkbox"/> 25280	GOLDEN WALTZES • Billy Vaughn	<input type="checkbox"/> 3157	<input type="checkbox"/> 25157	THE MILLS BROTHERS GREAT HITS
<input type="checkbox"/> 3384	<input type="checkbox"/> 25384	MOODY RIVER • Pat Boone	<input type="checkbox"/> 3164	<input type="checkbox"/> 25164	MR. MUSIC MAKER • Lawrence Welk
<input type="checkbox"/> 3366	<input type="checkbox"/> 25366	WHEELS & ORANGE BLOSSOM SPECIAL • Billy Vaughn	<input type="checkbox"/> 3165	<input type="checkbox"/> 25165	BLUE HAWAII • Billy Vaughn
<input type="checkbox"/> 3359	<input type="checkbox"/> 25359	CALCUTTA • Lawrence Welk	<input type="checkbox"/> 3170	<input type="checkbox"/> 25170	PETITE FLEUR • Bob Crosby
<input type="checkbox"/> 3250	<input type="checkbox"/>	BEST-LOVED CATHOLIC HYMNS • The Lennon Sisters	<input type="checkbox"/> 9500	<input type="checkbox"/> 29500	THE FIVE PENNIES • Sound Track
<input type="checkbox"/> 3352	<input type="checkbox"/> 25352	WONDERLAND BY NIGHT • Louis Prima	<input type="checkbox"/> 3208	<input type="checkbox"/> 25208	LET ME CALL YOU SWEETHEART • The Mills Brothers
<input type="checkbox"/> 3276	<input type="checkbox"/> 25276	THEME FROM A SUMMER PLACE • Billy Vaughn	<input type="checkbox"/> 3210	<input type="checkbox"/> 25210	LOUIS AND KEELY! • Louis Prima, Keely Smith
<input type="checkbox"/> 3350	<input type="checkbox"/> 25350	LAST DATE • Lawrence Welk	<input type="checkbox"/> 3241	<input type="checkbox"/> 25241	BE MY LOVE • Keely Smith
<input type="checkbox"/> 3292	<input type="checkbox"/> 25292	THE LENNON SISTERS SING 12 GREAT HITS	<input type="checkbox"/> 3249	<input type="checkbox"/> 25249	RAGTIME PIANO GAL • Jo Ann Castle
<input type="checkbox"/> 3322	<input type="checkbox"/> 25322	LOOK FOR A STAR • Billy Vaughn	<input type="checkbox"/> 3251	<input type="checkbox"/> 25251	SONG OF THE ISLANDS • Lawrence Welk
<input type="checkbox"/> 110	<input type="checkbox"/>	THE MAN WITH THE BANJO • Eddie Peabody	<input type="checkbox"/> 3302	<input type="checkbox"/> 25302	POLKAS • Lawrence Welk
<input type="checkbox"/> 3001	<input type="checkbox"/>	SWEET MUSIC AND MEMORIES • Billy Vaughn	<input type="checkbox"/> 3360	<input type="checkbox"/> 25360	TONY MARTIN—HIS GREATEST HITS
<input type="checkbox"/> 3016	<input type="checkbox"/> 25016	THE GOLDEN INSTRUMENTALS • Billy Vaughn	<input type="checkbox"/> 3338	<input type="checkbox"/> 25338	YELLOW BIRD • THE Mills Brothers
<input type="checkbox"/> 3054D	<input type="checkbox"/> 25054D	THE TEN COMMANDMENTS • Sound Track	<input type="checkbox"/> 3368	<input type="checkbox"/> 25368	GREAT HAWAIIAN HITS • The Mills Brothers
<input type="checkbox"/> 3064	<input type="checkbox"/> 25064	MELODIES IN GOLD • Billy Vaughn	<input type="checkbox"/> 3400	<input type="checkbox"/> 25400	TAKE FIVE • George Cates
<input type="checkbox"/> 3068	<input type="checkbox"/> 25068	HYMNS WE LOVE • Pat Boone	<input type="checkbox"/> 3403	<input type="checkbox"/> 25403	BIG BAD JOHN • Wink Martindale
<input type="checkbox"/> 3071	<input type="checkbox"/> 25071	PAT'S GREAT HITS • Pat Boone			

NEW RELEASES

<input type="checkbox"/> 16333	Cinderella/Margarita	JACK ROSS
<input type="checkbox"/> 16334	The Madrigal/How Soon	VAUGHN MONROE

ALL TIME HIT SINGLES

RECORD NO.	TITLE	ARTIST	RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 16022	Trying/P.S. I Love You	THE HILLTOPPERS	<input type="checkbox"/> 16038	Near You/Beg Your Pardon	FRANCIS CRAIG
<input type="checkbox"/> 16023	Cocoanut Grove/In The Mood	JOHNNY MADDOX	<input type="checkbox"/> 16039	To Be Alone/Marianne	THE HILLTOPPERS
<input type="checkbox"/> 16024	Love Walked In	THE HILLTOPPERS	<input type="checkbox"/> 15486	The Green Door	JIM LOWE
<input type="checkbox"/> 16025	From The Vine Came The Grape	THE HILLTOPPERS	<input type="checkbox"/> 15538	Come Go With Me	THE DELL-VIKINGS
<input type="checkbox"/> 16026	Till Then/Only You (And You Alone)	THE HILLTOPPERS	<input type="checkbox"/> 15550	Dark Moon	BONNIE GUITAR
<input type="checkbox"/> 16028	Melody of Love	BILLY VAUGHN	<input type="checkbox"/> 15841	San Antonio Rose	JOHNNY MADDOX
<input type="checkbox"/> 16028	Sail Along Silv'ry Moon	PAT BOONE	<input type="checkbox"/> 15858	Yellow Bird	THE MILLS BROTHERS
<input type="checkbox"/> 16028	Ain't That A Shame/I'll Be Home	JOHNNY MADDOX	<input type="checkbox"/> 15879	Blue Hawaii	BILLY VAUGHN
<input type="checkbox"/> 16029	The Crazy Otto/Eight Beat Boogie	JOHNNY MADDOX	<input type="checkbox"/> 15911	Does Your Chewing Gum Lose Its Flavor	LONNIE DONEGAN
<input type="checkbox"/> 16030	The Shifting Whispering Sands	BILLY VAUGHN	<input type="checkbox"/> 15956	Bei Mir Bist Du Schon	LOUIS PRIMA, KEELY SMITH
<input type="checkbox"/> 16030	Part 1 and 2	BILLY VAUGHN	<input type="checkbox"/> 15968	Deck Of Cards	WINK MARTINDALE
<input type="checkbox"/> 16031	I Hear You Knocking/Ivory Tower	GALE STORM	<input type="checkbox"/> 15985	Am I That Easy To Forget	DEBBIE REYNOLDS
<input type="checkbox"/> 16032	Dark Moon/Memories Are Made Of This	GALE STORM	<input type="checkbox"/> 16066	Dutchman's Gold	WALTER BRENNAN
<input type="checkbox"/> 16033	I Almost Lost My Mind	PAT BOONE	<input type="checkbox"/> 16106	Look For A Star	BILLY VAUGHN
<input type="checkbox"/> 16033	Friendly Persuasion (Thee I Love)	PAT BOONE	<input type="checkbox"/> 16144	Chills And Fever	RONNIE LOVE
<input type="checkbox"/> 16034	Don't Forbid Me/April Love	PAT BOONE	<input type="checkbox"/> 16145	Last Date	LAWRENCE WELK
<input type="checkbox"/> 16035	Love Letters In The Sand	PAT BOONE	<input type="checkbox"/> 16151	Wonderland By Night	LOUIS PRIMA
<input type="checkbox"/> 16035	A Wonderful Time Up There	PAT BOONE	<input type="checkbox"/> 16161	Calcutta	LAWRENCE WELK
<input type="checkbox"/> 16036	Young Love/Ninety-Nine Ways	TAB HUNTER	<input type="checkbox"/> 16209	Moody River	PAT BOONE
<input type="checkbox"/> 16037	Paper Doll/Glow Worm	THE MILLS BROTHERS			

BEST SELLING EP'S

RECORD NO.	TITLE	ARTIST	RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 1021	Melodies Of Love Vol. 1	BILLY VAUGHN	<input type="checkbox"/> 1071	Billy Vaughn Plays The Million Sellers	BILLY VAUGHN
<input type="checkbox"/> 1022	Melodies Of Love Vol. 2	BILLY VAUGHN	<input type="checkbox"/> 1072	Sail Along Silv'ry Moon	BILLY VAUGHN
<input type="checkbox"/> 1023	All Night Long	RUSTY BRYANT	<input type="checkbox"/> 1074	Gale's Great Hits	GALE STORM
<input type="checkbox"/> 1026	Johnny Maddox Plays Crazy Otto	JOHNNY MADDOX	<input type="checkbox"/> 1076	Side By Side	PAT AND SHIRLEY BOONE
<input type="checkbox"/> 1056	A Closer Walk With Thee	PAT BOONE	<input type="checkbox"/> 1078	Blue Hawaii	BILLY VAUGHN
<input type="checkbox"/> 1058	Come Go With Us	THE DELL-VIKINGS	<input type="checkbox"/> 1083	Pat's Great Hits	PAT BOONE
<input type="checkbox"/> 1066	Four By Billy Vaughn	BILLY VAUGHN	<input type="checkbox"/> 1087	The Mills Bros. Great Hits	THE MILLS BROTHERS
<input type="checkbox"/> 1068	The Lord's Prayer	PAT BOONE	<input type="checkbox"/> 1095	Theme From A Summer Place	BILLY VAUGHN
<input type="checkbox"/> 1069	Star Dust	PAT BOONE			

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

STEREO SHORTAGE PLAGUES OPS

2 Juke Box Mfrs. Provide 33 Singles

By AARON STERNFIELD

NEW YORK—Take any juke box currently produced by any of the four leading manufacturers and you have an instrument capable of playing high-fidelity music—monaural or stereophonic—and at either 45 r.p.m. or 33 r.p.m. speeds. Installed properly, and in a suitable location, this instrument is capable of delivery a sound that will satisfy all but the most finicky of audiophiles.

By its very nature, the juke box operating business is based on selectivity, delivering to the patron the music he wants to hear when he wants to hear it.

For all practical purposes, this means that the juke box business is a singles business, and the product delivered by juke boxes is limited to what the record companies are willing to produce in either 45 or 33 r.p.m. singles.

Since the advent of stereophonic juke boxes about five years ago, and since the introduction of dual-speed units a couple of years back, the operator has been placed in the peculiar position of having phonographs capable of playing stereo records at either of the two speeds, but, for the most part, having records available only in 45 r.p.m. monaural.

Attempting to break this impasse is Seeburg, which has launched an aggressive program to make 33 stereo disks, programmed for adult tastes, available through its distributor network.

The juke box manufacturer, working with Columbia as well as with several independent labels, is releasing Artist of the Week pack-
(Continued on page 38)

British Dealers Hold Two-Day Meeting

By DON WEDGE

LONDON — The three-year-old Gramophone Record Retailers Association held an ambitious conference and convention here during the weekend. Highlights were an outstanding list of speakers drawn from all branches of the British industry and the National Records Awards, the first in Britain based on a poll of dealers. Also for the first time, BMW was represented with a stand with European director Art Rosett in charge.

Meeting under the chairmanship of GRRRA President W. S. Woyda, members assembled at the St. Ermins Hotel Sunday (25) for a series of addresses by industry leaders. "New Trends in Marketing" was the subject chosen by T. R. B. Threlfall, director and joint general manager of Pye Records. EMI's economic advisor Frank Friday was scheduled to speak on "The Case for Price Maintenance," with Norman Lonsdale, managing director of World Record Club, closing the day with an address on "The Record Club and the Record Dealer."

For the first time, the GRRRA spread its annual meeting over two days. Scheduled to speak on Monday (26) were Jeff Kruger, Ember's managing director, on a "New Approach to the Pop Market"; British Decca's classical promotion manager, J. A. Boyce, on "A New Approach to the Classical Market," with Anthony Pollard, editor of The Gramophone slated to talk on the press and its function in aiding sales increases.

The association's annual general meeting was also scheduled for the two-day convention and it was

closing with a formal dinner and presentation of awards. These included: Best Pop Song, Danny Williams' "Moon River" (HMV); Best Light Orchestral Disk, Ferrante and Teicher's "Exodus" (London and HMV); Best Spoken Word, "St. John" (New English Bible version on Leomark); Best Operatic, "Tristan and Isolde" (Decca); Best Humor, Bob Newhart's "The Driving Instructor" EP (Warner).

There were also two special awards. One presented by Record
(Continued on page 36)

O'Seas Plan Flies Now for Play Now

By OMER ANDERSON

NUREMBERG, W. Germany—Continental juke box distributors and operators are experimenting with the airlifting of new American record releases.

One of the Continent's tightest-kept secrets, the pop lift places the hottest U. S. releases onto juke boxes almost simultaneously with their release in America.

The airlifting of pop platters was pioneered by the U. S. Army's European Exchange System, with headquarters at Nuremberg. EES disk buyers found that airlifted disk deliveries were imperative.

EES officials have been plied with questions by European record shops and phonograph distributors, all aware of the tremendous impact of U. S. pop disks in the European market.

The "instant delivery" airlift is the outgrowth of EES' pioneer pop lift.

24-Hour Service

KLM, which flies the EES pop lift, is building a flourishing business airlifting new American releases. Some Continental distributors make a fetish of supplying the hottest U. S. releases within 24 hours after they leave the State-side pressing plants.

These disks are then rushed to juke box locations, enabling the distributor and operator to splash lavish promotion to the effect that "you are listening to U. S. pop music that most Americans haven't heard yet."

The promotional impact is terrific. And so are the competitive headaches it is inducing.

An EES music expert explained,

"The possibilities of this instant airlift are staggering. It's a tremendous phonograph listening lure. Here is music which you literally can't hear anywhere else."

"The record shops won't have it for three or four weeks, if then. Nor will the radio stations—until they organize countermeasures. And the juke box distributor's sleepy competition is left too far behind to recover."

(Continued on page 43)

Dyna Liberty's Philippine Distrib

HOLLYWOOD — Liberty Records has concluded a licensing agreement with Manila's Dyna Products, Inc., to distribute the Liberty and Dolton lines in the Philippine Islands. Dyna president, Albert Tan, signed for the Philippine firm, with the deal going into effect immediately.

Product will appear under the original Liberty and Dolton trademarks, thereby retaining label identity for the firms in the foreign market. Initial release will consist of a dozen packages featuring LP's by Johnny Burnette, the Ventures, Johnnie Ray, Timi Yuro, Johnny Mann, among others.

NARM SETS 2 TOP DISK EXEC TALKS

NEW YORK—National Association of Record Merchandisers (NARM) is rapidly completing its schedules of key industry executives who will participate in the NARM Convention April 8-12 at the Eden Roc Hotel, Miami Beach, Fla.

Last week NARM announced that Capitol Records President Glenn E. Wallichs would deliver the keynote address at the convention's first business session on Monday, April 9.

This week, it was announced that RCA Victor Record Division Vice-President and General Manager George R. Marek would address the convention during the morning of the business session on Wednesday, April 11.

Gals Take a Beating in Album Sales But Hold Their Own in Singles Mkt.

By JUNE BUNDY

NEW YORK — An interesting development is taking place in the battle among sexes for space on BMW's "Hot 100" and best selling album charts.

Although the fems are stronger than ever in the singles market—holding down 22 slots on the "Hot 100" and five on "Bubbling" this week—they are losing ground at a rapid rate in the album field.

Lass Miserables

There are only 11 female artists on the monaural best selling 150 album chart this week, and of those 11, four are comedienne (Rusty Warren, Moms Mabley, Dorothy Provine, Elaine May), one is a folk singer (Joan Baez), and three are jazz-oriented (Dinah Washington, Ella Fitzgerald and Floria Lynn). Only Connie Francis, Judy Garland and Brenda Lee can really be classified as pop singers.

Specialization in Femininity

Some tradesters interpret this as an indication that gal singers must be specialized performers to click in the album market today. In line with this, they point out that Rusty Warren, a nitery comedienne, has four albums on the monaural chart

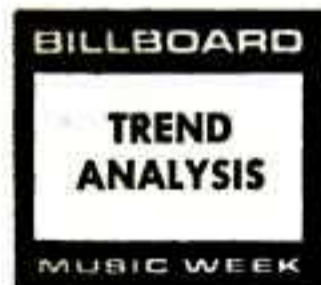
this week—and more than any other fem artist; while veteran r.&b.-oriented comedienne Moms Mabley and folk thrush Joan Baez each have two LP's on the same chart.

On the other hand, fem singers hold down 27 slots on BMW's "Hot 100" and "Bubbling" charts this week, with only one artist (Linda Scott) represented by more than one disk. She accomplished this by having simultaneous releases out on two different labels.

Five gal groups are included in the above—the Shirelles, Ikettes, Marvelettes, Paris Sisters and Angels on the "Hot 100," and the G Clefs on "Bubbling." Also on the "Hot 100" are Brenda Lee, Sue Thompson, Connie Francis, Barbara George, Patsy Cline, Gladys Knight, Timi Yuro, Ketty Lester, Dinah Washington, Etta James, Dee Dee Sharp, Shelley Fabares, Aretha Franklin, Anita (and the So and So's), Betty Carter (with Ray Charles).

Up & Coming Chicks

Coming up on "Bubbling" are Kitty Kallen, Dee Dee (with Dick), Ann-Margret and Anita Bryant. Although it hasn't moved into "Bubbling" yet, Doris Day's "Should I Surrender," which is featured in her new box-office smash movie "Lower Come Back," is listed as a "Local Singles Breakout" this week.



Japan Victor & Cosdel Ink Merger Pact

HOLLYWOOD—Victor of Japan and the Tokyo-based Cosdel "world group" of labels together have formed a new firm to be known as Victor-Cosdel for the purpose of manufacturing and distributing various labels in the Japanese and Far Eastern markets. Cosdel president, Ken Cole, told BMW that the deal has been concluded whereby the two firms will pool forces in pressing and selling
(Continued on page 36)

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Solomon Plans Shot In Arm for Everest

HOLLYWOOD—Bernard Solomon, the West Coast music industry figure who last week purchased Everest Records, will move the label's headquarters to Hollywood, where he will personally supervise its "expanded" operations. Solomon told BMW he has numerous plans already under way aimed at "speeding the growth of Everest into becoming an ever stronger factor in the record business."

"Releases under the new ownership will start in 30 to 45 days, including four to six new albums, plus new singles product," Solomon said. He plans to introduce new artists while throwing "revitalized sales support behind existing strong sellers. Although Solomon's acquisition is but a few days old (purchase was concluded Tuesday (20), Solomon confirmed he has started overtures to lure several strong selling name artist to the Everest roster.

Solomon also said plans are under way to revive the Everest tape line. Everest had been among the first labels to enter the stereophonic tape field, first in two-track and later in four-track tapes.

Solomon intends to work in close conjunction with Gloria Lynne, the label's top selling artist, in helping to map her future releases. Through his close association with the Gene Autry Music Publishing firms (among other interests, Solomon is secretary-treasurer of the Autry music companies), the catalogs which had provided recent hits for Rick Nelson, Brenda Lee, Solomon Burke, among others, are being culled for Miss Lynne's consideration."

Solomon Owns 75%

To acquire Everest, Solomon purchased 75 per cent interest in the firm, with Belock Instrument Corporation retaining the remaining 25 per cent. A new corporation

was formed, Everest Enterprises, Inc., which now owns the label and in which Solomon and the Belock firm hold their respective shares of the stock.

Solomon told BMW Everest was purchased for a price "in excess of \$500,000," to be paid by 1970. Solomon outbid Jesse Selter, head of National Mercantile Corporation, and Al Massler, of New Jersey's Bestway pressing plant, to get Everest. Purchase negotiations were handled through the Wall Street brokerage firm of Carl M. Loeb Rhoades & Company (See BMW, February 24).

Solomon will helm Everests' operations from his Melrose Avenue headquarters in Hollywood. In addition to serving as secretary-treasurer of the numerous Gene Autry music publishing corporations, he also heads the Diners' Record Club. Last year, Belock Instrument Corporation agreed to purchase the record club from Solomon, thereby bringing both principals into a close business relationship which culminated last week in Solomon's acquisition of Everest.

Air Time Prime Sound Fair Topic

NEW YORK—The forthcoming International Sound Fair at Cobo Hall in Detroit (July 25-29) will be spotlighted by a three-day business congress for radio program directors.

A special advisory committee representing the broadcasting industry will help plan the congress, which will feature a series of seminars and workshops. Among the topics to be covered by speakers will be new program ideas, community service, programming for profit, audience measurement, building a "Sound Image," and the "Pleasant Sell technique."

G. MAREK VISIT KEYED TO NEW ROME STUDIO

NEW YORK — George Marek, vice-president and general manager of RCA Victor Records, left for Rome last week to deliver the keynote address at the opening of RCA Italiana's new studios. The new facilities will be one of the largest and most modern recording studios in the world.

Attending the opening with Marek will be Dario Soria, division vice-president of RCA Victor's international liaison department; Bob Yorke, division vice-president of the commercial records creations department, and Dick Broderick, administrator of special products. Paul Ackerman, music editor of Billboard Music Week, will also attend. Giuseppe Ornato, manager of RCA Italiano, will host the opening ceremonies.

EDITORIAL

Plan to Participate

The upcoming International Sound Fair, scheduled to be held July 25-29 in Cobo Hall, Detroit, shapes up as the most carefully planned industry convention to date.

To all segments of the trade—manufacturers, dealers, distributors, broadcasters, rack jobbers, etc., we have one bit of advice: Plan to participate.

Heretofore, our record and music conventions, while serving a purpose, have never realized their full potential, particularly with regard to trade and public relations. The event at Cobo Hall will very likely achieve these aims and will have the additional plus of providing an all-industry unifying force.

In view of the expansion of the record and music industry, its complex involvement with broadcasting and its continuing growth as a cultural medium, such an all-encompassing convention as that planned for Cobo Hall is not only desirable, it is a necessity.

It should be the first of a series of annual showcases mirroring industry progress; with seminars and business sessions tackling industry problems and formulating guideposts for future expansion and growth.

In brief, this is a "first" of magnitude. Reasons of industry prestige and development dictate that all of us who are seriously involved in one or another of the industry's facets, plan accordingly.

Do not miss this "first."

EXIT A WINNER

'My Fair Lady' Leaves Mark On Disk Mkt. as Well as the Theater

By BOB ROLONTZ

NEW YORK—An era closed on Broadway last week when "My Fair Lady" vacated the Mark Hellinger Theater after a run of almost six years. The all-time long-running musical in Broadway history, vacated the Hellinger after 2,470 performances, for a short stand at the Broadhurst Theater in New York. "Lady" can stay at its new location for 12 weeks, which ensures that the show will have a run of at least six years, a mark that will be established on March 15, 1962.

LP Mark

The fact that there may not be a performance of "Lady" in New

York comes next June is significant not only to the musical theater, but also to the record world. "Lady" has not only set records in the theater but also for LP's. The sale of "My Fair Lady" albums is still so fantastic that it could stand as an all-time record for original cast albums. The figure being bruited around for "My Fair Lady" album sales on Columbia is well over 3,500,000, including domestic and foreign sales as well as club sales. Over the last few years, there have been a dozen or so albums that have crossed the million mark, but none of these yet aspire to the show's disk mark. "Lady" was one of the first albums to hit the million figure and the first to pass two million, and the first to pass three.

Fringe Benefits

These sales do not encompass all the other records with music from or songs from "My Fair Lady" that also became best sellers. The jazz

version of "Lady" with Shelley Manne and his Friends on Contemporary, reportedly sold close to 500,000. And there were innumerable records, with orchestras, bands, singers, etc. There have also been foreign language versions of "My Fair Lady" that have sold well, including original cast albums of the Spanish version—recorded in Mexico—and some of the European versions.

"My Fair Lady" also holds an LP record as the first album to have its original cast monaural version cut in the U. S., and its original cast stereo version cut in London. Since Rex Harrison and Julie Andrews played the leads in both versions both original cast sets are similar.

Although the show may not be in New York by summer, there will still be a national company bringing the musical to U. S. cities and towns. (Last week Baltimore, next week Wilmington, Del.). And there are companies now playing the Lerner-Loewe musical in Australia, England and Europe.

Expect Sales to Continue

It can also be expected that the original cast recording of the show will continue to sell even when the show is off the boards in New York City. "Oklahoma" for instance, which opened in New York in the mid-1940's, is still a seller for Decca. Since "My Fair Lady" will be exposed again both on TV and in movies, it can also be predicted that it will turn into a smash seller all over again, just as "West Side Story" and "South Pacific" did when they were brought to the screen.

Gross Ain't Hay

The huge success of "My Fair Lady" as an original cast album has also caused the greatest amount of speculation in Broadway musicals by record companies than any other single event. It is estimated that Columbia has grossed over \$15 million from sales of the "My Fair Lady" albums, on an investment of \$40,000 or thereabouts.

HOLLYWOOD—Warner Bros.' label expanded its talent roster last week, adding Johnny Nash, Cathy Carroll and Cornell Gunter. Last named formerly was a soloist with the Coasters. Nash was last heard under the ABC-Paramount label. The three were signed by WB artist-repertoire Eastern rep, Stan Applebaum.

Jean Geiringer Dies at 62

NEW YORK — Jean Geiringer, vice-president in charge of foreign relations for BMI, Inc., died Tuesday (20) at Mt. Sinai Hospital here after a short illness. Geiringer, an author and composer and an authority on international copyright law, was 62.

Geiringer, born in Vienna, studied music at the Vienna Academy of Music and later studied philosophy at the University of Vienna. He received his "License de Droit International" from the University of Paris in 1925.

In addition to strictly literary work (he wrote short stories for many periodicals), Geiringer wrote both words and music for more than 70 compositions.

After an apprenticeship in music publishing, Geiringer in 1929 became the Paris representative of two large European performing rights societies. He then formed an organization of European performing rights societies, resulting

(Continued on page 36)

Expect Eddy To Join RCA

NEW YORK — Duane Eddy is soon expected to join RCA Victor. The guitarist, who has had a string of hit records and albums extending over the past three years, has been with Harry Finfer's Jamie label since he started. It is understood that he will wax some additional sides for Jamie before he starts his Victor pact, negotiations for which were completed a few days ago.

WHN/WMGM Adopts Exclusive Album Format

NEW YORK—Record manufacturers will lose a potent exposure outlet for singles Wednesday (28) when the new Storer station here, WMGM, changes its call letters to WHN and launches its new format, featuring only pop album selections.

The format, which will be officially announced by Storer execs Monday (26), is tagged "The Sound of Music—Total Information News." It will spotlight lush orks and vocals and is divided into eight different segments, specially programmed to match the mood of each hour.

Although veteran deejay Jerry Marshall and Bob Callan have left the station, the new programming will be handled by present staffers, rather than new spinners. The format and jockey schedule shapes up as follows: "Daybreak," Aimee Gavvin, 4-6 a.m.; "Overture," 6-10 a.m., Ted Brown, featuring bright wake-up music; "Serenade," featuring great love songs, Dean Hunter, 1 a.m.-noon; "Sound Track," Dick Shepard, noon-1 p.m.; "Matinee," Hunter, 1-4 p.m.; "Caravan," Shepard, 4-7 p.m.; "Carnival," Hans Andersen, 7-11 p.m.; "Starlight," Jack Connelly, 11 p.m.-4 a.m.

The new format will be introduced on WHN at 5:30 p.m. with a half-hour capsule review of the new programming. Then, at 6 p.m., the regular show will start. Storer is kicking it off with an extensive advertising and publicity campaign

in local newspapers, billboards, and a series of spots on TV Station WPIX.

In honor of the new format, Storer is holding a reception in the Grand Ballroom of the Waldorf-Astoria Hotel, Wednesday (28), from 5 to 8 p.m. with live entertainment provided by the Hugo Winterhalter ork, the Ray Charles Singers and the Kirby Stone Four. The acts were chosen because their musical style reflects the mood of WHN's new programming.

Lois Van Dyne Will Join Jubilee Artists

NEW YORK—Lois Van Dyne, for three years production director of Seven Arts Productions, has anked the firm to join Gary Kramer, erstwhile Billboard staffer and former Atlantic Records operative, in his newly formed Jubilee Artists Corporation. Before her tenure with Seven Arts, Miss Van Dyne was associated with MGM Records.

At Jubilee, a management firm currently dealing exclusively with gospel artists, she has accepted the post of public relations director. In addition to these duties, she is expected to set up a jazz and pop department with the firm in the near future.

Ads, Promotion Covered By NARAS Trade Execs

By SAM CHASE

NEW YORK—A vast increase in the amount and speed of advertising for LP's, similar to the push given singles in previous years, is coming upon the record industry, "so fast, it may run right over us."

Weiser pointed out that the day is past when speedy action had an LP rushed out by a company after

an artist hit with a hot single. Now, companies are poised like racers, set to issue LP's by their own artists but using the title of anybody's single that shows action. Thus, he said, before the "Midnight in Moscow" single even registered solidly on the charts, there were three LP's by the title issued by different companies. This may herald a new era of excitement in the record business, based upon the increasing impact of LP advertising and exploitation.

Image Advertising

The basic job of a record company's advertising, Weiser said, is to create an image for the company. Trade papers, for all but the very largest companies, are where the bulk of ad expenditures must go, and a careful study of circulation is necessary, including how many readers are reached in each of the primary circulation areas: dealers, deejays, rack jobbers and juke box ops. He cited High Fidelity as the consumer magazine which "outdrew everybody else, and without a coupon in response to his company's advertising."

Prior to Weiser's discussion of advertising, the subject of record publicity was treated by Bob Alshuler, ad and publicity director of Atlantic Records. He stressed the

5 Break Chi Silence

CHICAGO—Following a week of explosive silence, this city again emerged as a breakout point for new material and a pretty good one at that. No less than five singles showed up in a survey of store sales by BMW last week and several of these also garnered action in Minneapolis and Milwaukee.

A local lad, Paul Gallis by name, recording on a local label, Heartbeat, appears to have a pretty solid thing going for him in "Boogie Twist." The tune was big in store sales during the week

FESTIVAL WINNER

'Addio, Addio' Takes San Remo; U. S. Rights to Big 3

By MARIO De LUIGI

SAN REMO, Italy — The Big Three—Robbins, Feist and Miller—acquired publication rights for the U. S. and Canada to "Addio, Addio," the winning tune of the San Remo Song Festival. Tune is published in Italy by Edizioni Curci, and was written by Domenico Modugno, with lyrics by F. Migliacci.

This is the third time that the Big Three has nailed a San Remo winner. "Volare" and "Ciao, Ciao Bambino," past winners at the

Italian Festival, were also acquired by the Big Three. Robbins will handle the tune here.

Of the other tunes in the final balloting, negotiations for European rights have been completed

(Continued on page 37)

Hub Spins Out Four Hot Ones

BOSTON — Record dealers generally are in high spirits these days in the Athens of America and it would appear to be reflected in the number of breakouts which this week amounts to four. Even a double snowstorm did not seem to stop the customers from keeping singles business on a good level in Hub stores.

Breaking out were Columbia's "Should I Surrender" by Doris Day, "Annie Get Your Yo Yo" by Little Junior Parker on Duke, Kitty Kallan's "It Wasn't God Who Made Honky Tonk Angels" on Columbia, and "One Love, One Heartache" by Billy Vaughn on Dot.

Sales Reflect Change in Air?

Continued from page 1

this area were helping sales of records by such artists as Saverio Saredis, Jack Jones, and Steve Lawrence. Records by these artists are good sellers here. And some dealers commented that the strong sales of Kenny Ball's "Midnight in Moscow" were due to the shift to sweeper programming. Among other artists that dealers thought were benefiting by the new trend were Johnny Mathis, and, of course, Frank Sinatra.

Among the newer disks getting action, which hit the charts this week, were "The Alvin Twist" with the Chipmunks on Liberty, and "Lollipops and Roses" with Jack Scott on Capitol. The Edsels, with "Shake, Shake Sherry" on Capitol, was continuing to rack up solid sales after being a breakout last week.

A new record just starting to get some attention in the New York market is the new disking by Jay and the Americans on United Artists. Although the label is working on "She Cried," store reports indicated that the flip, "Dawning," was getting the most attention so far from teen buyers in this area.

Washington Grabs 3 Breakouts

Continued from page 1

King Curtis on Enjoy, and "Grow Closer Together," by the Impressions on ABC-Paramount.

Radio stations here are giving Bobby Rydell's "I've Got Bonnie," flip of "Lose Her," strong play, and it is beginning to show more action in the stores. WEAM has been kind to the new singles contenders, and gives all varieties a whirl, whether they are rooted in country, rhythm and blues or jazz.

However, dealers here report that no one deejay currently

breakout both here and in Chicago. The tune is not a new one but just this week started getting action in both markets.

Three other tunes showed up strong in store sales locally: "Yellow Jacket" by the Ventures on Dolton; "Run Boy Run Boy," by Jack Cook on Ramco, and "Summertime," by Rick Nelson on Imperial. So far, air-play seems to be leaning toward the "Young World" side of the Nelson disk, which hit the national chart this week, but dealers report both sides in demand.

Besides some of the Minneapolis breaks, Don Rose of WEBC has several other new tunes which he feels will become big. "All My Love" Webb Pierce on Decca, he describes as a c.&w. tune with a good pop sound. Also breaking slow locally but a favorite at the station (and a hit nationally) is Shelly Fabares' "Johnny Angel" on Colpix (a Milwaukee breaker some weeks ago).

A Chicago boy named Paul Gallis may have a record going for him in "Boogie Twist" on Heartbeat. The disk took off well in Chicago sales this week, was mentioned by Jim Stagg of Milwaukee's WOKY several weeks ago, has been getting sporadic Chicago air-play, and is now being picked by Rose in Duluth.

At Minneapolis' WLOL, the "Big Find of the Week" is "Help Me" by Andy Williams. The station is also picking "The Big Battle" Johnny Cash; "Joanna" Mike Clifford; "Don't Fly Away Flamingo" and its flip, "Winter Snow," Four Lads; "Buttons and Bows," the Browns; and "Chapel By the Sea" and its flip, "One Love, One Heartache" by Billy Vaughn.

The Twin Cities' middle-of-the-road station, WCCO, also likes the Andy Williams Columbia record "Help Me" as well as the flip, "The Wonderful World of the Young." Mimi Baasen, WCCO's Bard of Bop, is also picking Mitch Miller's "Happy Whistlin' Blues."

stands out enough to send the kids swarming into the stores with a particular deejay list. Milt Swiller, of Record City, notes that "they used to come in with a list of tunes played by one certain deejay. Now they come in with lists taken from general radio play, and station-hopping, but no deejay gets a mention."

The pell mell rush of new releases which are abandoned by both air play and manufacturer promotion within a few weeks produces a "big loss of potential," Swiller points out. A tune that is selling strongly and could keep up the sales level, is lost to sight long before its possibilities are used up. Other dealers here have sighed over die-out of certain tunes that were just getting up sales momentum.

An LP-only store, the Record Fair, in downtown Washington, is going out of business after a scant year of operation. The owner, who also runs an uptown discount record and book shop, preferred not to give any reasons for sell-out of his downtown store.

Folksy Pop Group

Continued from page 1

ing sales—but not yet on the "New Action" list—is the Chordettes' "Never on Sunday."

It's interesting to note that vocal groups usually pack as much sales weight on the singles chart as they do on the album listing. For example, the following groups are represented this week on both BMW's "Hot 100" and its best selling monaural album chart: the Lettermen, the Highwaymen, the Tokens, the Kingston Trio, the Chad Mitchell Trio, and the Brothers Four.

'Finds Her Keys'

Continued from page 1

terestingly, all of last week's hot tunes continued selling well, including: "Dear One," Larry Finnegan, Old Town; "Love Letters," Kitty Lester, Era; "Love Me Warm and Tender," Paul Anka, RCA Victor; "The Nut Rocker," B. Bumble and the Stingers, Rendezvous (all of which are now on the "Hot 100"); "Tears Broke Out On Me," Eddy Arnold, RCA Victor; "For All We Know," Carlsons, Amy.

LATE ALBUM SPOTLIGHTS

MORE TWISTIN' IN HIGH SCOEITY

Lester Lanin and His Ork, Columbia BS 625 (Stereo & Monaural)—This new Twist album by the society band leader should do as well as his first Twist set, which turned into a good seller and a sock stereo album. It contains 18 songs, all standards, done up in happy Twist style. Titles include "St. Louis Blues," "Ballin' the Jack," "The Peanut Vender" and "Twelfth Street Rag." Last-named side has been issued as a single.

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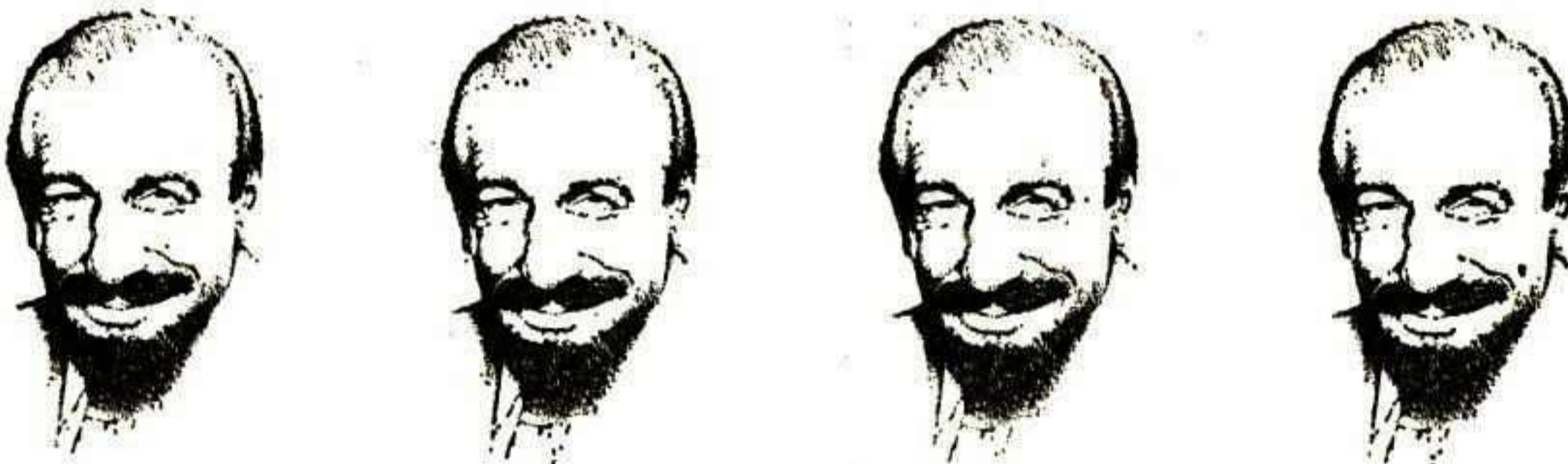
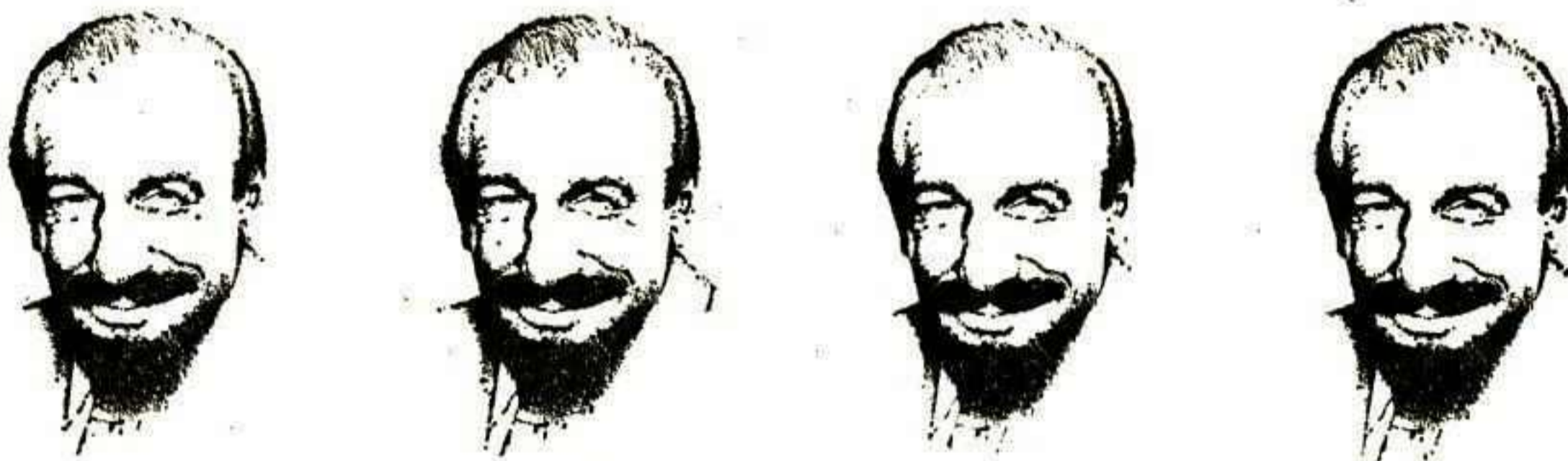
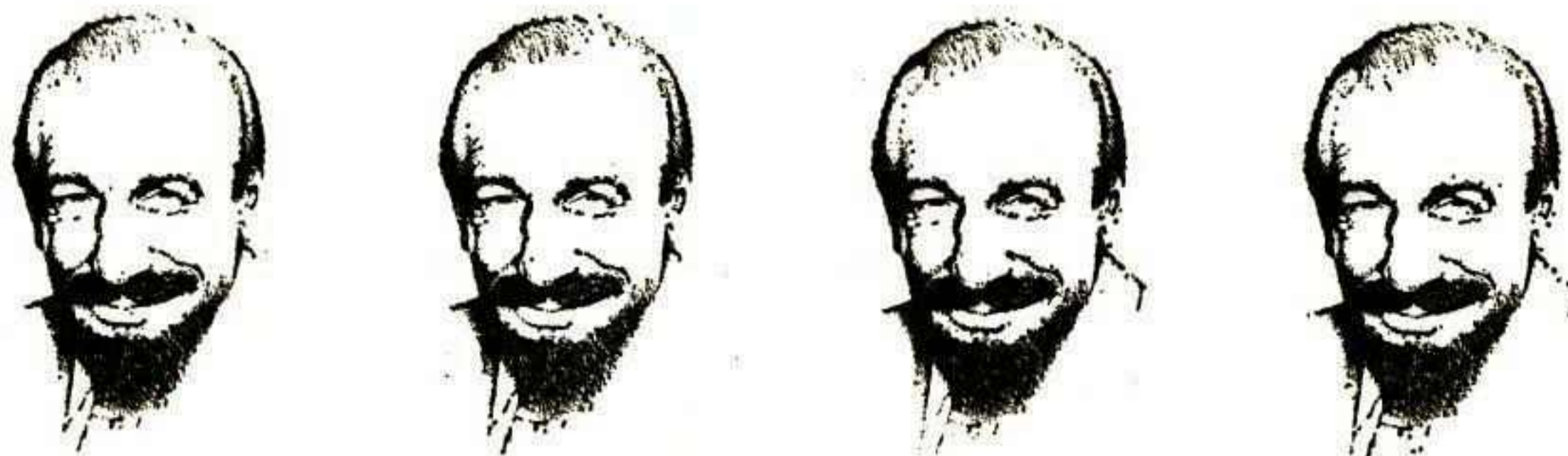
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A Billboard Pick: "Over a dozen of Miller's Sing-Alongs are already on the album charts. What more can be said? This should quickly follow along. It features the familiar male chorus with accordion and rhythm in the backing on such tunes as 'Swanee,' 'Jeepers Creepers,' 'Tea for Two,' 'I Want to Be Happy,' etc. As usual, all lyrics are included." **Columbia Records**

Billboard Music Week, 2/10/62



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'Honeymoon Over for U. S. Labels Abroad'---B. Weiss

Home-Grown Artists, Songs, Recordings
Compete With More U. S. Firms O'seas

HOLLYWOOD—Ever-mounting competition in the world record market will cause more American-based labels to plant their own representatives abroad to oversee their foreign dealings. This prediction was made to *BMW* by Bobby Weiss, Warner Bros. international director, on the eve of his departure to his Paris headquarters where for the past 10 years he has represented American music industry interests on the international scene.

Competition for foreign sales is constantly being honed to a keener edge from two sides, Weiss said. More American labels are jumping into the battle for a share of the highly lucrative overseas market. At the same time, a nationalistic tide has engulfed many of the foreign lands where greater emphasis is being placed on pushing home-grown artists, music and recordings at the expense of the Yankee originations.

As the foreign market grows bigger, it is becoming increasingly tougher for U. S. labels to buck the competition of American as well as foreign firms, Weiss said, and the day is quickly drawing to an end when a U. S. record company can guide its overseas destiny from its American headquarters. Weiss predicted that the heated scramble for the foreign buck will move the American labels to set up resident executive representatives overseas who will have the on-the-spot responsibility of working with licensees to assure the U. S. firms maximum results.

Honeymoon Is Over

"The honeymoon is over," Weiss said, "for American labels to find easy pickings on the foreign market. After the war there was a hunger for American artists, styles and methods of recording in the European countries. At that time these countries were recovering from the war and their industries were more concerned with the production of necessities rather than luxury items such as records.

"The companies who were seeking catalogs in those years, now have their own. They have taken their own artists, built them up, and have created impressive native language catalogs of recordings. After the war, foreign firms sent their recording engineers to the U. S. to study recording techniques. Today, recorded sound on foreign disks is equal to, and in some cases, superior to that which is found on many American labels."

Weiss added that the same can be said about packaging. There was a time when American full-color artwork on album covers was resisted by foreign firms with the claim that the foreign buyer was conservative in his tastes, and would not be attracted by American packaging techniques. Today, Weiss said, packaging abroad gives the American counterpart a run for its money.

Foreigners Have Edge

Foreign-made recordings also have an edge over U. S. originations in that the foreign artist has the benefit of local language appeal and therefore is bound to get preference in radio programming. In addition, the artist is more readily available for local radio-TV promotional appearances, as well as personal appearance tours.

The squeeze is on to hold down the amount of American song and disk material, according to Weiss. For example, in Brazil, a restriction requires that a Brazilian song be recorded for every American tune that's used on disk. British composers have been clamoring that the amount of air time devoted to American music be reduced to provide more exposure for local product.

Rewards Grow, Too

While the foreign market is getting tougher, its rewards to the American label are increasing proportionately. The European disk market is expanding along with its economy. Weiss foresees a closer

relationship evolving between American firms and their foreign affiliates, in a "disk-hands-across-
(Continued on page 37)

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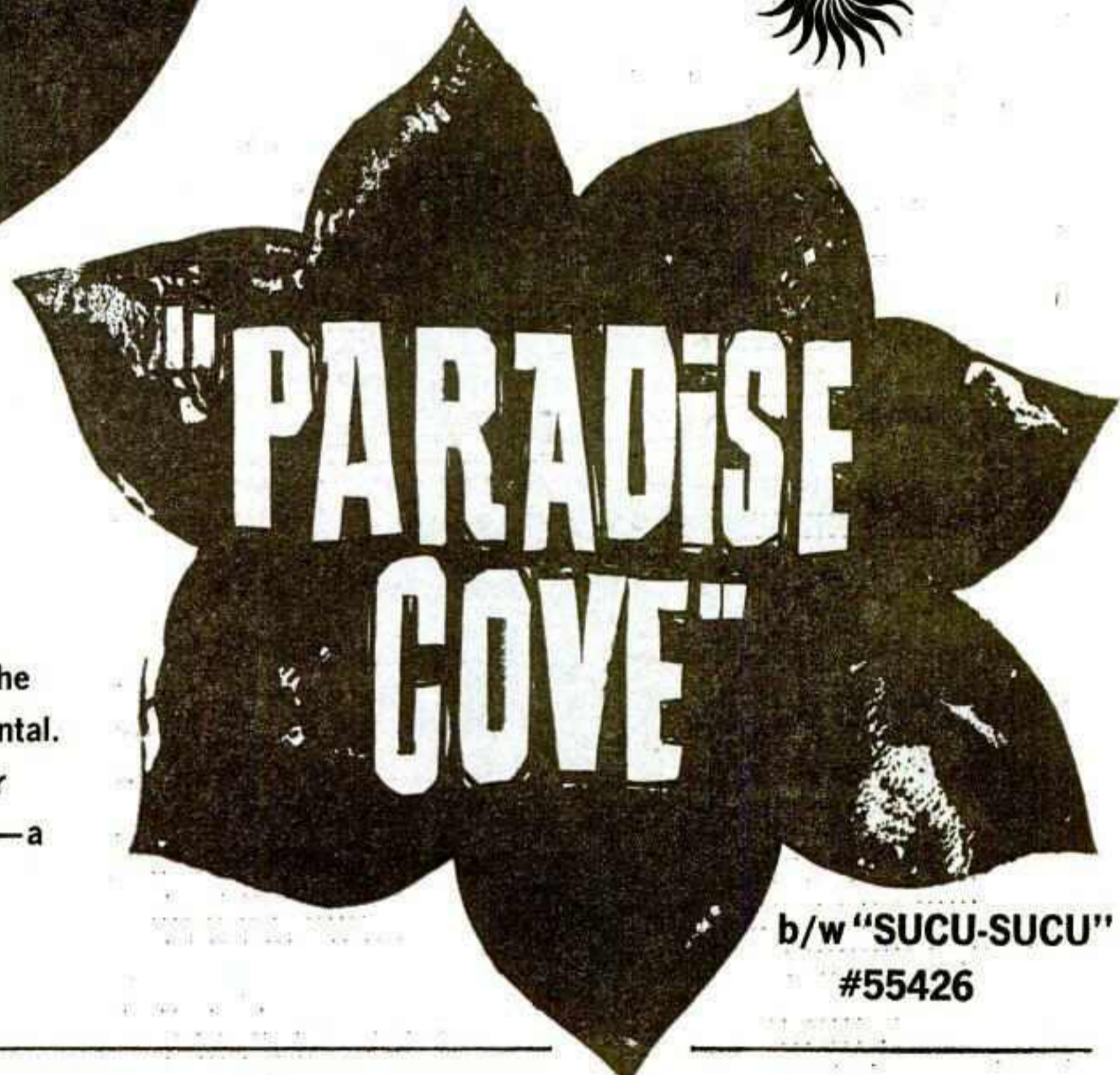
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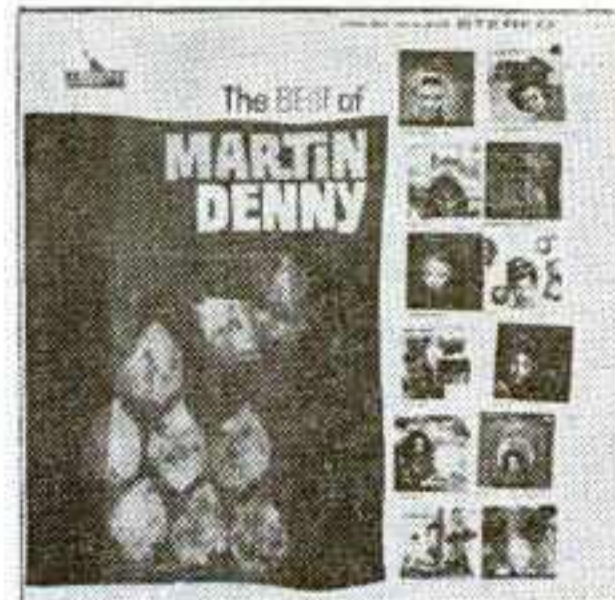
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TOP LP's BY CATEGORY

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

Table of male vocalists including Paul Anka, Bobby Darin, and others with their respective LPs and chart positions.

Female Vocalists

Table of female vocalists including Joan Baez and others with their respective LPs and chart positions.

Duos and Groups

Table of duos and groups including Brothers Four and others with their respective LPs and chart positions.

Choruses

Table of choruses including 'Fireside Sing Along With Mitch' and others with chart positions.

Mixed Voices

Table of mixed voices including Alan Freed's Memory Lane and others with chart positions.

CLASSICAL & SEMI-CLASSICAL LP's

Table of classical and semi-classical LPs including My Favorite Chopin.

Title (Label) (Stereo) Mono Top LP Rank

INSTRUMENTAL LP's Mood and Dance

Table of instrumental LPs in mood and dance categories including Berlin Melody and others.

Jazz

Table of jazz LPs including Best of the Dukes of Dixieland and others.

Percussion and Sound

Table of percussion and sound LPs including Exotic Percussion and others.

SHOW MUSIC

Original Cast

Table of original cast LPs including Camelot and others.

Sound Track

Table of sound track LPs including Babes in Toyland and others.

Music From Musicals, Films and TV

Table of music from musicals, films, and TV including Breakfast at Tiffany's.

COMEDY LP's

Table of comedy LPs including Ain't That Weird? and others.

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.

- List of featured tracks including 'Twistin' Round the World', 'Let's Twist Again', 'Twistin' Bones', 'Twistin' the Stomp', 'Night Train', 'I'm Young', 'Baby You Don't Know', etc.

Rep. Celler Bill Would Extend Life Of Copyrights From 56 to 76 Years

WASHINGTON—Copyrights on tunes due to fall into public domain any time before and during 1967, would get an extra lease on life, if Representative Celler (D., N. Y.) can persuade Congress to pass joint resolution to that effect. Lengthening the copyright term from the present 56 years to 76 years has been recommended by the Copyright Office in its report to Congress on proposed over-all revision of the 1909 law.

(Continued on page 36)

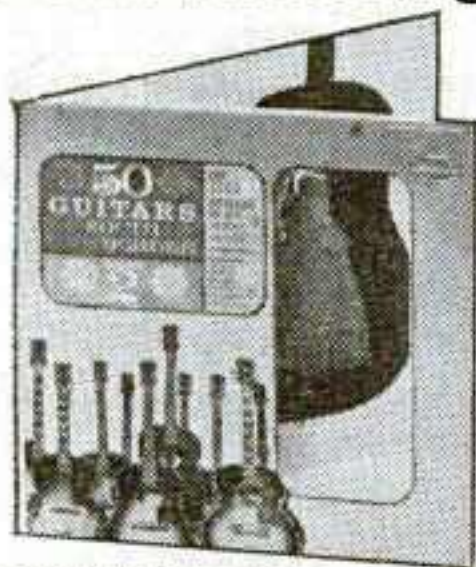
() Positions in parenthesis indicate relative sales strength of stereo LP's



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25 PIANOS PLAY EVERGREENS OF BROADWAY

The 25 Pianos of Tommy Garrett
LMM-13018/LSS-14018
Bali Ha'i; Everything's Coming Up Roses; The Sound Of Music; The Carousel Waltz; Fanny; I Could Have Danced All Night; Tonight; Till There Was You; Baubles, Bangles And Beads; Hey There; Hey, Look Me Over; Manhattan



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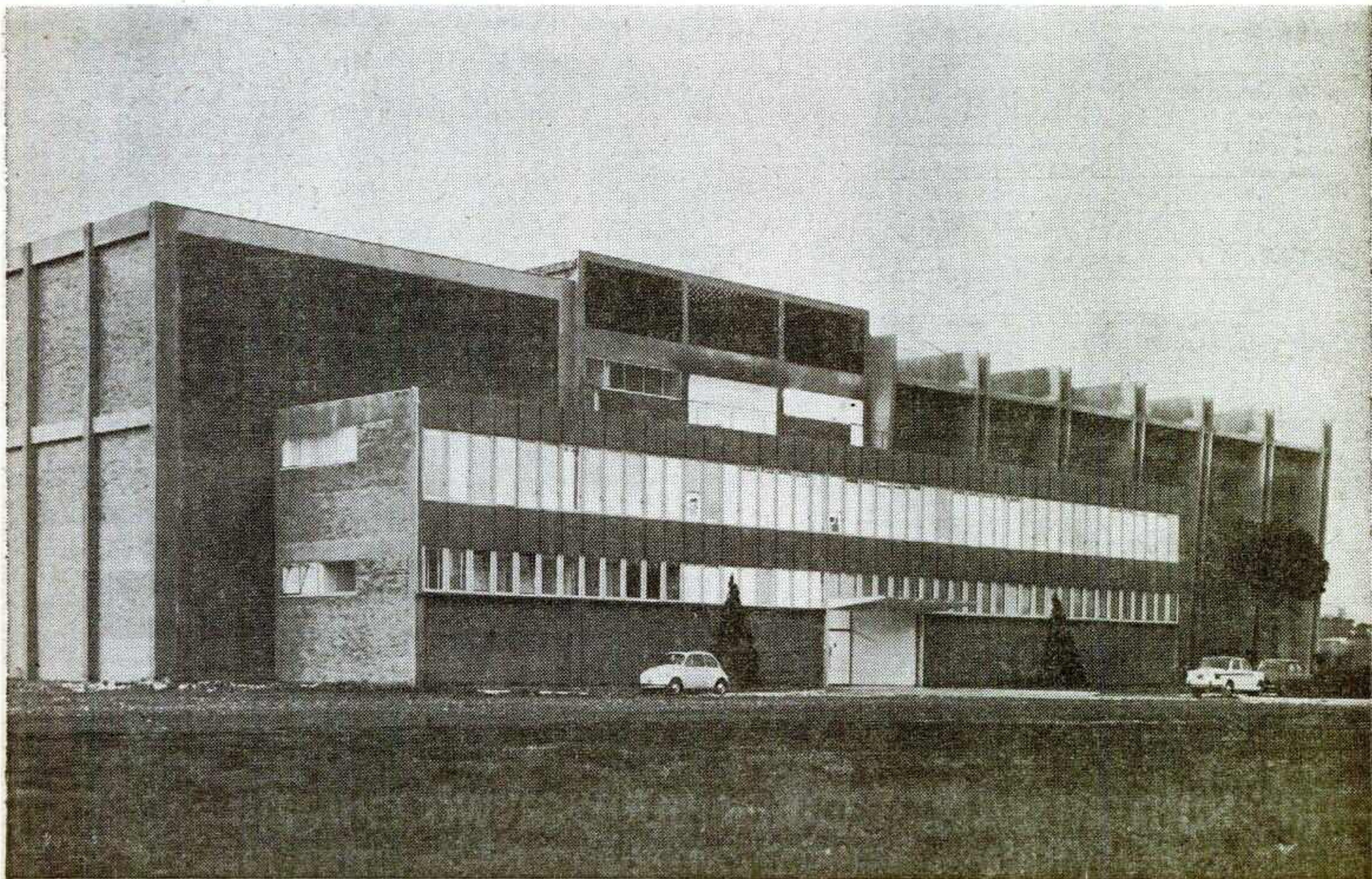


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Wheel" and "Tears in Your Eyes." The record will be distributed by Philips to a great number of countries.

The Key Brothers, on Triola, are in straight competition with Neil Sedaka's success, "Happy Birthday, Sweet Sixteen" c/w "Candle of Fate." The record, then on Metro-nome, will also be issued in Ger-many in German.

For the first time since last year the Norwegian Top 10 registered no newcomers this week. Leroy Van Dyke's "Walk on By," on Philips, is still riding high, threat-ened only by the sole Norwegian entry in the charts, the Gynet Molvig record "Det Var Du som Sa Nei" (It Was You Who Said No) on RCA. This is a local ver-sion of the Ferlin Husky record, "Wings of a Dove."

SPAIN

MGM's Moretti Visits Hispavox

By RAUL MATAS 32 Av. Jose Antonio, Madrid 13

Gene Moretti, international manager of MGM Records, visited Madrid, where he had talks with Luis Vidal Zapater and Luis Calvo, commercial director and interna-tional manager of Hispavox, the Spanish company that represents MGM here.

Connie Francis has been selling

well in this country. She was also "the best female vocalist of 1961." Hispavox launched two EP's of the radic-banned Twist by the lass.

Disk Shorts

Cliff Richard is being promoted strongly here by La voz de su Amo. . . . Paul Anka will preside a big reception at the Madrilen Palace Hotel to honor movie, records, radio and TV personalities here. . . . Helen Shapiro, of England, is also getting fans here, although male singers hold the spotlight.

Sides by Gene Pitney (Hispa-vox), Daniel Riolobos (RCA), Luis Aguilé (Odeon), Nestor Savarce (Polydor), Amalia Mendoza (RCA), Billy Nash (Philips), Eddie Con-stantine (Barclay) and Mario Su-arez (Cubalegre) were released last week.

SWEDEN

Anita Lindblom Gets Gold Disk

By HARRY NICOLAUSON Regeringsgatan 22, Stockholm C

"Sant ar livet" by Anita Lind-blom has now sold more than 100,000 copies and she will soon receive a gold disk from Fontana-Philips. Anita's success has also been no-ticed in the States for when Sol Shapiro from the William Morris Agency was over here recently he listened to Anita in person. Sha-piro was here to discuss the forth-

coming tour with the Count Basie orchestra, 19 days near the begin-ning of August.

Talking about golden disks, 15 of our best known jazz critics have just made their yearly choice of the best Swedish jazz record of the year. The winning record was "8 bitar Johansson, a Megafon LP by pianist Jan Johansson with bass and drums. For the second year in succession, he captured the Orkester Jourunalen Golden Disk. In 1960 he got this trophy for his LP, "Masterjohansgatan 12" (also on Megafon).

Nordiska Musikforlaget, the big-gest music firm in Scandinavia, will get a new managing director in July. After 32 years as head of the company Erik Borjegaard will leave his office to Leif Kronlund and Lennart Reimers as assistant musi-cal director.

VENEZUELA

Orfeon Handles Atlantic-Atco

By ALVARO PENALVER Editor Notidiscos Apartado 3066, Caracas

Orfeon de Venezuela begins local manufacture and distribution of Atlantic-Atco records. RCA International took over its record production and distribution for the market naming Doming Solares as manager.

Siemens (Deutsche Grammo-phone) Polydor begins manufactur-ing Philips. . . . Mr. Anter Antor, head of the largest independent custom factory in Caracas, heads for Germany to buy new equip-ment to meet increased technical expansion as a result of the Polydor contract. . . . Another Germany Traveller returned, Antonio Gon-zalez, leading sound engineer with independent studios, who is also en-larging facilities both monaural and stereo.

The Twist is reaching a craze climax among teen and not-so-teen crowds. Local municipal authori-ties placed bans on this dance and classified as "immoral". . . . Re-prise, another recent imported cat-alog by Venevox, released six LP's. . . . Faced with a serious economic crisis affecting the en-tire industrial and commercial field, recording industry reached all time low sales for the month of January.

Better days are seen ahead by contracts issued for the Carnival in March. Perez Prado (to Tam-anaco Hotel), Fajardo and His All Stars, Lucho Macedo and His Combo (from Peru) and Cortijo and His Combo (from Puerto Rico) have been given the white paper from the local musicians' union.

ASCAP Editor Dies at 76

NEW YORK — Daniel I. Mc-Namara, editor of the ASCAP Bi-ographical Dictionary, died at the Mary Manning Walsh Home here Tuesday (20). He was 76 and had been with the Society for 21 years.

Born in Trumbull, Conn., in 1885, McNamara in 1908 became general press representative and private secretary to the late S. Z. Poli of the New England Circuit of theaters. In 1914 he became managing editor of the Bridgeport, Conn., Evening Farmer, one of the nation's oldest newspapers.

Prior to joining ASCAP in 1937, McNamara was promotion man-ager of King Features Syndicate.

Married to the late Anne S. Ring, McNamara is survived by three sons, Daniel, Lawrence and John Michael. A Requiem Mass was scheduled at St. Ignatius Loy-ola Church here Friday (23).

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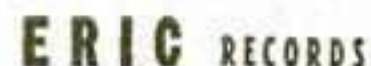
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The pick of the new releases
**SPOTLIGHT ALBUMS
 OF THE WEEK**
 Strongest sales potential of all records reviewed this week.

ALBUM REVIEWS

Pop

25 PIANOS PLAY EVERGREENS OF BROADWAY



Tommy Garrett. Liberty LSS 14018 (Stereo & Monaural)—Tommy Garrett has been very successful with his 25 guitars LP's and this sparkling set, spotlighting an orchestra composed of 25 pianos, should also do well. There are grands, uprights, spinets, celestes, etc., and they are recorded with life-like tone. They play the music from Broadway shows, "Fanny," "Carousel," "Sound of Music," etc., with care, and it adds up to an enjoyable listening experience.

I KNOW (YOU DON'T LOVE ME NO MORE)



Barbara George. AFO 5001—"I Know" should pull a good many record buyers, especially of the teen age. The lass sings out on each of the tracks in her own raw, attractive and emotion-filled style. The backings have the same distinctive sound as on the big hit. All but one were done by Harold Battiste, and Miss George is also backed by a vocal group. Tempi for the 12 tracks vary between a groovy walking medium tempo and slow rockaballads. Among some of the better tracks are "Hurled," "Since I Fell for You," "Don't Ask Me No Questions" and "Talk About Love."

DROWN IN MY OWN TEARS



Don Shirley. Cadence CLP 3056 (Stereo & Monaural)—Don Shirley demonstrates his versatility by soloing on both piano and organ in this collection of fine standards and originals. Shirley covers a variety of styles and moods in this tasteful instrumental package (backed by bass, cello and percussionist Ted Sommers) ranging from "I Got Rhythm" to his own blues "Amen."

THE 4 HORSEMEN OF THE APOCALYPSE



Sound Track. MGM E 3993 (Stereo & Monaural)—The movie spectacular—a remake of an old Rudolph Valentino film—should be big box office and the soundtrack LP should cash in on its popularity. The moody dramatic score, penned by Andre Previn, is presented in lush ork fashion, with Eileen Wilson registering pleasantly on one vocal, a pretty ballad.

ALBUM SEVEN BY RICK



Rick Nelson. Imperial LP 9167—Nelson's warbling is folksy, sincere and loaded with teen appeal. He sings everything from Gershwin ("Summertime") to rockabilly in this package, but main emphasis is on teen-appeal tunes—"Today's Teardrops," "Thank You Darling," "Baby You Don't Know," etc. Strong sales item with good display value.

DO THE TWIST



Connie Francis. MGM E 4022 (Stereo & Monaural)—Connie Francis latches on to the Twist with a mighty potent album that contains a flock of strong tracks. All but one of the bands is done in either an up or medium Twist tempo with Connie calling out the lyrics in robust terms. The ork is a well-rehearsed and stomping crew, while the lass is backed on many of the tunes by vocal chorus. Among the best bands are "Teach Me How to Twist," "Johnny Darlin'," "Mommy, Your Daughter's Fallin' in Love," "Kissin' Twist (a tarantella) and "Hey Ring-a-Ding."

DANCE ALONG



Hank Ballard and the Midnighters. King 759—Here's a bright new album by Hank Ballard that includes a flock of dance sides aimed at the teens (and adults too), as well as a number of ballads. The sides include "The Switch-a-Roo," "Keep on Dancing," "The Float," and "I'm Young." Ballard sings them all enthusiastically over backing with an infectious beat. And most sides can be twisted too.

TWISTIN' ROUND THE WORLD



Chubby Checker. Parkway P 7009 (Stereo & Monaural)—Here's another new Chubby Checker album which means solid sales for dealers from coast to coast and overseas too. The set features Checker singing songs in seven different languages from English to Greek and including Italian, Spanish, German, French and Hebrew. Tunes include "Twistin' Round the World," "Never on Sunday," "La Paloma," "Mus' I Den" ("Wooden Heart"), "O Sole Mio," "Tea for Two" and "Let's Twist Again."

TWIST AROUND



James Brown Presents His Band and 5 more Great Artists. King 771—The James Brown ork can swing, even when the leader doesn't sing, as is proved by this rocking LP. It not only has six fine sides by the Brown crew but also a collection of sides by the Henry Moore, Clifford Scott, Herb Hardsety and Hank Marr crews. Many of the tunes are in the twist groove, and both adults and the teens should dig it. Tunes include "Hold It," "Night Train," "Doin' Everything," and "Cross Firing." A fine dance set.

DRUMS ARE MY BEAT!



Sandy Nelson. Imperial LP 0168—Sandy Nelson and his combo have another topflight chart contender in this swinging LP. The drummer's latest hit, "Drums Are My Beat" is included, naturally, along with 10 other wailers. There's a version of Cozy Cole's hit of some time back, "Topsy," and rhythmic versions of standards like "Hawaiian War Chant," and "Caravan," which could score for the skin beater. In addition "Twisted," in honor of the current dance rage, should be of interest.

AFRIKAAN BEAT AND OTHER FAVORITES



Bert Kaempfert. Decca DL 74273 (Stereo & Monaural)—Bert Kaempfert's high-flying "Afrikaan Beat" should do the winner that brings much attention to this album. The German trumpet star and his ork contribute some mighty soulful standards in addition to the hit and its flip versions of "Stardust," "Solitude," "Moonglow," and "Dancing in the Dark."

TWISTIN' THE STOMP



Fats Domino. Imperial LP 9170—This album by Fats is in usual cookin' groove. The material is very much out of the blues tradition with some straight instrumentals mixed in with high-powered vocal efforts. The accent is very much on rhythm, with a deal of the Twist beat. Besides some new material there are versions of some of Fat's great items; "Wait and See" is an example. Other top-notch tracks: "I Know," "Don't Deceive Me," "A Long Way From Home," "The Girl I Love," "South of the Border" and "Every Night."

FOR TEEN TWISTERS ONLY



Chubby Checker. Parkway P 7009 (Stereo & Monaural)—Checker has another blockbuster in this album, which should hit the best selling LP charts in record time. The lad sells a group of bouncy Twist-styled tunes in his usual showmanly style. Spotlights are "Dear Lady Twist," "The Fly," "Twistin' Bones," etc. Clever cover carries stamp reading "Adults Twist at Your Own Risk!"

Low Priced Pop

PREMIERE 12 PERFORMANCE



Various Artists. Philips PHS 1 (Stereo & Monaural)—This is a sampler package (99 cents) presenting 12 different bands of the new label's initial album release. The set contains an extremely varied program ranging from Skinny Ennis' version of "Got a Date With an Angel," and the Barrier Brothers singing "Blue Moon of Kentucky" to Viennese waltzes and Sviatoslav Richter playing an excerpt from Liszt's "Piano Concerto No. 1." The well-made

(Continued on page 20)

★★★★ STRONG SALES POTENTIAL

★★★★ **DINO ITALIAN LOVE SONGS**
Dean Martin. Capitol ST 1659 (Stereo & Monaural)—Dean Martin gives out with an appealing program of Italian romantic ballads, a type of program that probably offers the best kind of showcase for the veteran vocalist's smooth and relaxed style. With Gus Levene providing an appropriate and tasteful lush orchestral backing, Martin does best with "On an Evening in Rome," "Return to Me"—both newly recorded versions of his previous hit singles—and "Vieni Su," "My Heart Reminds Me" and "There's No Tomorrow." Martin is in fine voice and the set should appeal to his many fans.

★★★★ **MARTIN DENNY IN PERSON**
Liberty LST 7224 (Stereo & Monaural)—Here's a new slant on recorded in-person albums. Denny and his group were recorded "live" at Duke Kahanamoku's nitery in Honolulu. Denny's exotic, unusual instrumentation is spotlighted on a group of romantic Island themes—"Hawaiian Wedding Song," "Hilo March," etc.—plus some off-beat treatments of "O! Man River" and "Volga Boatman." Solid jockey wax.

★★★★ **I CRY BY NIGHT**
Kay Starr. Capitol ST 1681 (Stereo & Monaural)—Kay Starr sings from the heart here, backed by an instrumental group that contributes a jazz feeling to the package. Material includes "Baby Won't You Please Come Home," "It Had to Be You," "More Than You Know." Fans will like it.

★★★★ **SOPHISTICATED LADY**
Julie London. Liberty LST 7293 (Stereo & Monaural)—The stinky gal coos her way

(Continued on page 20)

LP REVIEW POLICY

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

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.

AMERICA'S NEWEST SWINGING, SINGING SOUND

BUDDY GRECO



"Let Me Love You"

b/w "Twistin' to the Blues"

5-9499



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

SINGLES REVIEWS

★★★★ STRONG SALES POTENTIAL

Pop

FERRANTE AND TEICHER

SMILE (Bourne, ASCAP) (2:30)—**STREET OF PALMS (VIA MARGALENE)** (Arlou, ASCAP) (2:47)—The two-piano team have a strong follow-up to their recent hit single "Tonight." "Smile," the lovely old Chaplin theme, is accorded a tasteful Latin-styled treatment, featuring piano runs and strings on the backing. Flip, a pretty ballad penned by the duo, is also wrapped up in a lilting Latin tempo with strings and vocal effects on backing.
United Artist 431

VIC DANA

I WILL (Camarillo, BMI) (2:29)—**PROUD** (Aldon, BMI) (2:00)—Vic Dana follows up his recent hit with a tender performance on a feelingful ballad, "I Will." He is equally heartfelt and sincere on the flip, another potent ballad. Both sides are strong, but "I Will" has edge.
Dolton 51

CURTIS LEE

JUST ANOTHER FOOL (Aldon, BMI) (2:32)—**A NIGHT AT DADDY GEE'S** (SPR, BMI) (2:09)—The lad's singing is full of feeling on "Just Another Fool," a country-flavored item with good lyrics. Lee swings out at a rocking tempo on the flip, a solid rhythm tune in the "Quarter to Three" groove.
Dunes 2012

THE DEL VIKINGS

THE BIG SILENCE (Quartet, ASCAP) (2:20)—The boys may have their first hit in some time with this showmanly side. The plaintive rockaballad is sung with considerable feeling and sales savvy by the lead warbler, who also contributes a sock narration bit. Watch it. Flip is "One More River to Cross" (Atlantic, BMI) (2:37).
ABC-Paramount 10304

CRYSTALS

WHAT A NICE WAY TO TURN SEVENTEEN (Aldon, BMI) (2:30)—**UPTOWN** (Aldon, BMI) (2:18)—The gals have two unusual sides here and they sell both with emotional impact and sincerity. "What a Nice Way to Turn Seventeen" is a tender teen-appeal ballad with good lyrics and nice performance by lead chirper. Flip is a saga-type ditty about a guy who gets kicked around downtown, but is a king when he returns at night to his gal uptown. Dual market wax with appeal for both pop and r.&b. buyers.
Philles 102

DORIS DAY

LOVER COME BACK (Daywin, BMI) (2:14)—Here is the title theme from the new Doris Day-Rock Hudson film, which is racking up box-office records around the country right now. The canary already has one single (featuring a tune from the pic) on the market, but this one should step out strongly on the basis of the film's potent draw and the gal's tasteful performance. Flip is "Falling" (Daywin, BMI) (2:12).
Columbia 42295

THE STEREOs

UNLESS YOU MEAN IT (GH, BMI) (2:00)—The Stereos follow up their big hit "I Really Love You" with a most effective performance of a strong new ballad. Arrangement is potent and the lead sells the ditty mighty well. Flip is "Do You Love Me" (R. & J., BMI) (2:07).
Cub 9106

RUBIEN FORT

PLL DO THE BEST I CAN (Kapa, BMI) (2:35)—**Nobody** (Chevis, BMI) (2:07)—Rubien Fort sells the top side, a folksy ballad, in a manner reminiscent of Sam Cooke. On the flip, a gospel-flavored entry, he comes through with another strong performance. Two good sides for the teen market especially.
Checkmate 1007

JEB STUART

I BETCHA GONNA LIKE IT (Tree, BMI) (2:34)—A bright, swinging tune, somewhat on the order of "I Like It Like That" receives a driving vocal from the chanter, while a vocal group keeps repeating the title. Attractive side. Flip is "Little Miss Love" (Curtom, BMI) (2:20).
Philips International 3575

Country & Western

CARL SMITH

THE BEST DRESSED BEGGAR IN TOWN (Ashna, BMI) (2:11)—**I USED TO BE** (Cedarwood, BMI) (2:01)—Carl Smith, with two fine songs, comes through with two winning vocals that should land both sides on the country charts. Top side is a weeper with a catchy musical figure; flip is a better-than-average ballad effort also featuring good combo work.
Columbia 42349

GEORGE JONES

SOMETIMES YOU JUST CAN'T WIN (Glad, BMI) (2:38)—**SHE THINKS I STILL CARE** (Glad-Jack, BMI) (2:31)—George Jones sings these two tender ballads with heart and feeling. First side features a smart arrangement and a warm sound behind his vocal; flip also spotlights big ork and chorus work. Both sides could get pop attention.
United Artists 424

ROSE MADDOX

FOOL ME AGAIN (Blue Book, BMI) (2:29)—**HERE WE GO AGAIN** (Central, BMI) (2:05)—Two fine weepers, and two impressive vocals by Rose Maddox spell good action for this dishing in the country field. She socks over the lyrics to the topper with gusto, and she handles the breezy flip solidly as well.
Capitol 4709

Low Priced Semi-Classical

THREE PENNY OPERA AND MAHAGONNY

Lotte Lenya and Various Artists. Telefunken TH 97012—Here is a rare item for collectors—selections from the original recordings of the Weill-Brecht classic "Three-penny Opera" as sung by the original German cast in 1930. Weill's widow, Lotte Lenya, also sings two rarely recorded tunes from another Weill-Brecht opus, "Mahagonny." All tunes are sung in German, and the quality is surprisingly good.

SPECIAL MERIT SINGLES

Pop Disk Jockey Programming

VIC DAMONE

★★★★ **ONCE UPON A TIME** (Morely, BMI) (2:25)
 ★★★★★ **NO STRINGS** (Williamson, ASCAP) (2:29) Capitol 4718

EVELYN FREEMAN

★★★★ **DIDN'T IT RAIN** (Morrissiana, ASCAP) (2:10)
 United Artists 406

Talent

ARLEEMAH WADOOD

★★★★ **OH! BABY** (Ben-Ghazi, BMI) (2:14)
 ★★★★★ **THERE'LL BE NO GOODBYES** (Aldon, BMI) (2:07)
 Duel 506

RAY SMITH

★★★★ **Hey, Boss Man**—SUN 375—Lively Twist effort is sung with feeling by the chanter over strong support from chorus and combo. A dishing with a lot of spirit and one that could catch coins. (Champion, BMI) (2:00)

★★★★ **Candy Doll**—Another bright rhythm effort, also handled well by the chanter again aided by catchy backing. Two good sides. (Cedarwood, BMI) (2:26)

LARRY ELGART

★★★★ **The Elgart Twist**—MGM 13063—This side might find favor with stations playing big band music. The Elgart band swings the Twist with strong rhythm accent and rapid guitar work. Punching brass also builds on the side. (Arthur, BMI) (2:20)

★★★★ **Cornelia**—More in the usual Elgart groove, this side provides medium dance tempo with the band's distinctive sound and good tenor sax work. (Arthur, BMI) (1:56)

GEORGE CATES

★★★★ **Stardust**—DOT 16330—The old standard gets a contemporary treatment here that should be a good dance tune for the kids. Side features a Floyd Cramer-like piano solo against an "Up a Lazy" (Continued on page 22)

SINGLES REVIEW POLICY

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The pick of the new releases:

SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

• Continued from page 18

Low Priced Pop

disk provides listeners with a good opportunity to hear new artists with a varied program in top stereo sound.

Musical Instruction

SING OR PLAY THE MUSIC OF DUKE ELLINGTON

Various Artists

SING OR PLAY THE MUSIC OF JIMMY McHUGH



Mal Waldron Trio, Music Minus One MMO 1015-16—Music Minus One has two impressive packages for the student here. The albums feature rhythm section backing for vocal or instrumental performance of 10 McHugh standards and 11 by Duke Ellington. Arranger Mal Waldron has made the backings as simple as possible and provides sensitive piano work on the disks as accompaniment. Eddie Shaughnessy and Addison Farmer are the drum bass team. The albums are as beautiful as they are and written notation for instruments in the keys of C, B-flat, and E-flat as well as voice.

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Jazz

BREAKFAST AT TIFFANY'S



Barney Kessel and His Men. Reprise R 6019 (Stereo & Monaural)—Very attractive versions of tunes from the flick "Breakfast at Tiffany's" that should turn into a solid selling jazz, and perhaps even a pop item. There are 12 tunes here, including the familiar "Moon River," plus "Sally's Tomato," "Something for a Cat" and "Mr. Yunioshi." Kessel turns in some delightful solos on guitar, aided strongly by Victor Feldman, Paul Horn, Bud Shank and Earl Palmer.

WILLIS JACKSON—COOKIN' SHERRY



Prestige PR 7211—Veteran tenor saxist Willis Jackson has a swinging album six tracks long here. The artful jazzman is presented in a variety of grooves and shows the excellence of his playing throughout. The highly popular Hammond organ-tenor sax sound is perpetuated with the inclusion of Jack McDuff on that instrument and another worthwhile soloist is Bill Jennings on guitar. Practically every track holds something that will gas those who like their jazz swinging and basic, but "Mellow Blues," "Cookin' Sherry," "When I Fall in Love" and "Where Are You" hold special interest.

Folk

PETE SEEGER AT THE VILLAGE GATE, VOL. 2



Folkways FA 2451—A lot for the money here. Pete Seeger combines his talents with those of Memphis Slim and Willie Dixon, well-known blues artists. Seeger's material is drawn from varied sources on this album. One of the more interesting sides is "Jug of Punch," as sung by the McPeake Family of Scotland. But perhaps an even more intriguing side is the classic blues, "In the Evening," sung by Seeger, with Memphis Slim contributing a second vocal.

Classical

MOZART: LE NOZZE DI FIGARO (3-12")



Various Artists (Fricsay). Deutsche Grammophon SLPH 138697-99—Despite six competitors in the catalog, this new set will do business. A top cast is headed by Dietrich Fischer-Dieskau, Maria Stader, Hertha Topper, Irmgard Seefried and Renato Capecchi, with stylish conducting by Ferenc Fricsay. This set requires one less disk than the three competing versions. The sound as well as the music is tops. And the package is beautifully boxed with a lush 76-page libretto in four languages, and color illustrations. Will have strong lure for opera buyers.

Classical Low Price

MOZART: REQUIEM



Various Artists. Telefunken TCS 18052 (Stereo & Monaural)—From a technical standpoint alone, Telefunken has performed a remarkable feat in pressing a stereo version of this work on a single disk; its only stereo competitor requires two. In addition, it offers first-class soloists such as Maria Stader and Hertha Topper, in an interpretation that stresses the dramatic intensity of the work. The result is a low-priced disk of unusual quality and value featuring one of the great standard works of the classical repertoire.

SPECIAL MERIT ALBUMS

Classical Low Price

CLASSICAL LOW PRICE SMCL MERIT Spotlight... THE DEFINITIVE PIANO



Various Artists. Telefunken TH 97013 and 97009—For some time, U. S. discophiles have been importing 10-inch LP's at \$3.60 each from a 25-LP set issued by Telefunken in Germany made from the famed Welte-Mignon piano rolls. These, cut early in the 20th Century, featured the greatest composers and keyboard artists of the day, playing on an instrument so ingenious that the playbacks were hard to tell from the real thing. Now, Telefunken is releasing these two 12-inch LP's here at a list of \$1.98 each, containing the cream from a dozen of the European records. The first, 97009, features such composers playing as Grieg, Debussy, Mahler, St. Saens, and Richard Strauss. The second, 97013, includes such artists as Eugene d'Albert, F. X. Scharwenka, Teresa Carreno, Emil Sauer, Ferruccio Busoni, Theodor Leschetizky and Alfred Grunfeld. These disks should not only hold wide appeal for their curiosity value but should attract all who have an interest in keyboard music. Obviously, schools and libraries will want these disks, and radio stations which do classical programming will find them to be mandatory items for their libraries.

Reviews of New Albums

• Continued from page 18

through another good collection of torchy tunes well suited to her style and approach. "Blame It on My Youth," "Sophisticated Lady," "You're Blase," and an interesting newie, "Spring Can Really Hang You Up the Most," are samples of this highly spinnable and listenable fare. As usual in the case of this gal, the album cover is a standout and can go a long way toward selling the more sales resistant clan.

★★★★ MEXICO WITH LOVE

Joe Basile. Audio Fidelity, AFSD 5946 (Stereo & Monaural)—This is Joe Basile's 18th album for the label, and one of the many which focus on the music and rhythms of a specific land, in this case, Mexico. Although the accordion is not necessarily identified with Mexican music, it nevertheless seems at home in these handsomely cut stylings, in which the guitar comes in

for a lot of play as well. Tunes are mostly originals except for such familiar Mexican-oriented items as "Guadalajara," "El Rancho Grande" and "La Cucaracha." Strong wax for Basile's fans as well as sound buffs.

★★★★ DANNY PEPPERMINT TWIST! Danny Peppermint. Criton 20001—This is Danny's first LP for the label and the material included should appeal to most twisters—but especially the teen-type. Half of the set was recorded in the Thunderbird Hotel, Las Vegas, and the excitement of hand-clapping, chanting and rock and rolling should pull added sales. Peppermint and the group are in fine shape on the disk, and the album features the lad's new one, "One More Time," along with some other top Twist fare.

★★★★ C'MON BABY LET'S DANCE Aki Aleong and His Teen Twenty. Reprise R 6020 (Stereo & Monaural)—Here's an exuberant ork treatment of a flock of current teen dances which carry strong appeal for young terpers. Aleong warbles with verve on nine of the items, including "Hully Gully," and "The Slop." Other tunes include "Mashed Potatoes," "The Fly," "Surfer's Stomp," and "Pony Time." Striking cover gives package good display value.

★★★★ BIG BAND THEMES Ralph Marterie. United Artists UAS 6177 (Stereo & Monaural)—Marterie's rich trumpet solo work is spotlighted with 88 strings on this package of nostalgic oldies. The results are eminently spinnable. The fine mood music set includes "Smoke Rings," "I Can't Get Started," "At Last," "Skyliner," "Marie," "Mood Indigo," and "My Reverie."

★★★★ AFTER HOURS Joni James. MGM E 4008 (Stereo & Monaural)—This is an interesting album by Joni James. It features the thrush in both uptempo and after-hours-type fare, backed by a swinging combo of jazzmen who also get a chance to shine. The tunes include "All or Nothing at All," "Misty," "I've Got a Crush on You," and "I Almost Lost My Mind." Joni turns in good vocals over uncluttered, mighty attractive backing.

★★★★ MIDNIGHT IN MOSCOW Al Caiola and His Ork. United Artists UAL 3200 (Stereo & Monaural)—Al Caiola takes his cue from Kenny Ball's current "Midnight in Moscow" hit and dedicates each of the 13 tracks here to some geographical location. The album shows the guitarist off in a much different light than in past albums. He is caught in each of the tracks playing more in a traditional jazz vein, a la the Ball style, than his usual fashion. Some of the better tracks are the title tune, "Japanese Sandman," "Under Paris Skies," "Song of India" and "Hindustan."

LOW PRICED POPULAR

★★★★ IN A GYPSY MOOD Werner Muller Ork. Telefunken TPS 12519 (Stereo & Monaural)—The imaginative arrangements for which Werner Muller is noted are very much in evidence here, in his treatment of Russian gypsy music. For example, he runs a Bach fugue in counterpoint to "Volga Boatmen," dishes up "Dark Eyes" to a rock and roll beat, does "Have Pity" as a waltz, and fashions the fiery "Csardas" to a pop approach. A standout collection, the LP is accurately subtitled "A Sound Spectacular," and should be especially welcomed by stereo broadcasters.

★★★★ BIG BAND RODGERS Ted Heath and His Band. Richmond B 20098—Devotees of the big band scene should find this album by the ever-popular Heath band a favorite—especially at the low Richmond price. Album has instrumental treatment of 10 Richard Rodgers evergreens done in a variety of tempi. The band is brisk, the rhythm strong and the individual solos are short and to the point. Among the Rodgers classics are "My Heart Stood Still," "Have You Met Miss Jones" and "There's a Small Hotel."

★★★★ THE BEST OF MARTIN DENNY Liberty S 6602 (Stereo & Monaural)—Liberty has packaged a flock of Denny's outstanding old sides in this album. Should do well in the low-priced field, and could build more sales for Denny in the regular priced LP market by acquainting more buyers with his exotic instrumental style. Tunes include "Ebb Tide," "Harbor Lights," "My Shawl," etc.

★★★★ THE BEST OF JULIE Julie London. Liberty S 6601 (Stereo & Monaural)—Here's a generous sampling of the misty-voiced thrush's efforts, culled from a dozen different albums she's turned out
(Continued on page 22)

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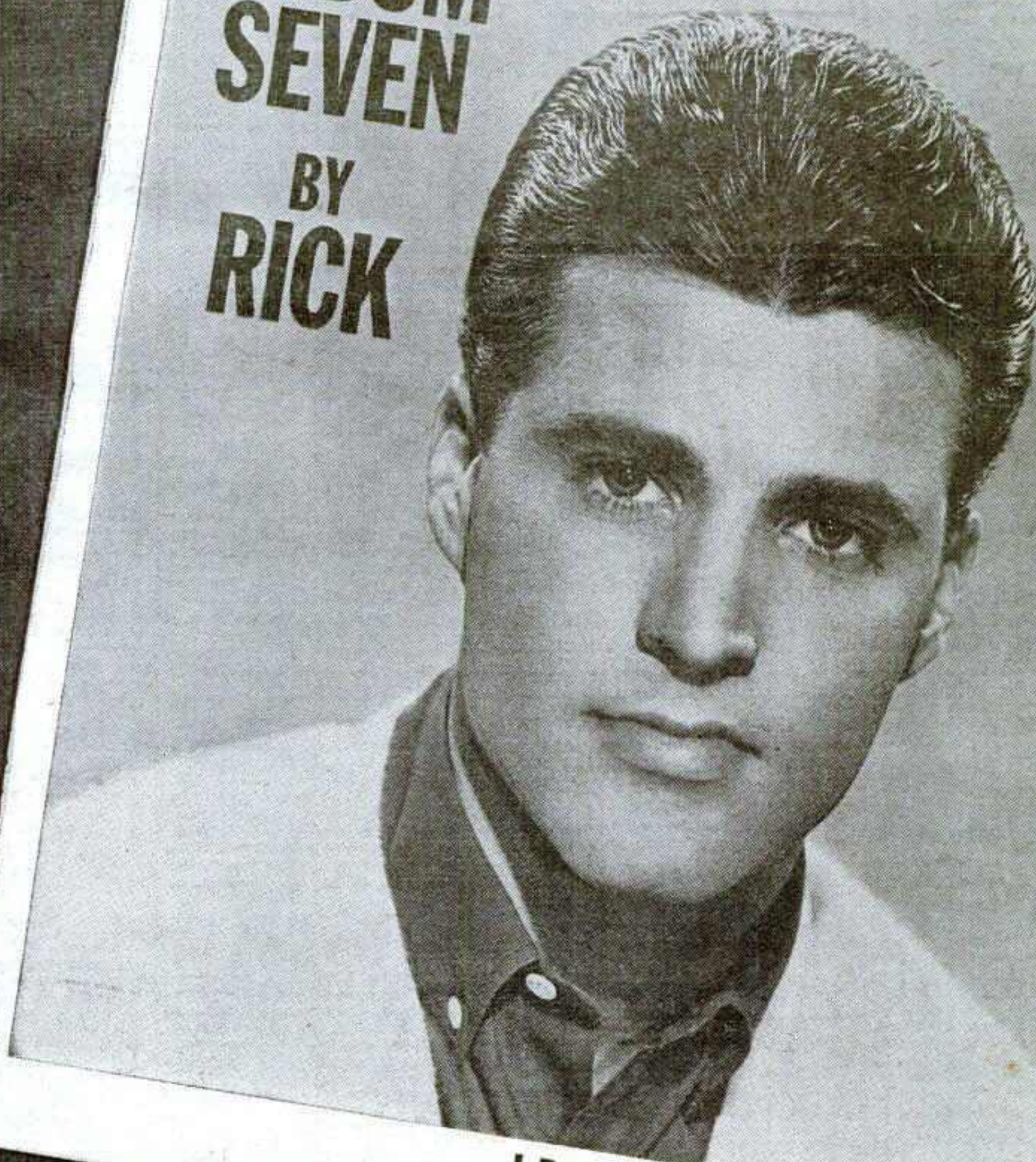
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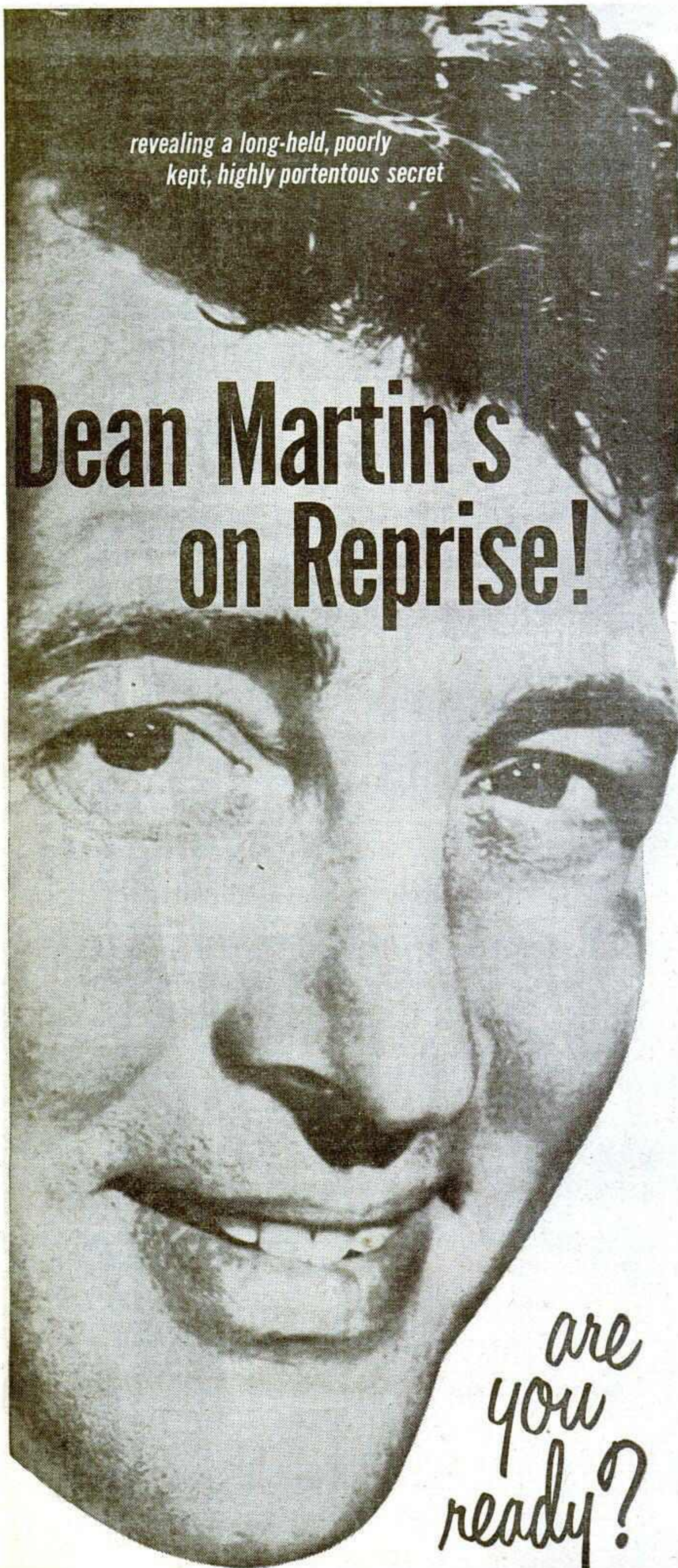
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Dean Martin's on Reprise!

are
you
ready?

● Reviews of New Singles

● Continued from page 22

Infectious rhythm-rocker is accorded solid ork treatment with showmanly piano guitar and sax solo work. (Yvette, BMI) (2:10)

★★★★ *Sightseeing Twist*—Same comment. (Yvette, BMI) (2:15)

CATHY CARROLL

★★★★ *The Young Ones* — WARNER BROS. 5263—Attractive tune from the flick of the same name is handed a solid reading by the lass over strong backing by the ork. Ballad has a teen message and side is worth exposure. (Witmark, ASCAP) (2:55)

★★★★ *My Heart Already Knows* — A warm pop weeper is handed a potent performance by Cathy Carroll, again aided by good ork support. This side, too, has a chance. (Aldon, BMI) (2:31)

EZIO LEONI ORK

★★★★ *Ballad of the Trumpet*—VESUVIUS 1051—Another version is already out but this also has a chance. It utilizes much the same kind of approach, with a fine trumpet lead in the catchy song. Rates good play. (BIEM) (2:48)

★★★★ *La Novia*—June Valli once had this as a vocal under the English title, "The Wedding." Here's another of several recent instrumental versions and it can cop a good share of the action. (Regent, BMI) (2:47)

TERESA BREWER

★★★★ *Another* — CORAL 62306 — The thrush has another good, country-styled effort here, done in medium tempo with a neat arrangement that adds to the side. She could draw plenty of coin with this. (Moss Rose, BMI) (2:46)

★★★★ *I Want You to Worry*—Here's a slow, soulfully thrashed ballad effort that comes off very well. It's done against a triplet background effect. Two good sides. (Knollwood, ASCAP) (2:45)

BILLY VAUGHN

★★★★ *Chapel by the Sea*—DOT 16329—A persuasive ballad is played smoothly and sweetly by the Vaughn crew here. A disk that could grab a lot of good music programming. (Sun-Vine, BMI) (2:09)

★★★★ *One Love, One Heartache* — A familiar Italian folk item that was recently a hit for Elvis Presley receives a very listenable performance from the Billy Vaughn ork. Side has a chance for action and juke coins. (Talisman, ASCAP) (2:16)

SONNY JAMES

★★★★ *The Legend of Brown Mountain Light*—RCA VICTOR 7998—Here's a side that might well get some action in country areas. The side tells the story of a legendary light that's seen in the North Carolina mountains. (Lynn, BMI) (3:19)

★★★★ *The Day's Not Over Yet*—Here's a lovely country ballad sung by the boy. It's in the weeper category with the boy backed by a group of male voices with easy combo filling the background. (Tree, BMI) (2:03)

NICKI NORTH

★★★★ *Mystery of Love* — CANADIAN-AMERICAN 136—Feelingful delivery by North on fervid rockaballad with nice ork backing. (Wemar, BMI) (2:33)

★★★★ *Magle Eyes*—Interesting backing marks this emotional reading of a dramatic theme. (Wemar, BMI) (2:09)

AL MARTINO

★★★★ *Love, Where Are You Now*—CAPITOL 14710 — Big-styled, big-voiced reading of the familiar melody, freshened up with a new set of lyrics. Good sound from the singer could help this get action. (Algen, ASCAP) (2:27)

★★★★ *Exodus*—The vocal version of the "Exodus" theme is sung powerfully here by Martino over lush backing. Also worth spins. (Chappell, ASCAP) (2:47)

JANE MORGAN

★★★★ *What Now My Love?*—KAPP 450 —Gal gives her usual quality performance on dramatic ballad with persistent bolero-rhythm that builds. Prime programming wax. (Remick, ASCAP) (2:41)

★★★★ *Forever My Love* — Haunting movie title theme is sung with taste and sincerity by thrush. Another nice deejay item. (Famous, ASCAP) (2:39)

MARIE KNIGHT

★★★★ *What Kind of Fool (Do You Think I Am?)*—OKEH 7147—Poignant reading by canary on plaintive weeper-type ballad with good lyrics and strong backing by ork and chorus. Merits spins. (Sylvia, BMI) (2:35)

★★★★ *Come on Baby (Hold My Hand)* —Thrush sings with strong emotional impact on feelingful r.&r. Item with gospel flavor and chorus backing. Should move in

both pop and r.&b. markets. (Sylvia, BMI) (2:23)

TITUS TURNER

★★★★ *Twistin' Train* — JAMIE 1213—Ditty based on a familiar spiritual is sung energetically here in Twist tempo by Titus Turner over backing with a beat and a fine guitar and horn solo. Good side. (Seven-Eleven, BMI) (2:05)

★★★★ *Walk on the Wild Side Twist*—Here's a Twist version of the tune from the new flick already recorded by Brook Benton. Turner sells it with feeling over a rocking backing. Watch this one, too. (Columbia Pictures, ASCAP) (2:17)

BUDDY GRECO

★★★★ *Let Me Love You*—EPIC 9499—The lovely tune is sung smartly here by Greco, helped nicely by a catchy ork arrangement. A side that should grab spins and spins and a lot of juke coin. (Leeds, ASCAP) (2:45)

★★★★ *Twistin' to the Blues* — Bright, swinging side by Buddy Greco that should grab a lot of air play. Chanter sells the swinging side with spirit over exciting big band support. A swinger. (Harriet, ASCAP) (2:30)

ZEN FULLER

★★★★ *Doomsday*—ACAMA 128—An introductory vocal gimmick is an attention-getter on this side, and showcases the vocal, which is backed by a fetching rhythm pattern. (Calaban-Granson, BMI) (1:54)

★★★★ *Take a Memo From a Fool*—Chanter has considerable technical facility here, combining a church style with a belting vocal, to a triplet backing. (Calaban-Granson, BMI) (2:29)

MARTIN DENNY

★★★★ *Sucu-Sucu* — LIBERTY 55426—Here's a bright version of the European hit that could grab a lot of air play. Vocal version is called "Step Right Up." Worth exposure. (Harvard, BMI) (2:04)

★★★★ *Paradise Cove* — Listenable and tender instrumental effort receives a warm reading by the Denny crew, aided by a slow, solid beat from percussion. Worth deejay spins. (Dolly Bee, BMI) (2:22)

SUSAN LYNNE

★★★★ *Such a Short Time*—DUEL 506—A brisk rockaballad is sung by a young lass with a femme vocal backing. The side moves right along on some smart arrangement featuring strings, horns and smart drum effects. (Aldon, BMI) (2:14)

★★★★ *There'll Be No Goodbyes*—Rockaballad on this side has a Latin feeling. The lass sings out with the femme group filling the background. Strings and horns add to the side. (Aldon, BMI) (2:07)

VIC DAMONE

★★★★ *Once Upon a Time*—CAPITOL 4718—Here's a lush ballad from the new Broadway show "All-American." Damone was never in better voice and he's backed by full strings and a choral group. Better music programming stations should really go for this one. (Moreley) (2:25)

★★★★ *No Strings*—Ballad from the new Richard Rodgers show "No Strings." The lad lends much feeling to the tune and he is beautifully backed by chorus and strings. (Williamson) (2:29)

GEORGE GREELEY

★★★★ *11th Hour Melody* — WARNER BROS. 5264—The lovely TV feature film theme (WNBC, New York) is wrapped up in lush ork treatment. Nice jockey item. (George Paxton, ASCAP) (2:47)

★★★★ *What Now My Love?*—Romantic theme is accorded rich ork treatment with standout piano work. Another spinnable side. (M. Witmark, ASCAP) (2:21)

THE WEAVERS

★★★★ *Rally Around the Flag* — VANGUARD 35015—The familiar patriotic tune is sung in the enthusiastic Weavers' style here, over simple banjo backing. A side that should grab a lot of spins. (Loom, BMI) (2:16)

★★★★ *Fight On*—Another traditional effort receives a sock reading from the group, again aided by simple backing. Two sides that will please the Weavers' fans. (Loom, BMI) (2:39)

MIKE PEDICIN QUINTET

★★★★ *When the Cats Come Twistin' In* —ABC-PARAMOUNT 10303—The Pedicin combo sounds off with a driving reading of the old favorite "The Saints" in Twist time. It's a happy side with a chance. Pedicin handles the vocal here. (Malvern, ASCAP) (2:00)

★★★★ *Gotta Twist*—Another wild side by the combo with a vocal by the leader. Both are exciting and rocking as well. (Malvern, ASCAP) (2:08)

THE COASTERS

★★★★ *Teach Me How to Shimmy*—ATCO 6219—In hully gully tempo is this

story of the shimmy, an up-tempo effort that the lads sing stylishly aided by swinging backing from the ork. Solid wax for teens. (Progressive-Trio, BMI) (2:09)

★★★★ Ridin' Hood—The Coasters tell about Red Ridin' Hood on this bright cute side that has a foot-tapping tempo. Kids will dig this as well as a lot of adults. (Gregmark-Progressive, BMI) (2:36)

BOB MOORE

★★★★ Ooh La La—MONUMENT 457—A bright and happy instrumental receives a first-rate interpretation from the Bob Moore ork, with a nice touch from the chorus. Could be another big one for the "Mexico" ork. (Acuff-Rose, BMI) (2:22)

★★★★ Auf Wiedersehen Marlene—This is a sort of German version of "Mexico" featuring oom-pah-pahs over Latinish ork work. Listenable but flip is a bit stronger. (Acuff-Rose, BMI) (2:39)

JEANNE AND JANIE

★★★★ Five Minutes on the Hour—CAPITOL 4713—Uptempo weeper receives a verveful performance from Jeanne and Janie Black, supported by strong pop-country backing by the combo. Could get country and pop spins. (Tenn-Tex, BMI) (2:00)

★★★ Crying Away My Time—(Central, BMI) (2:23)

SMOTHERS BROTHERS

★★★★ Down in the Valley—MERCURY 71937—From the Mercury album, "The Smothers Brothers," comes the side. Side has a true folk quality, with an interesting chordal arrangement behind the vocal. Good wax here. (MRC, BMI) (2:41)

★★★ Where the Lilacs Grow — (Leeds, ASCAP) (2:53)

ART FARMER-BENNY GOLSON

JAZZTET
★★★★ Tonk — MERCURY 71942 — Tasty jazz instrumental treatment of interesting theme with lightly swinging tempo. Nice wax for hip pop jocks and jazz spinners. (Brynor, BMI) (2:45)

★★★ Sonny's Back—(Kayak, BMI) (2:48)

CHARLIE FLENER

★★★★ Someday — TEMPWOOD 1034—Folk-oriented melody gets a bright performance, with a chick chorus answering the male vocal; horns pick up the melody midway for a go. (Cedarwood, BMI) (2:11)

★★★ Moon in My Window—(Cedarwood, BMI) (2:04)

SAM TAYLOR JR.

★★★★ Such a Love—CAPITOL 4711—Listenable approach to a meaningful tune with a gospel flavor by Taylor aided by femme backing, and Rene Hall band. Worth spins. (American, BMI) (2:40)

★★★ Everybody Knows I Love You—(American, BMI) (2:30)

JOHN LEMONS

★★★★ African Twist—TIMBRE 501—Interesting off-beat jazz instrumental treatment of exotic theme, with Latin-styled tempo and solid flute solo stint. Not a Twist, though (Yvette, BMI) (2:38)

★★★ La Wanda—(Yvette, BMI) (2:32)

MAUREEN GRAY

★★★★ There Is a Boy—CHANCELLOR 1100—The chick has a strong voice that comes through strongly on this Latin-styled ballad that has a good dance beat. Smart arrangement features strings and strong rhythm (Rambled, BMI) (2:26)

★★★ I'm So Young—(Vance, BMI) (2:20)

ORCHESTRA DEL ORO

★★★★ Headin' Home — SONODOR 203 — Good programming material here. The side is in an attractive string setting and has the kind of beat the kids might go for. Tune was written and arranged by Don Costa. (Chesdel, BMI)

★★★ Yes, Oh Yes—(Chesdel, BMI)

THE RENAULTS

★★★★ Only You — WAND 120 — Lead singer has the solo spotlight on this rocka-ballad version of the standard. Tune is handled neatly with strings and the rest of the group filling the background with liquid sound. (Wildwood, BMI) (2:15)

★★★ Hully Gully Lamb—(Mellin, BMI) (2:18)

THE CHARMS

★★★★ Oh Mercy—JAY-DEE 2766—This rompin' instrumental is played with enthusiasm by the combo. The blues-based line is swung with conviction while tenor sax and guitar have the solos. (1:50)

★★★ The Shift—(2:10)

YVONNE FAIR AND JAMES BROWN BAND

★★★★ I Found You—KING 559—Agi-

tated reading—featuring cute scream gimmick—by canary on bouncy rhythm-rocker with solid backing by Brown ork. Has appeal for both r.&b. and pop buyers. (Lois, BMI) (2:17)

★★★ If I Knew—(Lois, BMI) (2:26)

HAL WILLIS

★★★★ Bayou Pierre—MERCURY 71933 —Lively Cajun-novelty is chanted with vitality and showmanship by Willis. Dual market item — c.&w. and pop. (Lowery, BMI) (2:35)

★★★ I Love You—(Lowery, BMI) (2:58)

TARANTULAS

★★★★ Kawliga—FERNWOOD 131—This is the old Hank Williams hit done instrumentally, with horns and some novel instrumental effects. (Milene, ASCAP) (2:00)

★★★ Like? Spellbound — (Sandra-Pure Gold, BMI) (1:42)

JENNIE SMITH

★★★★ Your First Broken Heart—CANADIAN-AMERICAN 135—Tender chirping by canary on plaintive teen-appeal ballad. Could get spins. (P. S., BMI) (2:27)

★★★ It's Murder for Roberta—(Dominion, BMI) (2:04)

LESTER LANIN AND HIS ORK

★★★★ Twelfth Street Rag—EPIC 9501—From the orkster's new album "More Twistin' in High Society" comes this Dixie-ish twister that should interest his many fans. A fun side for jocks and jukes. (Shapiro-Bernstein & Co., Jerry Vogel, ASCAP) (2:40)

★★★ Russian Roulette — (Joli, BMI) (2:08)

DEAN MARTIN

★★★★ Just Close Your Eyes—REPRISE 20058—Dino's first single for Reprise is a soft ballad much in the Martin style with mandolin, strings and choir backing. (Eddie Shaw, ASCAP) (2:54)

★★★ Tik-a-TEE, Tik-a-Tay—(E. B. Marks, BMI) (2:23)

JERRY MCGEE

★★★★ Walkin'—REPRISE 20057—Here's an intriguing instrumental that ties the twangy sound of folk country guitar with strings and rhythm in medium tempo. Side has a catchy quality that might get it plenty of air time. (South Mountain, BMI) (2:33)

★★★ Blues Train — (South Mountain, BMI) (2:08)

THE FABULOUS FOUR

★★★★ It's No Sin — CHANCELLOR 1102 — The lads sell the old hit with warmth, aided neatly by a smart arrangement. It deserves exposure and could get juke action. (Algonquin, BMI) (2:32)

★★★ Forever—(Debmarr, ASCAP) (1:55)

JUNIOR LEWIS

★★★★ Forty Days and Forty Nights—COLUMBIA 42361 — He wouldn't mind having been in the Arc while it was raining as long as his girl was near, is the theme of this cute side. Singer handles it well and it's worth exposure. It's a driving rocker for the teens. (Sylvia, BMI) (2:00)

★★★ The Only Girl—(Chappell, ASCAP) (2:10)

MICKEY WOOD

★★★★ (They Call Me) Cupid—TAMLA 54052 — He's everyone's Cupid, but he doesn't have a love of his own. Singer sells it sincerely and the ork arrangement is strong. Worth exposure. (Jobette, BMI) (2:41)

★★★ Please Mr. Kennedy—(Jobette, BMI) (2:34)

ARLEEMAH WADOOD

★★★★ Oh! Baby — WILLOW 23005—Here's a bright rocking side that's got a touch of calypso in it. The gal really sings with a strong feeling against a hard-hitting background. Fine potential here. (Ben-Ghazi, BMI) (2:13)

★★★ Oh Lover (Hear My Plea)—(Ben-Ghazi, BMI) (2:40)

EVELYN FREEMAN

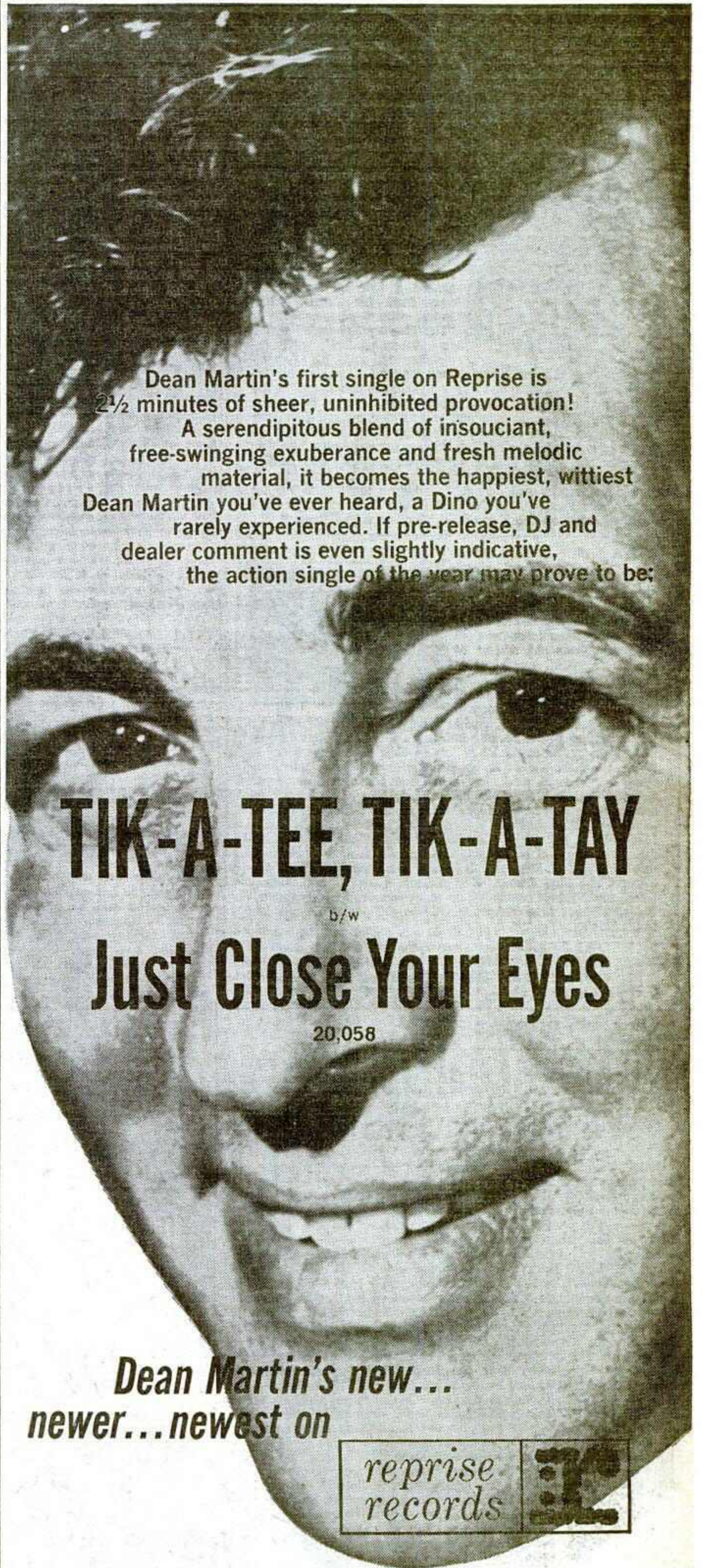
★★★★ Didn't It Rain—UNITED ARTISTS 406—Fervent reading by lead canary and her chorus on great old spiritual with infectious backing. Solid item for pop as well as r.&b. markets. (Morrisiana, ASCAP) (2:10)

★★★ Water Boy — (Morrisiana, ASCAP) (3:00)

HASH BROWN

★★★★ Ain't She Sweet—PHILIPS 40005 —Sardonic comment by Brown and cute chirping by femme chorus on pretty oldie.

(Continued on page 30)



Dean Martin's first single on Reprise is 2½ minutes of sheer, uninhibited provocation! A serendipitous blend of insouciant, free-swinging exuberance and fresh melodic material, it becomes the happiest, wittiest Dean Martin you've ever heard, a Dino you've rarely experienced. If pre-release, DJ and dealer comment is even slightly indicative, the action single of the year may prove to be;

TIK-A-TEE, TIK-A-TAY

b/w

Just Close Your Eyes

20,058

Dean Martin's new...
newer...newest on

reprise
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.

**JACK JONES
(Kapp)**



PERSONAL MANAGER: Nick Sevano. **BOOKING OFFICE:** GAC. **BIRTHDAY:** January 14, 1938. **HOME TOWN:** Los Angeles. **EDUCATION:** High school. **HOBBIES:** Water sports and horseback riding. **BACKGROUND:** Jones inherited a love of show business from his father, Allan Jones, whose performance of "The Donkey Serenade" was a standout in musical comedy entertainment, and his actress-mother, Irene Hervey. Jones started his professional career appearing with his father at various night clubs and hotels in the West. Determined to make it alone, Jones went on to capture club dates, TV appearances and recording contracts, first with Capitol Records and currently with Kapp Records. The lad has been a favorite with the nation's deejays for some time, showing up on the BMW D.J. Poll in various years, and his current disk success shows he has won many fans. Jones is also presently studying dramatics and dancing in addition to voice to aid his show business career. **LATEST SINGLE:** Jack Jones' first hit single spinning on the Kapp label, "Lollipops and Roses."

**ANITA KERR & THE SO & SO'S
(RCA Victor)**



HOME TOWN: Memphis. **BACKGROUND:** Anita Kerr studied the piano from the time she was 4 years old, and at 14 became a staff musician at Memphis radio station WREC. Concurrently she was performing with a vocal trio on two shows a week at WHBQ, also in Memphis. She arranged songs for the group which became known as the Anita Kerr Singers in later years and as the So & So's on their current hit disk. In 1948 Miss Kerr moved to Nashville, where she was kept busy doing background work, arranging and recording for Decca Records. Although the Anita Kerr Quartet was offered a permanent spot on Arthur Godfrey's show in 1960, the group chose to remain in Nashville. Currently with RCA Victor Records, Miss Kerr is a &r. man Chet Atkin's "right-hand man," directing, arranging and supervising sessions for him in addition to recording herself. She has also headed vocal groups backing performers like Jim Reeves, Don Gibson, Eddy Arnold, Jimmy Elledge and John Loudermilk on many hits. The talented vocalists who assist Miss Kerr are Gil Wright, Dotty Dillard and Louis Nanley.

LATEST SINGLE: The first chart item for the group on Victor is tagged "Joey Baby."

LATEST ALBUM: "The Hit Sound" on RCA Victor released a few weeks ago.

**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

How can record manufacturers be of more help to classical record programmers?

THE ANSWERS

**J. RICHARD TURNER
WCOP-FM, Boston**

In a recent issue of BMW you wrote of the importance of classical records to profits. Our biggest suggestion to record manufacturers is that classical music stations are daily (in our case, 24 hours a day) exposing their records on the air. The most important way for manufacturers to help us is by working with us in programming blocks of shows and paying for the time.



**ALAN LEVITT
KSFR, San Francisco**

1. Write all stations in an area and pick the one or two that play concert music. 2. Send local distributors records marked for that station. 3. Instruct local distributors to replace catalog items the station needs. 4. Provide all new releases prior to marketing. 5. Let selected station know that it will be getting this service. 6. Request station to give record company and number air plugs on any items. (Something we now do.) 7. Make all items available free. 8. Provide advance promotion on new releases. 9. New stations should get complete, usable catalog, since this market is relatively selective. It would be a good investment.



**DE KOVEN
WRFM, New York**

Always time records. Vox and some others are doing it more and more. This saves the station's time and makes them more apt to program pre-timed records. Also be sure and time and band all movements. This means space between movements too. I know it can be done with no extra cost. (See Vox Jox on this page for more suggestions by De Koven.)



the K's' Sing Along With the Original Golden Gassers" and "Murray the K's' Blasts From the Past." Also on the chart is ex-deejay Alan Freed's "Memory Lane" package. George Hudson, WNJR, Newark, N. J., has a follow-up to his last Capitol Twist album. His new one is tagged "George Hudson Presents Dance Time" and features current teen dances. Another New Jersey jock, Clay Cole, WNTA, Newark, N. J., has had a new single out, "Twist Around the Clock" on Imperial.

VOX JOX

By JUNE BUNDY

MORE FROM DE KOVEN: Syndicated deejay De Koven (see this week's programming panel) whose off-beat classical record show is carried by a flock of stations across the country, had some additional suggestions to make to manufacturers. Since space in this week's panel is limited, we are running De Koven's remarks here. He writes: "You (manufacturers of classical albums) are to be commended for your magnificent contribution to better and enduring music on the whole, but there are some points wherein I believe you may be of still greater service to the record buying public generally, and especially to the radio broadcaster.

"1. Get as much music on each side as possible—not the 15 to 20 minutes now practiced, but 25 to 30 minutes, which can be done with no perceptible loss in quality. The public will love you for it. Just as they don't when you short change them on the amount of music offered, and don't think they don't know the score. Furthermore, the station's record spinners will love you for it and be more apt to play your records.

"2. Another flagrant and transparent practice is to give one or maybe two new and desirable pieces on a new release and pad the rest of the record with old warhorses that no one who wants the new ones could care less about.

"3. Quit plastering the big, big performers' name all over the jackets. Lead the public. Don't follow them sycophantically through all their idiocies. The immortal classical masters are vastly more important than all the performers put together, so feature them, not the relatively little artists who rarely, if ever, outlive themselves.

"4. Listen to your own records attentively and intelligently once in a while, so you know more about some of the flagrant perpetrations you sometimes inflict upon record spinners and public alike. About one record in 10 has the wrong label, the wrong name, or the wrong band sequence, etc. And for heaven's sake please make your labels more legible and not too fancy! Your color schemes are often without contrast.

"5. Give the proper pronunciations of all artists and composers on your jackets. The public will love it and the announcers might thus commit fewer massacres of foreign names. For pity's sake re-release more of your cut-backs. Give the dealers some sort of incentive to report to you what people are asking for."

CHANGE OF THEME: Dave Howe has moved from WTWN, St. Johnsbury, Vt., to WIKL, Newport, Vt., where he handles a daily rock and roll show from 3 to 5 p.m. . . . Sid Knight, formerly program director-deejay at WAME, Miami, has joined WCKR, Miami, as promotion-merchandising manager. . . . Bob Kincaid, ex-WIKY, Evansville, Ind., is the new morning man at WFKY, Frankfurt, Ky. . . . J. C. Dowell has resigned as vice-president-general manager of KIOA, Des Moines, Iowa. . . . Ed Kemp, ex-program director of KCPX, Salt Lake City, has joined WOOD, Grand Rapids, Mich., in a nighttime slot.

Rita Garner, formerly advertising-exploitation director of WABC, New York, has been named director of sales promotion for the Mutual Broadcasting System. . . . Jack Murray, ex-KOIL, Omaha, Neb., is moving to KFJZ, Fort Worth, Tex. . . . Doc Wheeler celebrated his 14th anniversary at WWRL, New York, this month. . . . Dave Andrews has been appointed full-time music director at KFRC, San Francisco. . . . Kirl Justice, formerly program manager at KAJI, Little Rock, Ark., and recently discharged from the Army, has joined WPGC, Washington, in a 10 a.m.-2 p.m. time period.

YESTERDAY'S HITS

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

**POP—5 Years Ago
March 2, 1957**

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

**POP—10 Years Ago
March 2, 1952**

1. Cry, J. Ray, Okeh
2. Tell Me Why, Four Aces-A. Alberts, Decca
3. Wheels of Fortune, K. Starr, Capitol
4. Blue Tango, L. Anderson, Decca
5. Any Time, E. Fisher-H. Winterhalter, RCA Victor
6. Little White Cloud That Cried, J. Ray, Columbia
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, Boll Sisters, RCA Victor

RHYTHM & BLUES—5 Years Ago—March 2, 1957

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

- Without Love, C. McPhatter, Atlantic
Blueberry Hill, F. Domino, Imperial
Too Much, T. Presley, RCA Victor
If Hurts to Be in Love, A. Laurio, DeLuxe
Lucky Lips, R. Brown, Atlantic

TIME TO SWING

**Promo Man Joins DJ's
Waxing as Pop Artists**

NEW YORK—More and more disk jockeys are turning record artist these days (see BMW, January 6) and now the wax bug has bitten a record promoter. Veteran Chicago disk promoter and personal manager Paul Gallis has sliced "Boogie Twist" for the Heartbeat label. The disk is a local singles breakout this week in St. Louis and Chicago. Ironically, illness has kept Gallis from plugging his own disk, so his brother, movie producer-director Jim Gallis, has taken over the chore on the East Coast. Prior to entering the disk promotion business, Paul Gallis was a bandleader and played drums for 18 years in Chicago niteries.

Meanwhile, the latest disk jockey-turned-record-artist is Pete Myers, WNEW, New York. He has cut the novelty disk "Gunga Didn't" for Mr. Peacock Records. Myers is billed as Lord Didd on the label. Station WNEW already has one best selling disk artist in newsman Phil McLean, who made the versatile hit "Small Sad Sam." Although WNEW exalts frown on newsman McLean making rec-

ords ("because of the public's general image of the dignity of a newsman") the ex-Cleveland deejay has a new one out: "Big Mouth Bill," on the same label this month.

Also active in the deejay-artist race is WNEW's William B. Williams, who had a Christmas talk record out on Dual in December. Bob Braun, WLW and WLW-TV, Cincinnati, cut his first Decca release, "Till Death Do Us Part" February 5. Baltimore deejay Jack Gale is featured on the Trojan label with "High School Deck of Cards." Ron McKay, WCOP, Boston, says he'll have a record out shortly, but doesn't name the label.

Topper to the new trend may be a new Veltone record "Interview With Mr. K" and "The Three Hep Piggies" featuring an artist billed on the label as "534-Year-Old Humorous Dian." She's the daughter of deejay Don McKinnon, KEWB, Oakland, Calif.

Still riding BMW's best selling monaural album chart this week is Murray Kaufman, WINS, New York, with two albums "Murray



*Excerpted from the hit album
 "SINATRA AND STRINGS" to satisfy
 unprecedented, unexampled demand
 by most of the nation's top DJ's*

Sinatra

**DOING
 SINATRA THINGS
 TO**

STARDUST
 b/w
Come Rain or Shine

20,059

A SIGNIFICANT SINGLE...FROM

reprise 

...TO PLAY AND PLAY AGAIN



THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING MARCH 3

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

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1		1 DUKE OF EARL	By Williams-Edwards-Dixon—Published by Conrad (BMI)	6
2		2 THE TWIST	By Hank Ballard—Published by Jay & Cee-Armo (BMI)	30
3		3 THE WANDERER	By E. Maresca—Published by Schwartz-Disal (ASCAP)	9
4	7	7 HEY! BABY	By Cobb-Channel—Published by LeBill (BMI)	4
5	4	4 NORMAN	By John D. Loudermilk—Published by Acuff-Rose (BMI)	8
6	5	5 PEPPERMINT TWIST	By Joey Dee-Henry Glovers—Published by Impact-Waro (BMI)	13
7	9	9 BREAK IT TO ME GENTLY	By Lamperi-Seneca—Published by Northern (ASCAP)	7
8	10	10 CRYING IN THE RAIN	By Greenfield-King—Published by Aldon (BMI)	5
9	8	8 DEAR LADY TWIST	By Guida—Published by Pepe (BMI)	7
10	16	16 MIDNIGHT IN MOSCOW	By Soloviev-Sedol-Matuskevsky-Ball—Published by Melody Trails (BMI)	3
11	6	6 A LITTLE BITTY TEAR	By Hank Cochran—Published by Pamper (BMI)	9
12	14	14 CHIP CHIP	By Barry-Crofford-Resnick—Published by Trinity & Gio-Mac (BMI)	4
13	17	17 LET ME IN	By Y. Baker—Published by Arc-Kae Williams (BMI)	3
14	25	25 DON'T BREAK THE HEART THAT LOVES YOU	By David-Murry—Published by Francon (ASCAP)	2
15	13	13 COTTON FIELDS	By Dave Fisher—Published by Westside (BMI)	8
16	15	15 BABY IT'S YOU	By Mack David-Barney Williams-Bert Bacharach—Published by Dolfi (ASCAP)	8
17	18	18 TUFF	By Cannon—Published by Jec (BMI)	4
18	21	21 PERCOLATOR (TWIST)	By Bideu-Freeman—Published by Meadowlark (ASCAP)	2
19	19	19 I'M BLUE (The Gong-Gong Song)	By Turner—Published by Progressive-Placid (BMI)	3
20	22	22 HER ROYAL MAJESTY	By Goffin-King—Published by Aldon (BMI)	2
21	12	12 I KNOW	By Barbara George—Published by Saturn-At Last (BMI)	10
22	26	26 MY BOOMERANG WON'T COME BACK	By Diamond-Drake—Published by Picadilly (BMI)	2
23	24	24 SMOKY PLACES	By Abner Spector—Published by Annie-Earl & Sun Flower (ASCAP)	4
24	11	11 CAN'T HELP FALLING IN LOVE	By Weiss-Peretti-Creatore—Published by Gladys (ASCAP)	11
25	—	WHAT'S YOUR NAME	By Claude Johnson—Published by Hill & Range (BMI)	1
26	23	23 CAJUN QUEEN	By W. Walker—Published by Cedarwood (BMI)	3
27	—	TO A SLEEPING BEAUTY	By Markes, Kahn, Van Alstyne—Published by Songsmith-Remick (ASCAP)	1
28	—	TWISTIN' THE NIGHT AWAY	By Cooke—Published by Kags (BMI)	1
29	—	SHE'S GOT YOU	By Hank Cochran—Published by Pamper (BMI)	1
30	—	DREAM BABY	By Cindy Walker—Published by Combine (BMI)	1

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- 1. DUKE OF EARL**—Gene (Duke of Earl) Chandler, Vee Jay 416; Timmy Reynolds, Operators 2008.
- 2. THE TWIST**—Chubby Checker, Parkway 811; Hank Ballard and the Midnighters, King 5171; Little Sisters, Parkway 815; Ernie Freeman, Imperial 5793; Billy Wade, Operators 2003.
- 3. THE WANDERER**—Dion, Laurie 3115.
- 4. HEY! BABY**—Bruce Channel, Smash 1731.
- 5. NORMAN**—Sue Thompson, Hickory 1159.
- 6. PEPPERMINT TWIST**—Joey Dee and the Starliners, Roulette 4401.
- 7. BREAK IT TO ME GENTLY**—Brenda Lee, Decca 31348; Sandy Lynn, Operators 2007.
- 8. CRYING IN THE RAIN**—Everly Bros., Warner Bros. 5250.
- 9. DEAR LADY TWIST**—Gary (U. S.) Bonds, LeGrand 1015; Timmy Reynolds, Operators 2007.
- 10. MIDNIGHT IN MOSCOW**—Kenny Ball, Kapp 422; Jan Bergens, London 10503.
- 11. A LITTLE BITTY TEAR**—Burl Ives, Decca 31330; Wanda Jackson, Capitol 4681.
- 12. CHIP CHIP**—Gene McDaniels, Liberty 59405.
- 13. LET ME IN**—Sensations, Argo 5405.
- 14. DON'T BREAK THE HEART THAT LOVES YOU**—Connie Francis, MGM 13059.
- 15. COTTON FIELDS**—Highwaymen, United Artists 370.
- 16. BABY IT'S YOU**—Shirley, Scepter 1227.
- 17. TUFF**—Ace Cannon, Hi 2040.
- 18. PERCOLATOR (TWIST)**—Billy Joe and the Checkmates, Dore 620.
- 19. I'M BLUE**—Ikettes, Atco 6212.
- 20. HER ROYAL MAJESTY**—James Darren, Colpix 622.
- 21. I KNOW**—Barbara George, AFO 302.
- 22. MY BOOMERANG WON'T COME BACK**—Charlie Drake, United Artists 398.
- 23. SMOKY PLACES**—Corsairs, Tuff 3030.
- 24. CAN'T HELP FALLING IN LOVE**—Four Esquires, Terrace 7502; Elvis Presley, RCA Victor 7968; Keely Smith, Dot 16298.
- 25. WHAT'S YOUR NAME**—Don & Juan, Big Top 3079.
- 26. CAJUN QUEEN**—Jimmy Dean, Columbia 42282; Red Sovine, RCA Victor 7981.
- 27. TO A SLEEPING BEAUTY**—Jimmy Dean, Columbia 42282.
- 28. TWISTIN' THE NIGHT AWAY**—Sam Cooke, RCA Victor 7983.
- 29. SHE'S GOT YOU**—Patsy Cline, Decca 31354.
- 30. DREAM BABY**—Roy Orbison, Monument 456.

Germans Watch U. S. Congress Before Reforming Rights Law

BONN—West Germany's Parliament has postponed action on a copyright reform draft law, and the delay is linked with pressure in the U. S. Congress for enactment of a new American copyright law requiring royalties from broadcast and juke box use of recorded music.

German parliamentarians understand that passage of a law—most likely a reform of U. S. copyright legislation requiring phonograph and radio-TV royalties for the use of copyright music is a likely eventuality.

Therefore, it has been decided to hold up action on Germany's own copyright reform measure with a view to co-ordinating legislation in the two countries. The Germans favor the writing of uniform copyright legislation for all countries to the maximum possible extent.

There are even efforts to co-ordinate German legislation with

pending Japanese legislation, although the main German concern is with action in Washington.

German parliamentary sources are closed-mouthed about the precise status of pressure on Capitol Hill for collection of royalty from broadcasters and juke box record users. But it is learned that liaison has been established between the two parliamentary bodies on an informal basis.

The German draft law has been made available to the House subcommittee on Select Education, and U. S. Congressional royalty proposals are under study here.

Furthermore, there is strong interest here in the proposal to use performance money from broadcast and juke box use of recorded music to subsidize live performing arts.

(Continued on page 42)

NARAS Mailing Longest Grammy List in History

HOLLYWOOD — Members of the National Academy of Recording Arts & Sciences last week were mailed an eligibility list of recordings to be considered for nomination in the next Grammy Awards. The list was accompanied by a ballot which members are to complete and return by March 9. The list, containing some 3,000 titles, is the longest in the history of NARAS.

NARAS members will cull the list and select recordings for nomination in 40 different categories. Members will be asked to select five recordings in order of preference under each category. Records included on the Eligibility List had to be released during the period from December 1, 1960, to November 31, 1961.

Raine Named GM Of Col. Studios

NEW YORK—Kenneth Raine has been appointed general manager of Columbia Recording Studios. The newly created department will cover the firm's studios in New York, Hollywood, Chicago and Nashville.

Columbia recently acquired the Owen Bradley studios in Nashville for a price of over \$300,000. The deal was negotiated by Raine. Prior to his new post, Raine, who has been with Columbia for 20 years was, most recently, director of personnel and labor relations.

Raine named J. William Denny to the position of manager of the firm's Nashville studios. Denny, before joining Columbia, was vice-president and professional manager of Cedarwood Music. Before that he was with N. W. Ayer & Son in Philadelphia.

Joe Mathews Will Exit Capitol Firm

NEW YORK—Joe Mathews has ended his 13-year association with Capitol Records. Mathews has been for the past six years national promotion and publicity manager at the firm's East Coast headquarters, and also was assistant to the vice-president in charge of Eastern operations.

He started with Capitol 13 years ago as salesman in the company's Los Angeles branch, and moved up the ladder as Detroit sales manager, and West Coast district sales manager. He replaced Dick Linke as national promotion manager when he came east.

His future plans are expected to be announced shortly.

NAB Plugs Stereo FM

WASHINGTON—Emphasis will be on stereo FM during the half of FM Day sponsored by the National Association of Broadcasters at their Chicago convention in April. NAB says the National Association of FM Broadcasters, the sales and promotion arm of FM radio, will program the morning session Sunday, April 1, emphasizing techniques and problems in selling FM radio time.

Plans for FM Day were discussed here at a recent meeting of the NAB FM Radio Committee, headed by Ben Strouse, WWDC-FM, Washington. Fred Rabell, KITT, San Diego, Calif., a committee member and president of NAFMB, outlined the latter's program for the morning session.

NAB expects that the amount of exhibition space taken at the convention to be held at the Conrad Hilton Hotel, Chicago, April 1-4, will set an all-time high. Everett E. Revercomb, secretary-treasurer, has released names of over 50 associate member equipment manufacturers who have already signed contracts, including RCA, Ampex, Fisher, Schafer Electronics, General Electric and others.

Van Cliburn Topic Of KALL Contest

SALT LAKE CITY—Local Station KALL, which recently dropped its long-time Top 40 format and adopted a "Swinging Sounds of the Sixties" policy, is going all the way on "good music" this month.

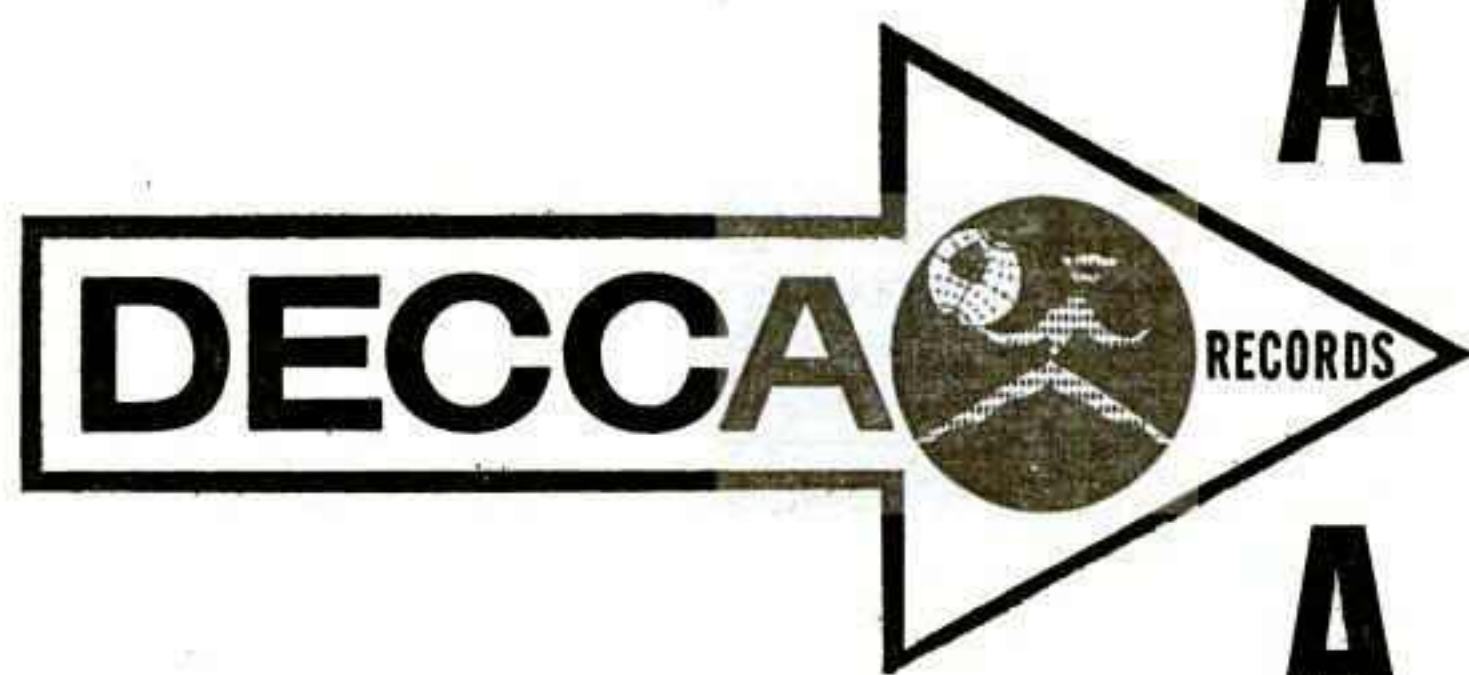
The outlet is conducting a contest in conjunction with pianist Van Cliburn's upcoming concert here.

Listeners are asked to write—in 25 words or less—on "How Van Cliburn could hit a million seller with a classical piece of music. Dialers submitting the top 10 best letters will each receive a copy of Van Cliburn's million-seller LP, "Tchaikovsky's Piano Concerto."

RCA to Issue Track Out of 'Black Tights'

NEW YORK—RCA Victor will release the sound track from the new French flick "Black Tights." This new picture stars four ballerinas, Cyd Charisse, Moira Shearer, Zizi Jeanmaire, and Roland Petit. It contains music from four familiar ballets, and opened at the Plaza Theater in New York last week.

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



A HIT SINGLE

becomes

A HIT ALBUM!

**JUST
RELEASED**

BERT KAEMPFERT AND HIS ORCHESTRA



AFRIKKAAN BEAT

AND OTHER FAVORITES

BERT KAEMPFERT AND HIS ORCHESTRA

Including:
 DANCING IN THE DARK
 MOONGLOW
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 WHERE OR WHEN
 JUST AS MUCH AS EVER

DL-4273 (M) DL-74273 (S)

Now in Stock at the Decca Branch Serving You!

**IT TAKES ALL KINDS . . . TO INSURE
\$STRONG, \$OLID \$ALES
. . . AND THEY'RE ON CHANCELLOR!!!**



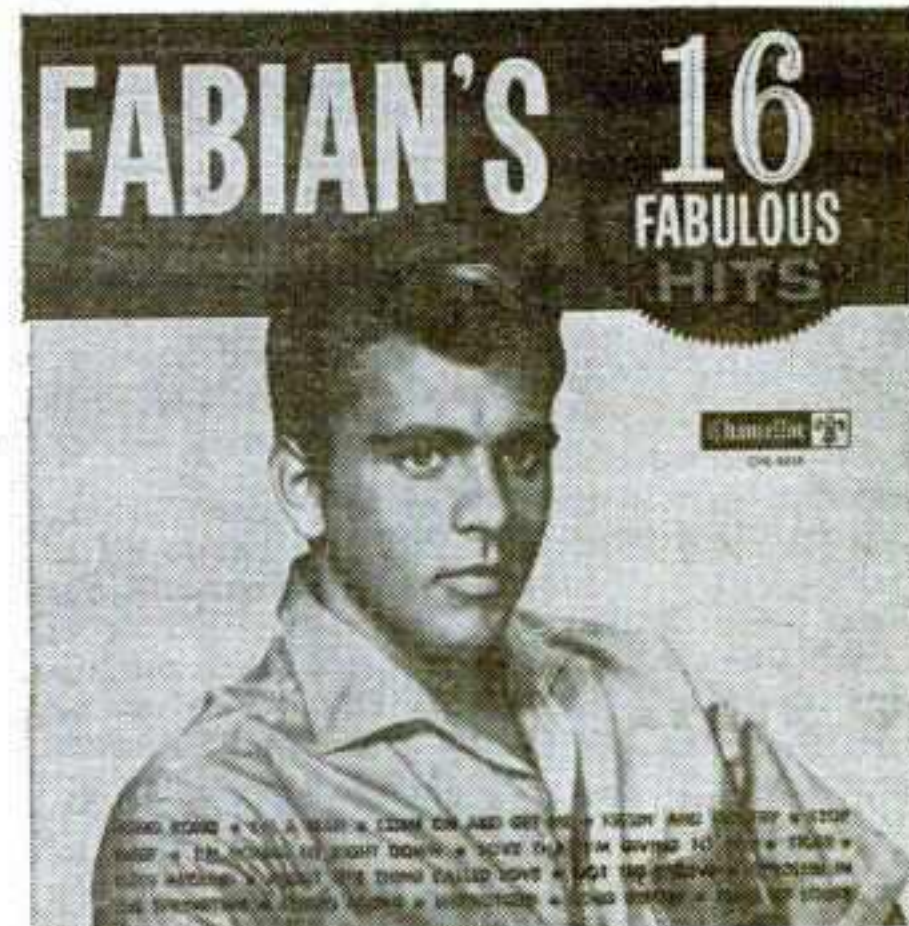
C-5025
Already breaking in New York, Boston, Buffalo, Chicago . . . it's AVALON at his most intimate and romantic. Serenades include favorites "Non Ti Scordar Di Me", "Anema E Core"; originals "Zingarella" "Italiano"



C-5023
One of the most unique albums and covers ever offered! The "ensemble" up-dates Dixieland evergreens "Jada", "Ding Dong Daddy", "Sweet Georgia Brown" with a thumpin' twist beat, all of it packaged in authentic burlap. Top outlets throughout the country report this potent display material is equated in heavy sales demand wherever it is shown.



C-5017
Busted wide-open in Baltimore! Here's all the white-hot excitement of an unmistakable sensation. "What'd I Say", "Saints Go Marching In", belted out by some of the most popular twist combos around.



C-5024
A hit even before its release, hear THE album the legend of FABIAN fans have been requesting and waiting for. Sure to create all the original fervor of "Tiger", "Turn Me Loose", "I'm A Man".

**CURRENTLY
RIDING
HIGH,
WIDE,
AND
HANDSOMELY**



C-5018
17 past AVALON hits—on the charts for 14 weeks!



C-5022
A polished "pro" emerges in this album collection of new and old favorites. "...a style as satisfying as it is salable" (SBI).



C-5021
George Young and his Revue blast wide open into an orbit of their own. Everyone welcome, and a fine time enjoyed by all.



DIST. BY ABC PARAMOUNT RECORDS, INC.

Get Acquainted Ads Boost Stereo Sales

MONTGOMERY, Ala.—Making it possible for every incoming customer in the store to “greet an old friend” even if he had never before entered the doors is a practical theme in newspaper advertising which has steadily kept stereo sales on the climb for Willbanks, here.

Advertised as Alabama’s largest appliance dealership, the big Willbanks store created a separate stereo department two years ago, and then began immediately on the theme of “personalizing the salesman to the public.” A frequent user of newspaper display ads, averaging out to at least four or five a week the year round, Willbanks personalized its newspaper advertising by incorporating a photo of each salesman in the department in every newspaper display ad.

Under each cut of a salesman’s face is his name, usually with such nicknames as “Bill,” “Joe,” “Walt,” etc. Frequently the newspaper ads include a comment by the salesman such as “You’ve never known how beautiful music can really be until you’ve heard it on this stereo phonograph!” etc.

The series of ads, extending over a few months’ time, proved right away that prospects have

a more retentive memory than is generally believed. One customer after another, entering the Willbanks store, immediately identifies the salesman who approaches with the comment “You’re Bill, aren’t you?” This sort of ad planning, adding very little to the cost of newspaper display ads, has definitely “broken the ice” in advance in dealing with customers who are usually well up on musical subjects, and won’t be satisfied with anything but the best so far as stereo phonographs are concerned. If they have noticed a comment by the salesman, incorporated in the ad, which agrees with their own thinking, so much the better.

Constant repetition of salesman’s faces in as many display ads as possible in this way has also exercised a fine spirit among the sales force, most of whom feel better identified with the Willbanks store, are pleased when customers remember them by name after recognizing their faces. It has been noticeable that the store is selling a larger volume of big ticket stereo phonographs, tape recorders, portables, combinations, etc., simply by tying a salesman’s picture to every promotion.

Hancock Guilty On 3 Counts Of Tax Evasion

HOLLYWOOD—After a day’s deliberation, a federal court jury last week found rhythm and blues disk jockey Hunter Hancock guilty as charged of three counts of tax evasion (BMW, Feb. 17). He was remanded to custody until Monday (26), when Federal Judge William C. Mathes will pass sentence.

Hancock was accused of collecting \$18,000 from record distributors during the three-year period, 1956 to 1958, and failing to report it as income. He was charged with one count of tax evasion for each year in question. The jockey pleaded not guilty, claiming the money was in the form of cash gifts and, thus, not subject to taxation.

Hancock pointed out that he did declare an additional \$7,000 in payola because he felt this was money he had earned as income. When specific records were played for money received, the jockey claimed, he reported that amount as income. However, when cash was bestowed upon him by record people without any service in return requested, he contended, that amount was a gift and, thus, not declared.

The jury, after listening to testimony from nine local distributors, found that all sums they had given Hancock should have been termed as income.

BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

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

PHONOS LISTING BETWEEN \$201 AND \$300

Pos. This Issue	Pos. 11/20/61 Issue	Brand	% of Total Points
1	1	Magnavox	49.6
2	4	RCA Victor	10.7
3	3	Voice of Music (V-M)	6.9
3	—	Motorola	6.9
5	—	Zenith	5.7
6	2	Stromberg-Carlson	3.8
Others			16.4

'61 Factory Sales of Stereo Phonos Down

WASHINGTON—Factory sales of stereo phonographs declined in 1961 compared to sales in 1960, according to year-end figures compiled by the Electronics Industries Association.

Sales declined from 3,339,777 units in 1960 to 2,900,249 last year. Monaural sales, too, experienced a drop-off from 1,183,608 in 1960 as against 1,088,431 last year. This is a continuation of a trend in motion ever since 1958 when stereo was first introduced.

Monaural phono sales in that year totalled 2,565,139. In all, 3,988,680 phonos were sold at factory outlets in 1961. The year before, sales reached 4,523,385 units.

Duotone Chart

KEYPORT, N. J.—The Duotone Company is making a new needle chart available to distributors and dealers. The 1962 chart is meant for hanging on the wall, and lists replacement needles by manufacturer’s cartridge number, indicates illustration of needle replacement,

Peter Fabri Forms Own Tape Company

CHICAGO — Peter Fabri, tape industry veteran and former director of marketing and sales for Bel Canto Stereo Tapes, formed his own national tape firm, Music-tapes, Inc., here last week.

The firm has exclusive tape marketing agreements with United Artists, Vee Jay and Starday and is currently negotiating with two other well-known labels, Fabri said.

Fabri also plans to market a low price tape line to list at \$3.95 under the trade name Musictape.

Initial release will consist of some 24 tapes from the top-selling records of Fabri’s participating labels, and will be announced in mid-March. The low price line is expected to be released during April.

All tapes will be marketed through record, photographic and electronic distributors. Fabri will employ a field marketing staff in 17 territories throughout the U. S. Appointments will be announced March 1.

the record speed, and the needle number in either diamond, jewel or osmium. List prices are also shown.

Pan-Am, Fermac In Travelog Tie

TORONTO — Fermac Audio Corporation, Ltd., here has announced an agreement with Pan-American World Airways to produce a series of travelogs on albums. The disks will be colorfully packaged and will include a travel guide book.

Initial disk-guide book combination set is titled “Let’s Tour Japan,” with follow-up sets scheduled to cover France, England, Germany, Singapore, South America, Italy and America.

The guide book insert in the package will contain more than 100 photos, a four-color cover and all pertinent data for the tourist. The guide will also be sold separately in pocket size through the nation’s more than 100,000 newsstands. Lyle Engel will produce the series for Fermac.

10% Gimmick Ups Radio Sales

BOULDER, Colo. — An odd adaptation of the chain reaction theory helped Lyle Aber of Aber’s here to boost table radio sales by something like 75 per cent last year.

The Colorado appliance dealer simply staged a one-week promotion, during which any customer was credited with 10 per cent of the purchase price on any other item in the store. In this way, a customer buying a \$69 clock-radio, for example, would be credited with \$6.90 toward the purchase of a stereo phonograph, record albums, or even the down payment on any major appliance.

Used to stimulate sales was a window display.

Aber was surprised at the results, since there was no other specific promotion being used. Naturally, the drive was focused on better-priced table radios in the \$39 to \$79 price bracket, which had been comparatively slow mov-

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.

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

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

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

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

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

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

LIBERTY—Expires March 23, 1962. Started February 19, 1962. Label is offering 15 per cent cash discount, 100 per cent exchange privilege, payment May 10, 1962, on two LP’s: “Twist With the Ventures” and “Surfer’s Stomp” by the Mar-kets. Label is also offering 10 per cent cash discount, 100 per cent exchange privilege, deferred payments on four new Julie London and Martin Denny albums, plus entire catalog of London and Denny LP’s.

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

PRESTIGE—Expires March 31, 1962. Started January 7, 1962. Bluesville: One for five on LP’s, two for 10 on singles. Lively Arts: One for five on LP’s. Prestige-International: One for five on LP’s. Tru-Sound: One for five on LP’s, two for 10 on singles. One hundred per cent exchange privilege on all.

ABC-PARAMOUNT—Expires March 31, 1962. Started January 1, 1962. Label is offering distributors 12½ per cent discount on 23 new albums, including 12 ABC-Paramount LP’s, 6 Impulse, 4 Chancellor, and 1 in its new comedy series, Aristocrat.

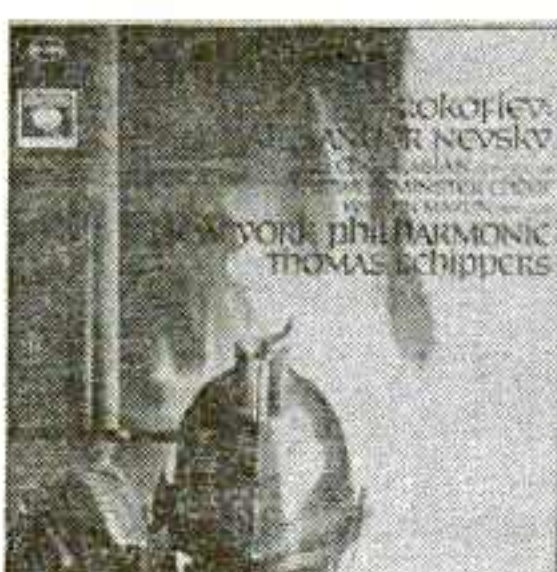
CAMEO—Expires August 31, 1962. Starts March 1, 1962. Plan features a prepack of 80 LP’s assorted of best-selling catalog and new releases, with minimum quantities of both mono and stereo, in a browser box. Dealers may purchase complete package initially at “unusual discounts and under stipulated conditions and may earn 12½ per cent reorder privilege for six months.” Specific details are available through distributors.

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

ALBUM COVER OF THE WEEK



GREAT STRAUSS WALTZES—Vienna Concert Orchestra (Richter), Philips PHS 600-007. A most attractive and classy cover depicting a brightly lit chandelier apropos of the romantic era of the Strauss waltzes. Lovely window display material.



PROKOFIEV: ALEXANDER NEVSKY, Op. 78—Westminister Choir, Lili Chookasian, New York Philharmonic (Schipper), Columbia MS 6306. A very dramatic and eye-catching cover in bright yellow, orange and white with black lettering. Stimulating display material for classical sections.

Teens Call Tune, Name Disk Industry Stands To Profit From High Musical Film Activity

NEW YORK — Frank Sinatra, who hasn't had a single hit for a spell, appears to be on his way to a strong one on Reprise with "I'll Be Seeing You," according to a number of dealers in New York. Matt Monro seems to be heading for his second hit in a row with "Why Not Now" on Warwick. The English singer's first smash in the American market was "My Kind of Girl." The other new platter grabbing initial action in this city is the Ferrante and Teicher making of "Tonight" from "West Side Story" on the United Artists label.

KEFAUVER TO ADDRESS THE

getting action for a number of weeks and biggest sellers are the Marcal's swinging dinking of "Hearnsayer" on the Colpix label and Jerry Butler's VeeJay recording of "Moon River." In this city the Butler version is currently crushing the Henry Mancini on Victor recordings as local discards.

A number of name artists are not yet breaking down the New York doors with their new releases. The Everly Brothers' pairing of "Natural" and "Don't Blame Me" on Warner Brothers is only a fair seller so far for the label. Frank Sinatra is close with his recording of "Hearnsayer" and Bobby Rydell's double-sided wailing of "Don't Go to Paradise" backed with "I Want to Thank You" is getting only fair to good reaction to date.

Record Firms Sure To Profit From Promotion, Tie-ins, Advertising, Artists

NEW YORK — Hollywood is on a big-budget musical kick again, and the recording industry stands to benefit from the upsurge, via increased promotion of musical fare, and supporting artist activity in the sound track album and musical movie field.

The record business has made a big profit in recent years on movie title themes and background music albums, but most of these scores were featured in pictures which were meant purely or dramatic ones, however, though they rarely were used in big production sound or film picture

the Broadway show. Columbia sound track album and Sam Kinison's Capitol album of the same name are already on the charts, and the latter has yet to open in most major cities. Bob Prosen's "Love Theme" album (from his new picture of the same title) is also on the charts this week, although the film hasn't been released yet.

Upcoming titles include the new album by "The Sound of Music" with Peggy Lee and Rodgers and Hammerstein's "Flower Drum Song" a Universal production. Warner Bros. has the sound track album rights to "Milk and Honey" which is scheduled to open in

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There are 12 movie sound track releases and six film music LPs on RHM's best selling musical LP chart this week. However only two are from movie musicals. "The Maxwell" and "West Side Story" (both on the chart for the first time this week) "Sandy Pacific" and "The King and I." It's interesting to note that "Sandy Pacific" has been on the chart for 137 weeks and "The King and I" has been listed 334 times, thereby ranking by the enduring catalog through of big movie musical packages.

INDUSTRY KEYS

OPEN MARKET

to get down on the Groves end of the coast. However, it can also be expected that Groves will tonight are young acts as well, since the line is aimed at teen.

Although there were no new labels joining the 45-rpm singles race this week, it is understood that another major is seriously talking about a low price line. When it might take place, or how much the line will retail for, is not known at this date. Jerry Blum's Frey, who is expected on the market in November.

Warwick's Marty Cash, of Warwick Records, stated last week that he was going to go in the opposite direction and would bring out a new record label in retail at \$1.25. He claimed that single records sell so little now, and often in such limited areas, that it was no longer economical to sell a record at 45 cents. He felt that records, which could appeal could sell just as well at \$1.25 units as at 45 cents. He also felt a higher single price would help album sales.

WOLIN For FM Air Time In New York Area

WASHINGTON — Award of a new Class B FM station license to WOLB (New Broadcasting Company), with programming tailored to special needs of its Negro audience, was recommended last week by FCC Hearing Examiner H. Clifford Irvin. WOLB, if the station meets with full Federal Communications Commission approval, has won over opponents Richard W. Hoffman, president Broad-

BILLBOARD MUSIC WEEK

Spotlight on
record programming
 featuring
today's top record talent

- highlighting:*
 - HOLIDAY AND SPECIAL EVENT PROGRAMMING EVENTS AND IDEAS:**
Special programming ideas and records for holidays and events during the year.
 - PERSONALITY BIRTHDAY PROGRAMMING IDEAS**
Outstanding recordings of top talent and songwriters to honor them on their birthdays.
 - TOP LP PROGRAMMING**
Recapping the top 25 best selling albums with complete broadcasting information for each selection.
 - RECOMMENDED LIBRARY SINGLES**
A compilation of the evergreens of the singles world that every programmer, dealer and operator should stock.
- and the famous, most used feature of all . . .*
- ARTIST BIOGRAPHY SECTION**
With detailed biographic and record data on more than 200 of the top recording personalities . . . covering literally thousands of items of practical buying and programming facts.

COMING APRIL 7 ON SALE APRIL 2

MUSIC AS WRITTEN

STAN WALKER ARTICLE ...

Stan Walker, newest member of the RCA Victor publicity staff, has an article due in the March issue of This Month magazine. Piece is called "What Huckleberry Hound Hath Wrought."

BOB CORCORAN'S NEW FIRM ...

A new publicity firm, Bob Corcoran Associates, has been set up by the former associate manager of pop publicity at Columbia Records. New firm is handling press for Dion, Olatunji, Elizabeth Seal, Zack Matelon, Tony Orlando and Bobby Vinton. Firm is also doing East Coast press for the Paris Sisters and Anita Bryant. With Corcoran in the new company is Barbara Arnold and Bert McGuire.

NARM ADDS FOUR ...

The National Association of Rack Merchandisers (NARM) has added four new regular members. They are Tip Top Music of San Francisco, Lesley Sales Company of Needham Heights, Mass., Indiana Merchandising Company of Indianapolis, and Dixie Supermarket Service, a subsidiary of the Club Aluminum Company of Mobile, Ala. NARM regular membership, according to Executive Secretary Jules Malamud, has increased 25 per cent over the past 12 months.

LEVENTRITT SET FOR MAY ...

The 22d annual Leventritt Foundation piano competition, won over the years by such artists as Van Cliburn, Garry Graffman, John Browning, and others, will take place in New York City in mid-May. Contest is for pianists from 18 to 26, and winners will be awarded an appearance with the New York Philharmonic, the Cleveland, Detroit, Pittsburgh, Buffalo and Denver Orchestras, and cash award of \$1,000. Auditions will be held privately again this year, a return to a procedure followed during most of the competitions.

BENNETT APPOINTED TO RFE POST ...

Al Bennett, head of Liberty Records, was appointed as Radio Free Europe Fund Chairman for the record industry last week. In this post he will discuss the work of RFE with business and industry groups, and will solicit contributions for the RFE fund. The top talent of Liberty Records will be made available for the RFE fund. Goal of RFE this year is \$11 million.

New York

Robert Goulet, who has built up a big fem following via his starring role in "Camelot," will cut a new album for Columbia late this month. His first LP, "Always You" is doing well for the label. ... Bobby Difano of Palette is visiting deejays in Baltimore-Washington this week to push his new waxing "Casa D'Amore."

A. & L. Distributors in Philadelphia is now handling Concert-Disc and Headline labels. ... Chris Lardos has formed a new label, Helios. Other execs are George Vagias and Nick Pappas, with Demetrios Pappas as a.c.r. man. ... Saverio Saridis is off on a tour of Baltimore, Detroit, Chicago, Los Angeles and Philadelphia to plug his Warner Bros. record of "Love Is the Sweetest Thing."

Joe Medlin, the singer, has joined United Artists as head of r.&b. promotion, under sales manager Jerry Raker. ... Gene Pitney left on a tour of Europe last week, hitting key cities like London, Paris, Milan and Hamburg. ... Bill Zibell has started the Success label. First release spotlights Roy Beltier. ... Sol Winkler's Versatile label has moved to larger quarters. Cleffers Joan Whitney and Alex Kramer are flipping over the John Leslie ABC-Paramount disking of their song "Serves Me Right." ... Liberty Records and Continental Records have both joined the RIAA. ... Bill Black, of the Bill Black Combo, has started a label, Louis Records. First release features Dennis Turner.

ABC-Paramount's Bob Schwartz (not related to the Laurie exec) has been named Midwest field representative for AM-Par. He has been a promotional rep with Arc Distributors, Detroit. ... The Token, who recently signed a production deal with Capitol Records, will continue to record for RCA Victor, with their records continuing to be produced by Hugo and Luigi, who produced the lads' big hit, "The Lion Sleeps Tonight." ... Phil Skaff, managing director of Kapp Records, marries Cecile Longworth of Oklahoma. ... Sammy Kaye's ork will tour Pennsylvania, Virginia, Tennessee, Georgia, Florida, Maryland and New Jersey through April.

Chicago

RCA's percussion specialist, Dick Schory, stopped here briefly en route from a Washington Navy Department show to a series of three shows in Canada this week. He's working on two new albums and will soon bow something new—a set of percussion singles. ... Howard (Chic) Silvers, formerly with the Joseph Zamoiski organization in Baltimore, takes over as national promotion manager for Mercury. Barney Fields, who resigned the post, has formed his own record promotion firm here with music veteran Edwin Barg. The firm has opened offices on North California Avenue. ... Dale Shonrock, of Alexander Music, started a c.&w. radio program Wednesday nights, 9-11, on a local FM station. ... Joe Sipiora and wife Joan are off on

an Aspen, Colo., skiing holiday. ... Gus Tartol, Sipiora's right-hand man at Singer's, signed the papers for a new home in Norridge, Ill.

RCA's Stan Pat hustled Al Hirt over to tape the new Herb Lyon television show recently. ... Warner Bros.' new find, Saverio Saridis returns here for a McCormick Place concert March 9. ... Paul Glass here and John O'Brien in Milwaukee were named to handle Urania Records' new pop line. Sales manager Norm Wieland was in town setting up the deal. ... It's a 14th wedding anniversary for Sig Sakowicz, who celebrated with his missus watching Xavier Cugat and Abbe Lane twist at the Palmer House. ... Mercury's Shelby Singleton has inked Hal Willis to an exclusive recording pact. ... David Carroll's Palatine, Ill., home got the feature treatment in the current Better Homes & Gardens' Home Building Ideas for 1962. ... Vassar's Norma Rivers returns to Chicago for a stint at Mangam's Chateau. She's got a new up-tempo single coming. ... Jay Jay has signed Ed Zima and his orchestra to a recording pact. The label's Lil' Wally is following up his Polka Twist album with another in Polish. ... Bill Black, of Bill Black's Combo, has formed Louis Records. Garmisa is the local distributor. ... WXXM's Clair Nelson and wife Jean have a new daughter, Julie Marie. Nick Biro.

Hollywood

Songstress Gogi Grant has been selected by the Motion Picture Academy to sing one of the nominated tunes during its Academy Awards program to be carried by the ABC Radio-TV network April 9. ... Red Nichols marked his 40th anniversary in show business on Washington's Birthday with special celebration staged at the Sheraton-West Hotel here, attracting top music business names. ... The Limelinters are on the Metro lot to film a Ford Motors TV commercial. ... Fred Astaire's Choreo label is issuing both a single and an LP from Elmer Bernstein's "Walk on the Wild Side" score. ... Jim Conkling, former Warner Bros. president, addressed a UCLA class in the record business as a guest speaker. Conkling's subject: "How to Make Money in the Record Business." Lee Zhito

Cincinnati

"The Egg-Beater," new release by Dale Wright and the Wright Guys on the Starburst label and an accompanying dance originated by the lads, is taking off in this sector. WKRC-TV started the Egg-Beater Dance Contest on Glenn Ryle's "Sub-Teen Dance Party" several weeks ago, with finals held on the Ryle show before a studio audience Saturday (24). Bob Braun, at WLW and Bob Smith and Dick Provost, of WCPO, have also been spinning the new Wright release. Next Wednesday (28), Wright and his guys introduce the Egg-Beater tune and dance on the Dick Clark TV-er. ... Jazz organist Sir Julian (Gould), after a swing through the East and Midwest to plug his new RCA Victor album, "The Thirteen Fingers of Sir Julian," has returned to his native Miami for a brief rest before embarking on another promo tour to cover Texas and the Coast. While here, Sir Julian appeared on the Rex Dale platter show on WZIP, in a filmed seg on Bob Braun's TV-er on WLW-T, and as guest on the Ruth Lyons "50-50 Club" over Crosley Broadcasting's four-city hook-up via WLW-T.

George Wein, producer of the former Newport and French Lick jazz festivals, is reported mulling plans to stage a jazz fest at the Zoo Pavilion here early in August. Rumor has him coming here in early March to interest local promoters in picking up part of the tab for the event. ... Dick Pike, general manager-deejay at WNOP, Newport, Ky., has inaugurated a series of Sunday jazz and entertainment sessions at the old Lookout House, Covington, Ky., formerly one of the prime niteries hereabouts. He bills the segs as Dick Pike and All That Jazz. Bill Sachs

Boston

Bob Taylor, Capitol chief, is running what the staff calls a "home for the infirm" these days. Ben Savoia, Angel salesman is on crutches with a broken ankle. Also on crutches is Martti Takki, salesman for Capitol, after a knee operation. To make the hat trick, Dave Elkin, suburban salesman has been hospitalized for surgery. In spite of it all, Taylor is proud of starting a run on the new Freddy Gardner album. Despite the crutches, Savoia is pushing Angel sales on opera in anticipation for the Met's visit to Boston.

Johny Penney of Penney Record Company has taken on a new label, Spruce, and finds the firm's only record so far, "Rodgers and Hart Revisited," doing nicely. ... A new twist to the Twist is being given by Dixie Derby's Hub-based Dixie Band. The combo is featuring the Dixie Twist "A La Dixie" and is dicker to get it on wax before the craze runs out.

Alan Ross of Decca reports Burl Ives' "Little Bitty Tear" growing into one of the labels three biggest hits in the city. ... Jack McGraw of London in town to promote Anthony Newley's "Tony," and getting good exposure around the stations. ... Jay Jacobs of Dot Records off to Nassau with his wife to escape the chill here. ... The Bradford Hotel continuing its successful musical comedy-dinner show with Lilo in Cole Porter's "Anything Goes." Cameron Dewar

Pittsburgh

Arrange Affaire, a local organization dedicated to entertainment projects with Sam Goodman, WWSW deejay, and his wife, Linda, booked Buddy Hackett into the Civic Auditorium for one performance February 27. Co-starred with Hackett were Woody Herman heading a combo, Ray McKinley and the Glenn Miller orchestra, the Magid Triplets, Lenny Hambro, Bobby Nichols, John Pursley, Joan Shepherd and singing emcee Steve Gaynor. ... Earl Hirce, formerly with Aster Records, has joined the local Dot Records office in a sales-promotion capacity.

Mercury Enters Phono Field

CHICAGO — Mercury Record Corporation last week entered the phonograph field with the introduction of a portable stereo phonograph and a fully transistorized portable.

The two machines were announced as the first products of a newly formed Mercury electronics division and are manufactured in Holland by N. V. Philips Phonographic Industries, an affiliate with Mercury, both part of the vast Philips Electronics international network.

The phonographs will be marketed under the Mercury trademark and will be handled by Mercury's current line of record distributors.

Additional models are expected soon with plans ultimately calling for Mercury to market a complete line of phonograph equipment.

Newly appointed sales manager for the Mercury phonograph equipment is Irving Russell, formerly sales manager of tape recorders for Bell & Howell for three years. Russell has also been branch manager for CBS in Detroit and national sales manager for Webcor.

Announcement that Mercury would enter the phonograph field was first made by Irwin Steinberg, vice-president, last January when Mercury bowed its Philips Records line (BMW, January 20).

At the time, trade-mark and other details were still in the air and speculation in the trade was that Mercury might market a Norelco phonograph line, also produced by the Philips organization.

The Mercury phonographs, announced sales manager Russell, are being distributed in 20 markets with full national distribution to be achieved as soon as possible.

The stereo portable, Model AG 9115, has a Ticonal speaker using a radical new magnet placed inside a graduated speaker cone. The turn-over cartridge plays at all four speeds with a diamond stylus for microgroove recordings and a sapphire stylus for monaural 78 r.p.m. records.

A special feature is a simple adjustment to regulate voltage for use with electrical current throughout the world. The unit has a range of 80-11,000 c.p.s. The stereo set is housed in a solid wood cabinet covered in two-tone gray simulated leather and will retail for \$139.50.

The transistorized portable, Model AG4026, operates on six flashlight-size batteries and offers manual operation at all four speeds.

The portable weighs eight pounds and can be adapted to stereo by attachment to a television set. Motor has a centrifugal governor and the cabinet is covered in plastic in a beige and brown color combination. Suggested retail is \$59.95.

Prestige Issuing Folk Documentary

NEW YORK—Prestige Records is issuing a special documentary series of recordings on its Prestige-International label, comprising 12 LP's of American folk material. The series will be called "Southern Journey." The sides were recorded in the field by folk-musicologist Alan Lomax, and the disks were produced by Kenneth S. Goldstein.

The 12 LP albums, which will retail at \$4.98 per LP, will cover such areas as the Sacred Harp Singers, Georgia Sea Island material, and white and Negro gospel songs.

Prestige has hired Shel Kagan, formerly with Elektra, and former promotion director of the Second Fret in Philadelphia. He will handle sales promotion and publicity for the Prestige-International label.

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FOLK TALENT & TUNES

By BILL SACHS

Trudy Stamper, who beats the publicity drums for WSM and the "Grand Ole Opry," reports that "Opry" crowds are up 12.6 per cent over the same period a year ago, and that despite the more than usual bad winter weather. . . . The newly formed Clifflie Stone Associates office, Hollywood, has taken on the exclusive management of Gordon Terry, whose newest on the RCA Victor label is "Wild Desire" b.w. "Long, Black Limousine." Deejays needing a copy are ask to write to Gordon at 1483 North Vine, Hollywood 28. . . . Robert E. Frick, of R.E.F. Recording Company, Indiana, Pa., reports that Bryte Record Distributors, Cleveland, has taken on his firm's line. Frick reports that the new R.E.F. release, "Polka

Pete," by Eddie and the Solvenes, is clicking handily along the West Coast.

Ramlin' Lou, c.&w. deejay at WJLL, Niagara Falls, N. Y., and a prominent promoter of country talent in that sector, has a package headed by Doc Williams and Jimmy Martin set for the Community Center, Batavia, N. Y., February 23; Queen Elizabeth Hall, Dunnville, Ont., February 24, and Hotel Niagara Ballroom, Niagara Falls, N. Y., February 25. . . . Charlie Waggoner, a regular on "Rocky Mountain Jamboree," Denver, and a staff sergeant with the U. S. Air Force at Lowery Air Force Base there, has a new release on the Linco label, coupling "Just Like Before" and "Dying Love." Deejay's may obtain samples by writing to Linco Records, Box 25 Fayetteville, Tenn. . . . Ramsey Kearney, a newcomer to the c.&w. ranks, has just had his initial release on the Hickory label, "Keep Your Love for Me" b.w. "Thinking About My Baby." Ramsey is a songwriter of considerable skill. One of his biggest was "Emotions."

Warren Smith, Sonny James, Marty Robbins and Grandpa Jones started on a string of Texas dates February 19 for A. V. Bamford of San Antonio. . . . Glenn Barber is doubling between his regular weekly stand at Cook's Hoesdown, Houston, and a featured slot on Station KIKK there on weekends with a country platter show. He records for United Artists. . . . Webb Pierce is sporting a new Decca album, "Hideaway Heart," his first LP in eight months. Webb is also spotted prominently on another new LP titled "Midnight Jamboree," which stars Ernest Tubb and His Texas Troubadours. . . . Del and Sue Smart, new talent out of Bakersfield, Calif., have a new release, "To Cry Alone," on Tumbleweed Records. . . . Jack Clements and Bill Hall have opened a new recording studio at 892 Pearl, Beaumont, Tex.

Al Rodgers, formerly of "Grand Ole Opry" and MGM Records, is presently based in Amarillo, Tex., with his Rocky Mountain Boys band, while doubling as deejay at Station KBUY there. He is set with his combo in Roswell, N. M., March 2; Clinton, Okla., March 3; Hereford, Tex., March 5, and Abilene, Tex., March 10. . . . The Wilburn Brothers cut a session at the Bradley Studios, Nashville, last week, for a new LP being planned by Decca. . . . String Bean, 20-year veteran of "Grand Ole Opry," has signed an exclusive booking pact with Bob Neal, of the Wil-Helm Agency, Nashville.

Kenny Biggs, heard frequently on "World's Original Jamboree," WWVA, Wheeling, W. Va., now has his own quarter-hour seg over that station on Friday nights at 11:45. . . . WWVA jamboree artist Kathy Dee and her manager, Quentin Welty, of B-W Music, Inc., Wooster, Ohio, spent a week in New York scouting material for another Carlton Records session coming up soon. . . . C.&w. singer Jerry Tyler has been working college dates in Massachusetts and New Hampshire the last several months. . . . Doc Williams, of "World's Original Jamboree," WWVA, Wheeling, W. Va., reports that Dean McNett is leaving the show soon to rejoin his brother, Bob McNett, to form their own unit. Bob was at one time guitar man for the late Hank Williams. Doc is presently scouting for a replacement for Dean.

Sonny James was in Texas last week for stops at Houston, Corpus Christi, San Antonio and Austin to promote his new RCA Victor release, "The Legend of Brown Mountain Light." Deejays who missed service on the platter can get same pronto with a note on their station's letterhead to Slick Norris at P. O. Box 653, Highlands, Tex. Norris also has available copies of Al Brumley's new Capitol release, "Welcome Home Again" and "It's Not a Lot." . . . Warren Smith, Ray Price and Johnny Mathis were among the artists to visit with Sleepy Bob Everson during the first week of his new three-hour country show aired daily via KTRH, Houston, direct from Esquire Ballroom there. . . . Adrian Roland was in Beaumont, Tex., last week for a session at the new Gulf Coast Studio owned and operated by Jack Clements and Bill Hall. . . . Warren Smith is set for two weeks on the Jimmy Dean package in April.

Bill Taylor, of Station CJGX, Yorkton, Sask., infos that a c.&w. package headlining Faron Young and Ray Price was received quite warmly on its recent appearance there, even though inclement weather kept many people away. The next "CJGX Music Spectacular" is slated for March 1, with Hank Thompson, Leroy Van Dyke and Don Gibson heading up the talent parade. The unit will be steering into Yorkton under the long arm of Marlin Payne, of Billings, Mont. . . . Bob Neal, of the Wil-Helm Agency, Nashville, discloses that RCA Victor artist Sonny James has signed an exclusive booking pact with the office. Neal further reports that arrangements have been made with Ott Devine, manager of "Grand Ole Opry," for Sonny to make regular guest shots on the "Opry."

NIGHT CLUB REVIEWS

Embers Show Features Roots

There's a lot of good music being played at the Embers this month. Two men with a load of tradition behind them, Meade Lux Lewis and Henry Red Allen, are leading their swinging combos at the jazz boite.

Lewis is making one of his rare appearances in New York and it is a welcome one. The boogie woogie pianist still creates a lot of excitement, and in his driving performances opening night (12) he showed that he has lost none of his technique. The audience dug his flavorful interpretations of the library of boogie woogie classics, and Lewis also displayed a listenable approach to familiar ballads.

Allen, too, stayed in the traditional groove, with happy renderings of a flock of blues efforts that pleased the crowd. His trumpet solos make for enjoyable listening.

In these days of experimental and avant-garde jazz, it's good now and then to go back to roots. The Lewis-Allen parlay should satisfy the many who like their jazz in the trad vein, and the club should do well with them. Bob Rolontz.

★ ★ ★

NIGHT CLUB REVIEW

Oldtimers' Day at the Vanguard

Gerry Mulligan is back in New York's Village Vanguard and it's like oldtimers' day at the ball park. Mulligan, whose last few appearances have been with a concert jazz band some 12 to 13 men strong, is currently appearing with a quartet; the type of unit which rocketed him to jazz fame almost a decade ago.

The oldtimers' atmosphere is evident in the way Gerry and the individual members line out their solos like old pros, but good-naturedly shrug off uneven ensemble teamwork. From the sound of this appearance, Mulligan is marking time until his current passion, the concert jazz band, gets back in action in a month or so at Birdland.

Featured along with Mulligan is the powerful Bobby Timmons Trio. The pianist, who records for Riverside, has a vital keyboard approach that surges and ebbs with changes in mood and material. His tight, highly facile rhythm section is composed on Ron Carter, bass, and Al Heath, drums.

Jack Maher

Daily, Dee Music Set ASCAP Firm

HOUSTON—H. W. (Pappy) Daily, president of Dee Music, Inc., prominent country music firm, last week announced plans for setting up an ASCAP pop-music firm incorporating the work of some of the industry's leading songwriters.

Gabe Tucker, vice-president of Dee Music, charged with setting up the new venture, has announced the signing of Terry Shand, composer of such hits as "Dance With a Dolly (With a Hole in Her Stocking)," "Extraordinary Gal," "Cry, Baby, Cry" and "You Don't Have to Be a Baby to Cry," and well-known poet Jason Matthews, who has been engaged as composer-lyricist for the Daily venture. The writing of Shand and Matthews has recently produced such widely accepted songs as Guy Lombardo's "Just Give Me the Moon Over Brooklyn," Arthur Godfrey's "The Ukulele Songs" and Fred Waring's "Maria."

"It is well known that many a singer has skyrocketed to national public acceptance in association with a particular recording of an original song," Tucker said. "It is to put this kind of material within the reach of promising new performers that we are expanding our activities into the popular music field."

Wood Gets V.-P. Post With Zenith

CHICAGO—Philip J. Wood has been elected a vice-president by the board of directors of the Zenith Sales Corporation. Wood, who is field manager supervising the firm's entire sales force, will retain that position while taking on the new title.

Wood joined Zenith Radio Corporation as assistant to the vice-president in charge of radio and television sales in 1955. He was appointed sales manager of radio and three years later was given a new assignment as manager of marketing services.

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- to help increase sales and profits from movie-show-TV music on records for everyone concerned.

Issue Date
Mar. 17

Distributed
Mar. 12

Adv. Closing
Mar. 7

Merc Briefs Distrib On New Philips Lines

CHICAGO — Mercury briefed distributors on its new Philips records and phonograph lines in a series of regional meetings last week in Chicago, New York, Atlanta and Los Angeles.

William Langenberg, director of N. V. Philips' Phonographic Industries of the Netherlands (affiliated with Mercury in the Philips Electronics network), met with the distributor organizations in New York. Accompanying Langenberg from

Capitol to Release Fem Leader's LP

NEW YORK—Johanna Halvas, 17-year-old fem winner of the American Federation of Musicians "Best New Band of 1961" contest, subbed for Tex Beneke and his ork at the Sahara Hotel's Casbar Theater in Las Vegas, while the band-leader taped a TV show in New York. Miss Halvas, who leads a 15-piece band, also plays trumpet, piano and accordion. Her first album, "Best Band of 1961" will be released by Capitol Records soon.

Holland were Ernst Van der Vrosen, Philips manager of programming, and Jean Bonzon, pop a.&r. manager. Lou Simon, sales manager of Philips Records in the U. S., was also present.

BOBBY BLAND'S 4 BIG SIDES
"JELLY, JELLY, JELLY"
and
"AIN'T THAT LOVING YOU"
DUKE 338

"BLUE MOON"
and
"WHO WILL THE NEXT FOOL BE"
DUKE 347

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WITH THE COUNTRY JOCKEYS

By BILL SACHS

Jack Morris, head of Toppa Records and for many years a c.&w. jock in the Los Angeles area, last week celebrated the opening of his new recording studio at 814 Front Street, Covina, Calif. . . . Sure-Fire Music Company, 319 Seventh Avenue North, Nashville, has available deejay disks on Warren Smith's new Liberty release, "Five Minutes of the Latest Blues," and the new Bobby Helms platter on Decca, "One Deep Love." Put your bid for free copies on your station's letterhead. . . . C.&w. jocks desiring copies of "The Iron Man," by Bill Compton on the Heart label, are asked to drop a line on their station letterhead to Tom Pollard, 1618 1/2 Third Avenue North, Birmingham, Ala.

Station KTRH, Houston 50,000-watter, which has been airing 30 minutes of country music early mornings, has added three hours daily to its country format effective February 10, with plans to expand even further in that direction in the near future. Sleepy Bob Everson will man the turntables under the new arrangement and plans are afoot to do the show, 9-12 p.m. nightly, from a new remote studio in the Esquire Ballroom in Houston. Everson asks that the labels put him on their mailing lists for their latest country releases. . . . Tommy Boyles, who will pilot a country platter show which bowed on WJLK AM and FM, Asbury Park, N. J., February 10, enters a plea for spinning material from artists and diskeries. Boyles doubles as manager of Doreen Duke and Her Swingmasters, currently sporting a new release on the Surf label.

Bill Reynolds has joined KCUL, Dallas-Fort Worth, as afternoon deejay, replacing Jerry Hammons, who resigned his post there to join WBAP-TV, Fort Worth. Reynolds has been with Ray Odom's Station KMOP, Tucson, Ariz. . . . Roy Matthews, now spinning two hours of c.&w. music daily on WOOW, Greenville, N. C., typewrites that he'd like to hear from artists and labels who have records to promote. . . . Charlie Phillips invites c.&w. jocks to write him for copies of his new Columbia release, "I Guess I'll Never Learn" b.w. "Now That It's Over." His address is Box 2273, Amarillo, Tex. . . . Air Records, 3170 S.W. Eighth Street, Miami 35, has a supply of "Just a Hobo," by Jeff Reynolds, available

Celler Bill

• Continued from page 10

full 50. This will make the author's 76-year copyright span more nearly in line with normal life expectancy, and with foreign copyright systems.

Of the crying need for revision of the old copyright law, Celler says: "Authors, playwrights, composers and the vast industries dependent on their writings cannot be expected to continue to cope with laws which have become obsolete. No other segment of the nation's economy having an annual gross product in excess of \$6 billion is dependent on a legal system adapted to outmoded conditions."

British Dealers

• Continued from page 4

Retailers, went to Helen Shapiro (Columbia) as outstanding newcomer of 1961. The GRRA's award to the "manufacturer who promoted product best to aid retailers" went to EMI for its autumn campaign for its HMV children's series.

to deejays who'll drop in line on their station's letterhead.

Dick Damron's new release on the Quality label, "Times Like This" b.w. "The Same Old Thing Again," was released last week in Canada. Damron cut the session recently in Nashville. Drop a note to Damron at Box 194, Bentley, Alta., Canada, for your sample copy. . . . Al Brumley, of 3801 Sumter Drive, Bakersfield, Calif., invites c.&w. jocks to write him for a sample of his first all-country recording on Capitol Records, which was released February 19. . . . J. W. Grieshop, head of Acorn Records, 7771 Cheviot Road, Cincinnati 39, Ohio, has available disk jockey copies on the latest country and gospel releases by the Acorn Sisters, whose "Where Will I Shelter My Sheep" is currently No. 1 on WCKY's "Jamboree" in Cincinnati. For a spot on Acorn's mailing list, drop a line to Grieshop on your station's letterhead.

Jim Pearl, news editor at WMBH Radio, Joplin Mo., is piloting a new c.&w. platter show, 5 to 7 each morning, highlighting tunes culled from BMW's Top 30 c.&w. chart. He also features a c.&w. pick of the week. "Our station has been strictly a Top 40," station, writes Pearl, "thus our c.&w. library is sadly lacking in programming material. Would appreciate help, in the way of records, from the artists and diskeries." WMBH is located in the heart of the Ozarks, with a potential listening audience of around 100,000. . . . Melvin Mazy, of Merlene Records, 1033 South Treadway, Abilene, Tex., has available deejay samples on Pee Wee Wharton's "Doin' Without" b.w. "Married to the Bottle" and Jimmie Crane's new one "Down on the Bayou" b.w. "Break a Heart Each Night." Shoot him a line on your station's letterhead.

Connie Rose and Buzzy Brant, newcomers on Nashville Records, are sporting their initial releases with the label. Connie does "I'll Cry Tomorrow" b.w. "You're Going Away," while Buzzy makes with a pair of instrumentals, "Valley of the Moon" b.w. "Intermission." A note to Buzzy at R. D. 2, Somerset, Pa., will fetch you a sample of both platters. . . . Jim Whitlock, the Singing Cherokee, who spins nearly 40 hours of c.&w. music a week on KBUB, Reno-Sparks, Nev., pipes in to say that he can use all the wax he can get. Whitlock also has a new release out on the Las Vegas label, "Losing You" b.w. "Just Waste Your Life." Deejay samples are available by writing to Bill Winkler at 1090 S. Virginia Street, Reno, Nev.

"I have been a country disk spinner for over six years here and naturally am a dyed-in-the-wool exponent of country entertainment," typewrites Lorne Harasen, who works the 2-4 p.m. slot daily on CJGX, Yorkton, Sask., a 10,000-watter with around-the-clock operation. "CJGX has programmed c.&w. music for the last 35 years," continues Harasen, "but it wasn't until last year that we went full time, and we haven't been sorry since. Business and listeners are up considerably. One of our problems is that certain companies do not keep us supplied with the latest hits as well as they should. Starday and Challenge are the biggest offenders. Any help you can give us in getting better service from the various companies will be appreciated."

BILLBOARD MUSIC WEEK HOT C & W SIDES

This Week	Last Week	TITLE, ARTIST, LABEL & NUMBER	By special survey for week ending 3/3	Weeks on Chart
1	1	WALK ON BY, Leroy Van Dyke, Mercury 71834	.....	26
2	2	A LITTLE BITTY TEAR, Burl Ives, Decca 31330	.....	5
3	3	MISERY LOVES COMPANY, Porter Wagoner, RCA Victor 7967	.....	8
4	7	LOSING YOUR LOVE, Jim Reeves, RCA Victor 7950	.....	12
5	4	THAT'S MY PA, Sheb Wooley, MGM 13046	.....	8
6	5	LONESOME NUMBER ONE, Don Gibson, RCA Victor 7959	.....	11
7	6	A WOUND TIME CAN'T ERASE, Stonewall Jackson, Columbia 42229	.....	7
8	8	CRAZY, Patsy Cline, Decca 31317	.....	16
9	13	ALLA MY LOVE, Webb Pierce, Decca 31347	.....	4
10	17	SOFT RAIN, Ray Price, Columbia 42132	.....	21
11	18	NOBODY'S FOOL BUT YOURS, Buck Owens, Capitol 4679	.....	2
12	10	HAPPY JOURNEY, Hank Locklin, RCA Victor 7965	.....	8
13	15	GO ON HOME, Patti Page, Mercury 71906	.....	3
14	21	THE WALTZ YOU SAVED FOR ME, Ferlin Husky, Capitol 4650	.....	6
15	23	WHAT I FEEL IN MY HEART, Jim Reeves, RCA Victor 7950	.....	12
16	26	ACHING, BREAKING HEART, George Jones, Mercury 71910	.....	2
17	9	DEAR IVAN, Jimmy Dean, Columbia 42259	.....	5
18	11	TENNESSEE FLAT-TOP BOX, Johnny Cash, Columbia 42147	.....	11
19	14	AIR MAIL TO HEAVEN, Carl Smith, Columbia 42222	.....	8
20	—	SHE'S GOT YOU, Patsy Cline, Decca 31354	.....	1
21	16	BIG BAD JOHN, Jimmy Dean, Columbia 42175	.....	20
22	22	CAJUN QUEEN, Jimmy Dean, Columbia 42282	.....	4
23	24	ANYWHERE THERE'S PEOPLE, Lawton Williams, Mercury 71867	.....	18
24	12	SOMETIMES I'M TEMPTED, Marly Robbins, Columbia 42246	.....	5
25	—	UNLOVED, UNWANTED, Kitty Wells, Decca 31349	.....	1
26	20	GO HOME, Lester Flatt & Earl Scruggs, Columbia 42141	.....	14
27	25	BE QUIET MIND, Del Reeves, Decca 31307	.....	17
28	—	CHARLIE'S SHOES, Billy Walker, Columbia 42287	.....	1
29	28	IN THE MIDDLE OF A HEARTACHE, Wanda Jackson, Capitol 4635	.....	15
30	29	WALKING THE STREETS, Webb Pierce, Decca 31298	.....	22

Jean Geiringer

• Continued from page 5

in the union of the five largest in the world — the British, French, German, Italian and Austrian. He was elected secretary of this International Confederation of Authors and Composers.

Many governments recognized and honored Geiringer for his work in the international copyright field. The French government named him Officer d'Academie in 1929 and Chevalier of the Legion of Honor in 1932.

Between 1927 and 1938 Geiringer wrote, adapted and arranged for the stage many plays, 12 of which were performed in Paris. He also collaborated on the authorship of various copyright books.

He joined BMI in 1943. His duties involved continuous contacts with the 22 performing rights societies with which BMI has agreements.

In 1949, he was invited by UNESCO to assist at the Conference of Experts for the Establish-

ment of the New Universal Copyright Convention held in Paris.

Surviving are his widow, Alice Mimi Geiringer; a daughter, Mrs. John E. Purdy of Cleveland, and a sister, Valerie Geiringer.

Victor-Cosdel Merger

• Continued from page 4

in the Far East product by Dot, Atlantic, Imperial, UA, Vox, Top Rank, 20th Century-Fox, Colpix, Roulette, World Pacific, Folkways, Vee Jay, among others.

Cole told BMW he is in the U. S. for a quick business trip. After several days in Hollywood, he flies to New York and will then return to his home base.

Cole pointed out that Victor of Japan will continue to handle as a licensee the RCA Victor line, but will do this on its own, and not as part of the newly formed Victor-Cosdel firm. Cole concluded the new arrangement with Hitoshi Momose, executive vice-president and deputy chairman of Victor of Japan.

BILLBOARD MUSIC WEEK HOT R & B SIDES

This Week	Last Week	By special survey for week ending 3/3 TITLE, ARTIST, LABEL & NUMBER	Weeks on Chart
1	1	DUKE OF EARL, Gene (Duke of Earl) Chandler, Vee Jay 416.....	7
2	2	LOST SOMEONE, James Brown & the Famous Flames, King 5573.....	11
3	4	I'M BLUE, Ike & Tina Turner, Atco 6212.....	8
4	5	THE TWIST, Chubby Checker, Parkway 811.....	12
5	9	DEAR LADY TWIST, Gary (U. S.) Bonds, LeGrand 1015.....	6
6	12	JAMIE, Eddie Holland, Motown 1021.....	8
7	18	BABY DON'T LEAVE ME, Joe Henderson, Todd 1066.....	5
8	7	LETTER FULL OF TEARS, Gladys Knight & the Pips, Fury 1054.....	10
9	6	I KNOW, Barbara George, AFO 302.....	15
10	3	BABY IT'S YOU, Shirelles, Scepter 1227.....	9
11	25	CRY TO ME, Solomon Burke, Atlantic 2131.....	2
12	10	TURN ON YOUR LOVE LIGHT, Bobby Bland, Duke 344.....	13
13	11	TWISTIN' THE NIGHT AWAY, Sam Cooke, RCA Victor 7983.....	3
14	19	HEY! BABY, Bruce Channel, Smash 1731.....	2
15	21	STONE CRAZY, Buddy Guy, Chess 1812.....	2
16	—	SOMETHING'S GOT A HOLD ON ME, Etta James, Argo 5409.....	1
17	13	TWISTIN' POSTMAN, Marvelettes, Tamla 54054.....	3
18	8	LET ME IN, Sensations, Argo 5405.....	5
19	16	PEPPERMINT TWIST, Joey Dee & the Starlifters, Roulette 4401.....	10
20	—	MIDNIGHT SPECIAL, Jimmy Smith, Blue Note 1819.....	1
21	—	CUTTIN' IN, Johnny (Gulfar) Watson, King 5579.....	1
22	22	BUT ON THE OTHER HAND BABY, Ray Charles, ABC-Paramount 10266.....	11
23	—	SHAME, SHAME, SHAME, Jimmy McCracklin, Art-Tone 827.....	1
24	14	SOUL TWIST, King Curtis, Enjoy 1000.....	3
25	26	DO-RE-MI, Lee Dorsey, Fury 1056.....	4
26	27	SOOTHE ME, Sims Twins, Sar 117.....	22
27	15	POOR FOOL, Ike & Tina Turner, Sue 753.....	10
28	17	SMOKY PLACES, Corsairs, Tuff 3030.....	8
29	29	OUR ANNIVERSARY, Shop & the Limelifters, Hull 748.....	2
30	24	MY SOMETIMES BABY, B. B. King, Kent 365.....	4

NARAS Tape Execs

Continued from page 6

heavy competition for consumer publication space by other entertainment media, including films, TV and theater, and also stressed the need of a publicity man to serve as a liaison between the company and business papers. Deadlines must be observed and a timely news angle developed in the race for free space. As for consumer magazines, Altshuler said a picture spread in Life need not rule out one in Look for a hot artist, provided the angles for each magazine are different.

Field Operations

David Kapralik, Eastern a.&r. director of Columbia Records, de-

scribed in detail the Columbia field operation in discussing promotion. He stressed the necessity of communications, citing feedback from the field that enabled Columbia to know it had something special in "Big Bad John" 24 hours after release, and thus to pour on the promotion to deejays. "Blue Water Line," now on the charts, was released as a single after promotion men got air play from the LP. "Take Five," too, got LP play before it was released as a single.

An effective promotion man, Kapralik said, must have many contacts and abilities, must be sales-oriented, have a creative flair, know how to use film company contacts, but above all must be honest and believe in product he leans on, since he only hurts himself in the long run if he becomes known as a false hype. Kapralik referred to the Bob Rolontz story on the "soft radio format" in the February 24 *BMW* as exemplifying the changes coming into the business to complicate the life of promotion men.

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'Honeymoon Over,' Says Bobby Weiss

Continued from page 8

the-oceans" fashion. U. S. firms, he said, will find it to their advantage to have their artists record abroad, sharing label credit with their affiliates' name orchestras. Similarly, foreign artists, he predicted, would record in this country for their American affiliated firms, and with the U. S. label's bands.

This technique, coupled with American artists recording in foreign tongues, will help keep them in the fore on the overseas market. It will help discourage the practice of foreign labels covering American hits with their own artists, thereby siphoning off the cream of potential sales. The exchange or "loan-out" of artists between foreign and American labels has been used successfully for years in the classical field. Numerous artists, who had enjoyed their initial introduction to the American public via RCA Victor Red Seal records, were originally signed by the then Victor affiliate in England (HMV).

Weiss became the first resident representative for an American record company 10 years ago when he went to Europe for Capitol Records as European sales director.

He helped establish Capitol's own label identity around the world, with Capitol becoming the first record company to offer its wares world-wide under the same trademark. After EMI had purchased Capitol and the need for European representation was appreciably diminished, Weiss was recalled to Capitol's Hollywood headquarters for reassignment. However, he preferred to remain on the foreign scene, and joined E. H. Morris Music Publishing Company as its international director, retaining his headquarters in Paris. In March, 1959, he was signed by Warner Bros. Records to become its Paris-based international director. Weiss was responsible for establishing WB's own label identity in all countries throughout the world, a precedent for a newly launched label.

Following his annual meetings at Warner's Burbank, Calif., headquarters, Weiss returned to Paris to start his fourth year for the WB

Festival Winner

Continued from page 6

in most cases. Rights have already been bought up for the following songs that competed for the top prize:

"Aspettandoti," published by Suvini Zerboni, has been sold for Spain and Portugal to Ediciones Armonico; for France, the Union of France, Monaco and Europa No. 2 to Chappell S. A.; for Belgium, Luxemburg and the Netherlands to Italmusic.

"Bongiorno amore," published by Tiber, has been sold, for Germany to Karl Heinz Busse; for Austria to Figaro Verlag; for Switzerland to Universal Edition; for Belgium, Luxemburg and the Netherlands to Italmusic; for France, the Union of France, Monaco and Radio Europa No. 2 to Chappell; for Spain and Portugal to Canciones del Mundo; for the U. S. A. and Canada to Audubon Music, Inc.

"Inventiamo la vita," published by Mascheroni, was sold for France, Union of France and Monaco to S.E.M.I.; for Germany to Musikverleg Solami; for Spain and Portugal to Ed. Armonico; for Belgium, Luxemburg and the Netherlands to Italmusic.

"Passa il tempo," published by Durium, has been sold for France to Pathe Marconi; dealings are under way for the Benelux countries, Germany, Scandinavia, U.S.A. and Switzerland. It is still open for sale to other countries.

"Pesca tu che pesco anch'io," published by Di Lazzaro, has been sold for Germany to Musikverleg Solami.

"Quando, Quando Quando," published by Ritmi e canzoni, was sold for France to SEMI; for Spain and Portugal to Armonico; for the Netherlands to Holland Music; for Argentina, Chile, Uruguay and Venezuela to Fortissimo Americano. Dealings are under way for sale to Austria, Brazil, Germany, England, British Empire, Scandinavia, the U. S. A. and Switzerland.

"Tebia," published by R. R. Ricordi, was sold for Belgium, France, Luxemburg and Switzerland.

"Un'anima leggera," published by Connelly, was sold for Spain and Portugal to Ed. Armonico; for the British Empire and Commonwealth to Campbell, Connelly and Company, Ltd.; for France and Benelux countries to S.E.M.I.; for Germany to Hans Sikorski; for South America to Ed. Fermata.

"Vita," published by La Cicala-Tevere, was sold for Spain and Portugal to Musica del Sur.

Dealings are also under way for the sale of "Lui andava a cavallo," publishers Accordo; "Centomila volte," publishers Fono Cine; "Cipria di sole," R.P.D.; "Goldoli, gondola," Ricordi, and "Tango Italiano," Southern.

Breakouts Still Selling

BALTIMORE — Nothing new broke out here last week, but previous area breakouts were big sellers among the new contenders. "Patti Anne," by Johnny Crawford on Del Fi, and "Ballad of Thunder Road," by Robert Mitchum on Capitol, led in sales for this group. Popularity of "Thunder Road" was regarded by dealers here with awe, except for the country specialists who say revival of the old ballad is sure sign of the growing trend to country-oriented pop tunes.

Other area breakouts getting continuing good sales were "Cry, Cry, Cry," by Jack Scott on Capitol; "Imagination," by the Quotations on Verve.

Beginning to get action were newcomers on the charts: "She Can't Find Her Keys," by Paul Peterson on Colpix; "When My Little Girl Is Smiling," by the Drifters on Atlantic (Washington preferred the "Mexican Divorce" side); "Lover, Please," by Clyde McPlatter on Mercury, WWIN's pick hit of the week. "You Don't Miss Your Water," by William Bell on Stax, another recent Washington breakout, was also starting to get sales.

5 Break in Chi

Continued from page 6

and has also picked up supporting air play.

Milwaukee's Jim Stagg first picked the tune at WOKY about three weeks ago. Since then it has gotten on-again, off-again (and probably next week on-again) play at Chicago's big hit-maker, WLS. It was also picked by Don Rose of WEBC in Duluth, Minn.

Others starting to move are "Concerto for the X-15," Elliot Evans on Reprise; "If a Woman Answers," LeRoy Van Dyke, Mercury; "The Nutcracker" by B. Bumble and the Stingers on Rendezvous. "It Wasn't God Who Made Honky Tonk Angels" by Kitty Kallen on Columbia is popping here and in Minneapolis.

"What's Your Name" by Don and Juan on Big Top was starting to get good store action late last week and is also getting increased air play. Also starting to move: Rick Nelson's "Young World," on Imperial (it hit the chart this week); Conway Twitty's, "Portrait of a Fool" on MGM, and the Kingston Trio's "Where Have All the Flowers Gone," on Capitol.

label. Although he covers the globe for the WB label, his home base is located in the Warner Bros. Pictures offices in Paris.

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2 Juke Box Mfrs. Provide 33 Singles

• Continued from page 4

ages—complete with a point-of-purchase display to mount atop of the juke box—and this program has boosted collections.

Records released in the Seeburg Artists of the Week program and in the AMI Top Talent Tunes are available in 33 stereo only. And they are all custom jobs for the phonograph manufacturers.

AC Automatic Services, Inc., has a similar program. The firm orders 33 stereo single packages from various labels and distributes them to operators through AMI distributors.

Display Material

Each package consists of 10 sides from a single LP. Also included in the package are several complete sets of title strips, with a seven-inch slick reproduction of the original album for point-of-purchase display on the juke box.

The AMI plan, called Top Talent Tunes, extract 10 of the 12 bands on the average LP.

The other two major juke box manufacturers—Rock-Ola and Wurlitzer—do not have 33 custom stereo deals going. The plan was suggested to Rock-Ola distributors at a recent sales meeting, but the distributors turned it down.

A check of BMW's "Hot 100" list in the February 24 issue discloses that of the 100 best selling records listed, not one was listed as being available in stereo—either 45 or 33—and only a dozen were listed as being available in a 33 single. The rest were all available only in 45 monaurals.

Meyer Parkoff, president of Atlantic-New York, the New York Seeburg outlet, citing the rising sales of 33 singles by his firm, pointed out increased operator collections due to this program, and then took the following blast at the record companies:

Lack Vision

"It is unfortunate that the record companies, who are in a position to support this program, cannot envision the future. They do not have the imagination necessary to look forward and pioneer a program that makes sense even at the retail level, and undoubtedly at the juke box level. All they are interested in is volume on singles and their present profit picture.

"We in the juke box industry are interested in promoting the welfare of the operators by giving them the equipment and the quality of music that will attract the patrons.

"The operators today are more conscious of programming than ever before because they have seen that rock and roll is not the answer to good programming. Good adult music still gets a play, and a good one at that.

"Our industry is changing, and the operators are making this change by themselves. If the record companies wish to participate in this change, they should analyze the market and help promote this new field that lies ahead of them and which will help the operator and the industry."

Product Scarce

Parkoff's rap at the record industry is not entirely unwarranted as far as the juke box operator is concerned. With the exception of custom deals, the singles manufacturers are making precious little product available in stereo at any speed.

With juke box operators buying about 50 per cent of the singles product, their needs are largely overlooked both in type of programming and in availability of stereo product.

Here's what a spot check of some leading record companies disclosed:

United Artists, Kapp, Dot, Capitol, Liberty, Mercury, Decca and Colpix make singles only in 45 monaurals, although they will make stereo records available on request, providing, of course, that the order warrants it. No single juke box operator can place that large an order.

Columbia, ABC-Paramount, London, Monument, Hi and Felsted make custom 33 stereo records for the Artist of the Week program, but have no other regular stereo single release program.

RCA Victor currently issues both 45's and 33's in singles, but only in monaural.

Record companies will counter with the statement that they have given the stereo single an honest try and discovered that the sales were not forthcoming.

Distribution Problem

They point out that one-stops and distributors do not want to carry stereo and monaural versions of the same record, and they certainly don't want to carry the record in two speeds. They feel that if the record will go, it will go in a 45 monaural version.

All this is little consolation to the juke box operator, who has paid for a two-speed stereo juke box and is programming primarily in 45 mono.

Distribution, as well as the attitude of the record companies, may be a key to the stereo single shortage. The Seeburg program has demonstrated that when good stereo programming is available, the juke box operator will buy.

Profitable Market

There is little question that if stereo singles were produced in quantity for the juke box operator—with the records not available in monaural—the one-stops and distributors would handle these records and the market would be profitable for both record label and the operator.

Actually, it is the availability of stereo rather than the speed which concerns the operator. If the 33 is the only stereo available, than it makes sense for the operator to buy 33 for those of his boxes which play that speed. If a stereo version is available in both speeds, than it makes little difference.

The average operator is not interested in the battle of the speeds—he prefers one speed, and he doesn't care which one. What does concern most operators is the lack of availability of adult stereo programming.

And while custom packages offered by juke box manufacturers through their distributors help ease his problem, this problem will continue to haunt him until the record companies gear a substantial portion of their output to his needs.

MOA Exhibit Line-Up Same as 1961

CHICAGO—Three of the industry's five juke box manufacturers, Rock-Ola, Seeburg and Wurlitzer, will not exhibit at Music Operators of America's forthcoming conven-

tion, here, but the association appears to be drawing strong support from various other segments of the coin machine industry.

Statements by the three were

made exclusively to BMW and ended industry speculation since last year's MOA convention of whether the trio planned to participate.

The industry's other two juke box producers, AC Automatic Services, Inc., AMI and United, indicated they would exhibit as in previous years.

MOA managing director, E. R. Ratajack, released a list of seven initial confirmations received by the association for exhibit space. The group represents a cross-section of firms in the coin machine, vending and record industries.

Included in the group are Irving Kaye Company, Cine Sonic Sound, Dot Records, Jay Jay Records, American Suffleboard Company, MGM Records and Continental-Appo.

Ratajack noted that the list represented the opening week's registration. Applications for exhibit space were sent out by the association a little more than a week ago.

Ratajack said that many other applications are in process, but that he is following a policy of releasing names of companies only when arrangements are definitely completed.

Increased exhibitor participation is expected to follow MOA's re-

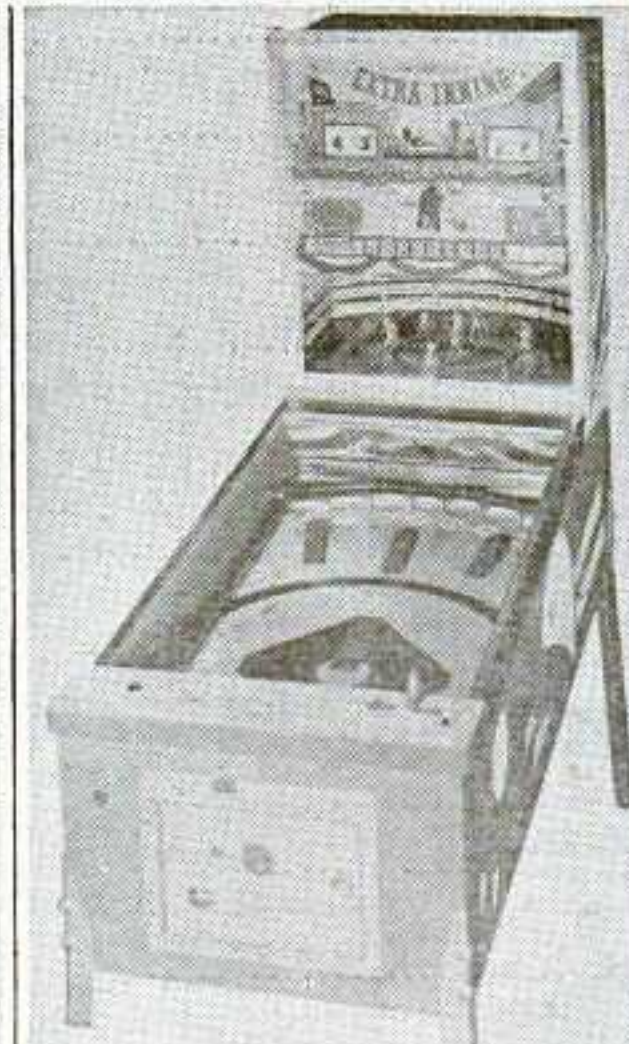
(Continued on page 41)

Williams Sharpens Pitching, Batting Techniques in New Baseball Units



WORLD SERIES

CHICAGO — World Series and Extra Inning, a pair of new baseball games, were introduced by Wil-



EXTRA INNINGS

liams last week. Both games have similar features and have modernized cabinets, stainless steel trim and improved pitching and batting units.

Extra Inning is designed for territories where free games are not allowed. Instead of winning a free game, the player can win an "extra inning" of play by any of four ways: (1) Hitting a grand-slam

homer with bases loaded; (2) hitting a super homer; (3) high score in runs; (4) high score in homers.

With World Series, players can earn free games by getting a high score in runs, high score in homers, hitting a grand-slam homer or hitting a super homer. The last named also gives an extra inning of play.

Three outs conclude an inning and total innings per game can be adjusted by the operator.

Two Keeney Games Go Out To the Trade



EL RANCHO

CHICAGO — El Rancho and Hacienda, two-ball pin games, were shipped to the trade last week by J. H. Keeney & Company.

Both games feature extended play whereby the player has the prerogative of taking his score or an extra ball for additional shooting to increase his scoring possibilities.

The games feature ease of servicing. Both the backglass and playfield glass slide out in two directions. Cabinet has all metal front-door and adjustable coin divider for operator and location.

Keeney's El Rancho features a panoscope viewer on the top of the backglass, while the Hacienda does not.

EDITORIAL

The Forgotten Man

This week's issue of Billboard Music Week carries a fairly involved story dealing with problems encountered by juke box operators who want to program intelligently and who are frustrated by the lack of product made available by record companies.

Briefly, operators are spending substantial sums for top-quality phonographs and they are having their troubles getting records to match the quality of their juke boxes.

The crux of the problem is the relative scarcity of stereo single records and the additional scarcity of adult singles programming, capable of appealing to the mature audience which comprises the bulk of juke box patronage.

In most businesses, the manufacturer tries to find out what his customers need, and he fulfills that need. In the juke box business, this rule is reversed.

Most of what is available in stereo programming—and much of what is available in adult programming—is due largely to the efforts of the juke box industry, not of the record industry.

We refer specifically to the programs initiated by Seeburg and AMI.

These programs provide for stereo singles, programmed with top artists and for adult locations, being made available through local juke box distributors.

But what about current hits? If the operator wants them, he can get them in monaural singles. Generally speaking, they are simply not available in stereo.

Manufacturers of single records sell roughly half their output to juke box operators. They take this market for granted for an obvious reason—where else can an operator get his records?

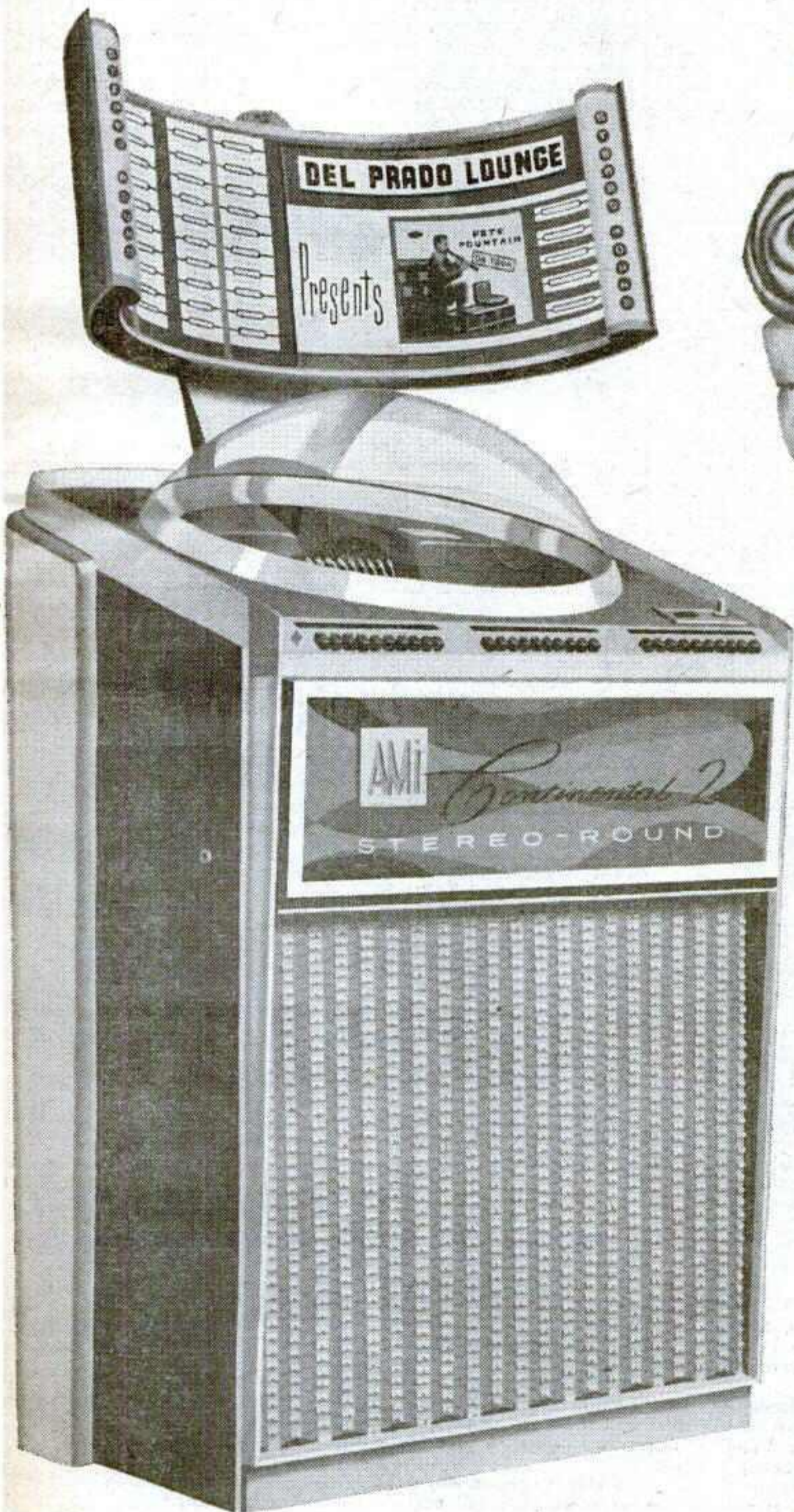
While singles constitute a relatively small portion of the record business, their importance transcends their share of the total market. A hot single will help album sales. The exposure value of a single on a juke box does much to stimulate retail sales.

Probably the reason why singles aren't even more important as an exposure plus, and possibly the reason why singles are accounting for a smaller and smaller share of total record sales, is due to the policies of the record companies themselves.

Our advice to the record manufacturers is this: Program for the juke box operator; if stereo helps juke box collection, give it to him. Study the juke box market. If adult programming boosts collections, program accordingly.

You'll find that by giving the juke box operator what he needs, you'll be making more money and so will he.

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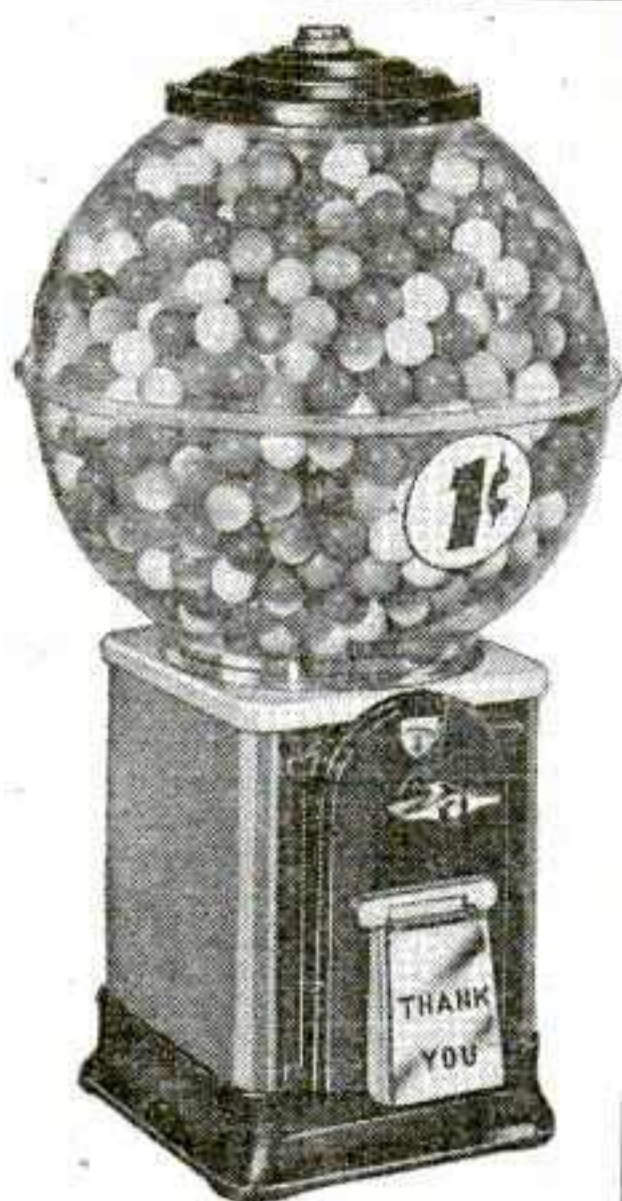
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More Exhibitors Signing On For NVA Miami Convention

CHICAGO — Several new exhibitors, including at least one coin-operated game manufacturer, will be showing equipment at the

National Vendors Association's Miami Beach, Fla., convention March 15-18.

Executive Secretary Jane Mason reports that Naitone, Inc., Miami golf game manufacturer, has signed to exhibit at the conclave.

She predicts that several other firms who have never before shown at an NVA convention will be on the floor.

Convention officials meanwhile continued with planning for the bulk vending industry's annual conclave. BMW's coin machine editor, Aaron Sternfield, who is in charge of the morning forums, met informally with members of his committee recently to plan the discussion agenda.

Topics Planned

Topics will include sponsorship, legislation, servicing, inventory and merchandise control and other grass-roots operating problems.

A formal agenda and names of panel participants will be announced at a later date.

Milton T. Raynor, association counsel, will deliver an address titled "A Road Map to Success." Associate counsel Donald Mitchell's speech is titled "Golem Is in Our Midst." Counsel Mitchell declined to explain meaning of "Golem" or go into further detail on the talk, terming it "a surprise."

Worthy Craft

Sue Folz, chairman of the ladies' program, announced that the boat

that will take the ladies on the all-day cruise is owned by the Deauville Hotel, good news to NVA members who recall a recent Grand Bahama Island convention where conventioners rode to the island on a flat-bottom boat which refused to come to terms with the sea.

Also in the realm of entertainment, Leo Leary, field sales manager of Leaf Brands, was unofficially dubbed athletic-social director for the conclave. Leary, whose prowess on the golf course has already made him a legend in his time, has offered to take no all-conventioners "for money or gum balls."

Executive Secretary Jane Mason said that several local and State associations are planning to attend the Miami conclave in a group.

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N.W. Deluxe 1c or 5c Coin Machine 12.00
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Pistachio Nuts, Jumbo Queen, Red	\$.44
Pistachio Nuts, Jumbo Queen, White	.57
Pistachio Nuts, Large Tulip	.42
Pistachio Nuts, Vendor's Mix	.55
Pistachio Nuts, Sheik, Red	.50
Cashew, Whole	.65
Cashew, Butts	.65
Peanuts, Jumbo	.45
Spanish	.35
Mixed Nuts	.32
Baby Chicks	.32
Rainbow Peanut	.32
Bridge Mix	.32
Boston Baked Beans	.32
Jelly Beans	.28
Licorice Gums	.28
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IMMEDIATE DELIVERY THERE ARE BIG PROFITS IN GUM GET YOUR SHARE WITH *Northwestern*

PACKAGE GUM VENDOR

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"GOLD MINE"
Tab Gum Selector
Vends all popular tab gum. The "Gold Mine" is guaranteed mechanically perfect and is shipped complete, ready to operate. Conversion head fits your present standard Acorn Vendor!

"ACORN"
All Purpose Vendor
The all-time favorite of the vending business. Vends all 1c and 5c bulk merchandise. Guaranteed mechanically perfect—the one machine with virtually no depreciation. Today's Acorn looks the same as the original.

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Holds 400 capsules, for larger profits on each filling without crushing capsules or jamming because of half capsules. Guaranteed mechanically perfect. Conversion head fits your present standard Acorn Vendor. Vends any denomination from 5c to 25c.

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Ball Gum Vendor
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Mixed Nuts	30	.55
Spanish Peanuts	30	.51
Virginia Splits Peanuts	30	.55
Rainbow Peanuts (Candy)	30	.28
Boston Baked Beans	30	.28
Licorice Lozenges	30	.28
Confetti Mix	30	.28
Jumbo Pistachios, Red	30	.40
Medium Pistachios, Red	30	.40
Small Pistachios, Red	30	.53
Leaflets (M&M Style Candy)	25	.37
Tenny Jelly Beans	33	.27
Hersheyettes	35	.47
Candy Corn	30	.25
Chicle Base Cub Chicks 520	30	.42
Chicle Base Cub Chicks 320	30	.42
Rainbow Tabbly-Lets 520	34	.32
Sugar Peps (Bulk Candy)	34	.40
Maltettes (Ball Style, 100 Ct.)	15	.28

BALL GUM VARIETIES Pack—Per Lbs. Lb.
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GIVE TO DAMON RUNYON CANCER FUND

Schuster Sees Improved Year For Canteen; Option Plan Okayed

CHICAGO—In a meeting interrupted by announcement of the safe return of astronaut John H. Glenn Jr., Automatic Canteen board chairman Frederick L. Schuster said that every indication points to a considerably improved year for the company in 1962.

Schuster spoke before shareholders attending the company's annual meeting. Shortly after the session got under way, however, it was interrupted by director J. Arthur Friedlund, who announced that "Glenn is on the deck of the U.S.S. Noa and is in good shape." The announcement was greeted with applause by assembled stockholders and officers of the company.

After the announcement, debate got under way on a Canteen stock option plan that was subsequently approved along with the re-election of 17 directors.

Dividend Declared

Following the annual meeting, directors declared the regular

quarterly cash dividend of 15 cents per share payable April 2 to holders of record March 15.

Directors also re-elected the full slate of company officers for the coming year.

Board chairman Schuster announced that sales at retail are currently running some 10 per cent ahead of last year and that the finance companies owned by Canteen are doing well.

Cites Improvements

He noted that operational improvements put into effect during the past several months should begin to be reflected in earnings by the third quarter.

Shipments on the firm's new Celebrity line of vending equipment would begin in 10 days the chairman predicted. The new line is one of the results the company is beginning to get from a \$2.6 million research and development program conducted over the past year, Schuster pointed out.

"I am very optimistic about fiscal 1962," he said. "Our 17 cents per share first quarter earnings compare most favorably to the total of 22 cents per share earned during the combined previous three quarters. Indications are that improvements in earnings should continue at a satisfactory rate for the balance of the fiscal year."

MOA's Exhibits

Continued from page 38

vision of its bylaws last November, when the association ruled it would accept for showing any piece of equipment that did not require a \$250 federal gambling license.

The move would admit, for example, pinball machines which have up to now been barred from the MOA exhibit floor.

In indicating they planned to participate in the MOA conclave, a United spokesman said: "We are planning to exhibit but we haven't sent in our official confirmation as yet."

Tom Sams, AC Automatic Services vice-president, said that the firm would definitely show at the conclave. AC Automatic is the Automatic Canteen Company of America sales arm for AMI juke boxes and background music systems, Rowe vending equipment and ABT changers.

The refusals by Rock-Ola, Seeburg and Wurlitzer came as no particular surprise to the industry, nor apparently to MOA.

Commenting on the news, E. R. Ratajack said: "While I am disappointed, I am not surprised. We have had inside information for quite some time that the three companies would not appear."

All three juke box firms emphasized that there was nothing personal in the move and that the decision was merely one of sales policy.

A Rock-Ola spokesman pointed out that the firm had already introduced its new equipment for the year and that there was no particular point in setting up another exhibit. He added, however, that Rock-Ola intended to continue to support MOA in its copyright fight.

A Seeburg spokesman similarly noted: "Trade shows are generally to introduce new equipment and Seeburg has already introduced its 1962 line."

A Wurlitzer official said that the firm hasn't felt that the MOA show was "sufficiently well attended by operators to warrant the expenditures involved in showing."

Discussing the news further, MOA's Ratajack said that "Their (Rock-Ola, Seeburg and Wurlitzer) reasons for a turndown are not consistent from year to year.

"The background of their association with MOA reveals that in prior years they have chosen not to show because they said annual showings would lead to a competitive effort among themselves to produce new models for each show.

"I find it odd that this year their story is that they do not want to appear because they have nothing new to show in May," the MOA managing director concluded.

Tinfoil Protects Bulk Fill From Sun Damage

DENVER—Heavy sheet tinfoil, neatly stretched around the exterior of globes on bulk vending machines will help the bulk operator to solve a serious problem, reports Frank Thorwald, active operator here.

The problem is sun-fading of ball gum, charms and even capsules, which exist the year-round. Even during the winter, direct rays of sunlight, pouring on exposed outdoor locations, can not only fade the colors of ball gum and confections but result in guilty-appearing discolored capsules, melted and distorted plastic items and loosened adhesives of rings.

Thorwald, who has many year-round outdoor locations in front of supermarkets and drugstores in suburban shopping centers, had experimented with many protective materials before hitting on the idea of heavy pieces of tinfoil.

These not only black out the sun's rays from damaging contents of the globe but, because they are natural reflectors, bounce back the rays and prevent the temperature within the vending machine from reaching high degrees.

In a typical installation, sheets of tinfoil which extend three-quarters around the globe are used on three machines, and all the way around the ball gum unit. While Thorwald expected volume to suffer somewhat in the ball gum machine due to the contents being completely hidden by the tinfoil, there was no drop in sales. People, of course, are aware that ball gum is ball gum, and apparently don't require a look at the contents before dropping in their pennies.

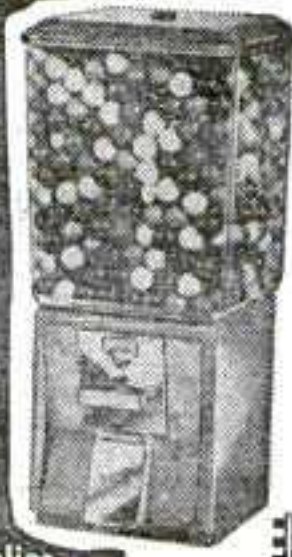
Thorwald used a semi-stiff grade of tinfoil for this unique reflective protective.

The Best Charms
Rings, Gimmicks & Capsules
Come From
EPHY-GUGGENHEIM, INC.
See Them and Buy Them at
RAKE COIN MACHINE EXCHANGE
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446 W. 36th St., New York 18, N. Y.

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Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.



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COMPANY _____
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Fill in coupon, clip and mail to:

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2700 W. Lake St. Chicago 2, Ill.
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We handle complete line of machines, parts & supplies.

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1784 N. Decatur Rd., N.E. Atlanta 7, Ga.
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Northwestern INTERCHANGEABLE MERCHANDISE UNIT

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With QUICK-TACH at Slight extra cost.

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Always a complete stock of outstanding Northwestern machines, parts and supplies.

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GET ACQUAINTED PACKAGE DEAL

4 1c-5c Standard Atlas Masters
1 New Four-Machine Stand with back wheels and handle
\$71.50

SURE LOCK, the perfect capsule. Patent No. 2762411. Outstanding items. Send \$2.50 and receive 100 quality filled capsules. Contains our complete line.

FREE Illustrated Sheets on all Feature Charms, Rings and Bulk Charms.

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World's Largest Selection of Miniature Charms

More will LIVE the more you GIVE

HEART FUND

Minnesota Operators Report Action on 'Don't Break Heart'

MINNEAPOLIS—Although this area has been blanketed by heavy snows, sales by one-stops held up fairly well, but most operators reported collections off. Both the one-stops and the operators reported considerable action on Connie Francis' "Don't Break the Heart That Loves You."

With many outstate roads blocked by snow, operators were doing their record shopping by mail or phone. Southwestern Minnesota was particularly hard hit, as was the area around Sioux Falls, S. D.

One-stops had few squawks about business, though. In fact Tom Prenevost of All-Record Sales, Minneapolis one-stop, said that business in February was 20 to 25 per cent ahead of a year ago, although the firm was new in business last year.

At All-Record Sales the following records were hot: "Duke of Earl" by Gene Chandler; "The Wanderer," Dion; "Cottonfields," the Highwaymen; "Birth of the Beat," Sandy Nelson; "She's Got You," Patsy Cline; "The Twist,"

Chubby Checker, and "Little Bitty Tear," Burl Ives.

Top Sellers

In addition to the Connie Francis disk, Jim Christensen of Jim's Record Shop, St. Paul one-stop, listed the following as top sellers: "Tears Broke Out on Me," Billy Vaughn; "One Love, One Heartache," Billy Vaughn; "Cottonfields"; "Chattanooga Choo Choo," Floyd Cramer, and "Duke of Earl."

At Brown Bros., Inc., Minneapolis one-stop, Ray Brown noted the following records as having the best action: "Don't Break the Heart That Loves You"; "Dream Baby," Roy Orbison; "Summertime," Rick Nelson; "She's Got You," "Tears Broke Out on Me," and "Duke of Earl."

With the Twin Cities having re-

(Continued on page 48)

Germans Watch U. S. Congress Before Reforming Rights Law

Continued from page 28

This is regarded in Germany as a sensational proposal and possibly worthy of emulation.

They Got Culture

Culture is synonymous with the German way of life, and it is a major budgetary item on the local and State level. Culture is subsidized in Germany, where there are no illusions about the readiness of advertising sponsors to dish up Goethe and Schiller.

But as the Germans re-arm and prepare to pay more toward eco-

nomic development assistance to the underdeveloped areas, there is grumbling about this country's tax explosion.

GEMA, the German copyright society, is under simultaneous criticism for its aggressive attitude toward royalty collections and its disbursement of the same. There has been vigorous parliamentary criticism that GEMA spends too much money for administration and antagonizes the public at the expense of its artists.

These charges have never been substantiated, but it has been substantiated that GEMA, under present copyright legislation, is a free-wheeling organization regulated by nobody. In practice, GEMA places itself voluntarily under supervision of the justice ministry, but this arrangement is unimpressive to many Bundestag members.

The Bundestag's draft copyright law regulates GEMA as well as royalty payments.

Support Live Arts

Capitol Hill agitation for use of performance money to subsidize live performing arts is finding a vibrant echo in West Germany. Such an approach would relieve pressure on the present culture appropriations, and would extricate GEMA from controversy.

Also, if the U. S. put broadcaster and juke box use of records under royalty, if Germans favor parallel legislation to simplify musical relations between the two countries.

There is lively interest in West Germany in testimony before the Thompson committee in the House. Testimony that serious American music is headed for oblivion aroused no surprise in this country, which long ago learned that heavy culture requires heavy State subsidies.

German experience indicates that some degree of State subsidy will continue to be necessary, regardless of what is done to channel broadcasting and juke box use of recorded music into revenue-producing support of the live performing arts.

Sees No Control

There is incredulity in this country at charges in the U. S. that State subsidization of the arts would be tantamount to thrusting the tentacles of government control.

State subsidization of the arts in Germany is done at the State level. Radio broadcasting and television are State-supported. The formula used for subsidy of both the arts and radio-TV is for broad public representation on supervisory councils.

This organizational device appears to have obtained most of the advantages of State subsidization without incurring the more flagrant evils of State involvement.

Misery Loves Company

German phonograph operators are taking a misery-loves-company attitude toward the prospect their American cousins soon will be saddled with performing rights royalties. German operators always have paid the royalty, and they are now battling court decisions which would require them to ante up for recording artists as well as composers-authors.

Certain sections of the German trade are not displeased at the prospect of U. S. juke box music royalty payments. It is felt that such legislation would place the U. S. and German trades on a more even footing.

The immediate result, it is predicted, would be a decline in U. S. phonograph competition, because of reduced sales in the U. S. It is assumed that the U. S. industry would contract, relieving competition for German producers in world export markets and, more important, in the German market.

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- Designing, Printing, Lithography
- Pressing, Plating
- Record Promotion & Publicity
- Recording Facilities & Supplies

RECORD ACCESSORIES

DEALER FIXTURES, RACKS, DEMONSTRATORS

USED COIN MACHINE EQUIPMENT, PARTS & SUPPLIES

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- Wanted to Buy

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MISCELLANEOUS

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HOLLYwood 9-5831

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

Operators Should Investigate State Agencies With Anti-Loan Rule Power

By JOSEPH KLEIN

CHICAGO — Anti-loan regulations may be available to operators in 49 of the 50 States even if they elect to pass up the legislative course of action followed in Chicago.

Alcoholic beverage control agencies, or the departments of government under which they function, are vested with almost unlimited authority to formulate rules for the conduct of business on premises used for liquor sales. North Dakota is the only exception.

The Joint Committee of the States to Study Alcoholic Beverage Laws upheld the quasi-legislative authority granted to these agencies in its report in 1960.

A simple request by an organization or group of operators, addressed to the State liquor control body, could bring about the promulgation of a rule as effective—and, perhaps, even more so—than the anti-loan ordinance passed recently by the Chicago City Council.

Must Show Cause

The petitioners for any such regulation would have to show, of course, that coin machine loan practices are detrimental to the operator, the location owner and the alcoholic beverage business.

Of all the States, North Dakota alone denies rule making power to its liquor control officials.

The New York State Liquor Authority has only limited regulatory prerogatives which it can only exercise in specific areas of the alcoholic beverage business. Additionally, the New York courts have been zealous in checking not only for compliance by the authority, but also for the constitutionality of the grant by the Legislature.

The Indiana statute is tantamount to unrestricted rule making power. So is Ohio's.

In the District of Columbia, the rule making authority is possessed by the District of Columbia Commissioner rather than by the control board. Similarly, a few States have granted this power to the departments of government of which the alcoholic beverage agencies are component parts. In this group are Maryland, whose State controller

is enabled to establish rules; Rhode Island, where the authority is lodged in the department of business regulations, and Wisconsin, where it is delegated to the State treasurer.

Force of Law

In all the States, statutes passed by the legislatures give these regulations the force of law. Provisions in all liquor control laws subject violators of rules to penalties of varying severity.

In California, Michigan, Ohio and Virginia, rule making powers are governed by standard administrative procedures acts.

Both public notification and public hearings are required before a rule can become effective in California, Ohio and Virginia.

In an emergency in Ohio, the Governor may suspend this requirement, thus permitting the control agency to promulgate an emergency rule to be effective for a period not to exceed 60 days. The Minnesota statute provides for a public hearing on a proposed rule.

In Michigan, the following requirements must be met:

1. Approval by the attorney general.
2. Adoption by the liquor control agency.
3. Signature by the Governor.
4. Filing with secretary of state.
5. Publication in the supplement of the Michigan administrative code.

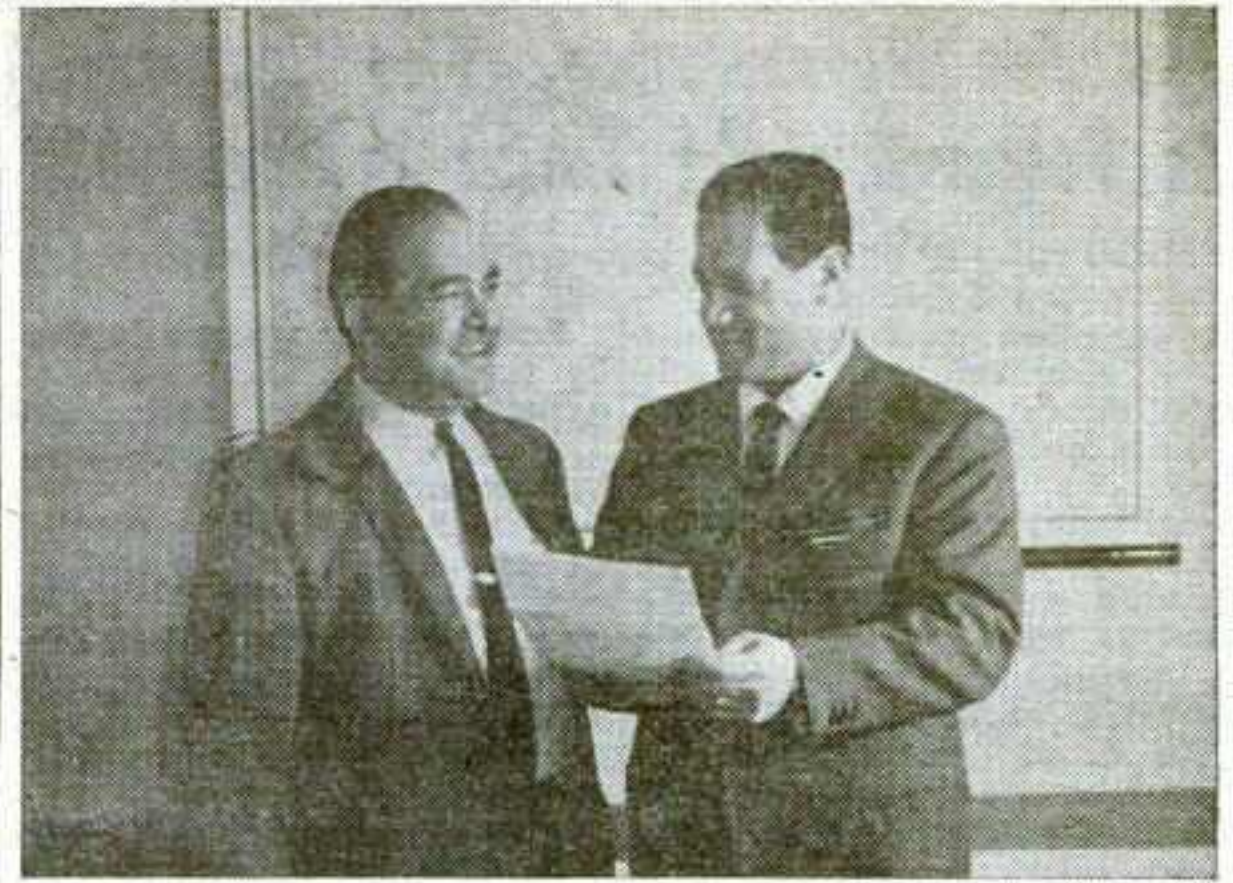
Connecticut requires that regulations must be approved by the attorney general and published in the Connecticut Law Journal.

Freedom to Act

But in most of the States the control agency could act speedily and accede to the operators' request for an anti-loan rule at will, without consulting other officials or departments of government.

Operators would have substantial ground upon which to build a case for the anti-loan ban.

Credit in the sale of liquor and beer is either sharply restricted or forbidden in most of the States. Statutory or regulatory prohibitions also apply to financial control of taverns, or any segment of its operations, by creditors.



SAM KOHN, LEFT, former Philadelphia kiddie ride manufacturer, talks over marketing plans with Davide Matalon, president of Italdisc.

COMMON MKT. IS GOAL OF INTER-EUROPE COIN CO.

MILAN—Inter-Europe Coin, a manufacturing company which will make coin machines for the European Common Market, has been organized here, according to an announcement issued this week by Davide Matalon, president of Italdisc.

Matalon, who will head the venture, last week gained exclusive manufacturing rights for two pieces of coin-operated equipment made by the I. J. Manufacturing Company, Philadelphia. They are the TV Viewer and the Echo Phone.

The former allows the patron to see himself on a television screen, while the latter allows him to hear his voice as it sounds over the telephone.

In Milan to sign the deal with Matalon was Sam Kohn, former president of the Merry-Go-Round Manufacturing Company, Philadelphia, and Stanley Seymour, a Philadelphia lawyer.

Actual manufacture and assembly is expected to get underway this week. A reported \$150,000 has been invested in plant facilities at Di Viale Papinano 40 here.

O'Seas Plan Flies Now for Play Now

Continued from page 4

Trade experts credit Billboard Music Week with inspiring the pop lift. BMW is distributed on the Continent simultaneous with U. S. distribution. It has attracted a Continental following avid for information on the latest chart ratings and releases.

However, prior to the pop lift, considerable time elapsed until the BMW-listed disks were available generally on the Continent. Even the EES disk lift does not attempt to get instant delivery on new releases.

Certain shrewd Continental distributors and operators reasoned that if the Billboard Publishing Company could print BMW in the U. S. and fly the copies to Europe, the same was possible with phonograph records.

Prefer U. S. Release

Juke box operator studies show that a large segment of fans would

prefer to have releases in English direct from the U. S. while they are hot in America than wait for the issuance of German versions.

Trade analysis, in fact, suggests that the time factor may soon be paramount in the international pop music trade. If the pop lift is a criterion, the question of simultaneous release of new titles in the U. S. and Europe may become acute soon.

EES reports that it is economically quite feasible to airlift disks from the U. S. Stimulated sales more than amortize the additional costs.

The pop lift is also reported to have acquired snob appeal on an undreamed scale. The speed is the big factor, but Continental juke box fans fancy that they acquire status by listening to "original" U. S. pop platters — the real thing, direct from America.

Minthorne in Suit Against Seeburg Firm

PHOENIX, Ariz. — Jean J. Minthorne, a local operator and former Seeburg distributor, has filed suit against the Seeburg Corporation, charging antitrust violations, and is seeking more than \$6,000,000 in damages. The suit was filed through his attorney, William G. Christy.

The action comes in the wake of a suit filed by Seeburg, in which Minthorne is charged with being deficient in his accounts to the tune of \$200,000.

To Minthorne's claim that Seeburg had conspired to create a monopoly in this area, attorney John P. Frank, who filed the original suit against Seeburg, said, "Seeburg has a very small part of the Arizona market and has never monopolized it." He termed the Minthorne complaint "an effort to avoid payment of bills."

Minthorne Charge

Christy's complaint alleges that Seeburg squeezed Minthorne out of business, forced him to sell his California and Nevada distributorships, and then refused him the Arizona distributorship. It further alleges that Seeburg falsified its books and records as part of the conspiracy.

Minthorne is seeking triple damages of \$5,641,500, punitive damages of \$500,000, and \$200,000 for attorney's fees.



OSCAR HOPKA'S STORY must be pretty funny, judging by the way Paul Christiansen and Louis Reitschlager are chuckling. The boys got together during Phil Moss' open house in Des Moines recently. Food, drinks and prizes plus voting for beauty king and queen highlighted the agenda.

more will LIVE
the more you GIVE

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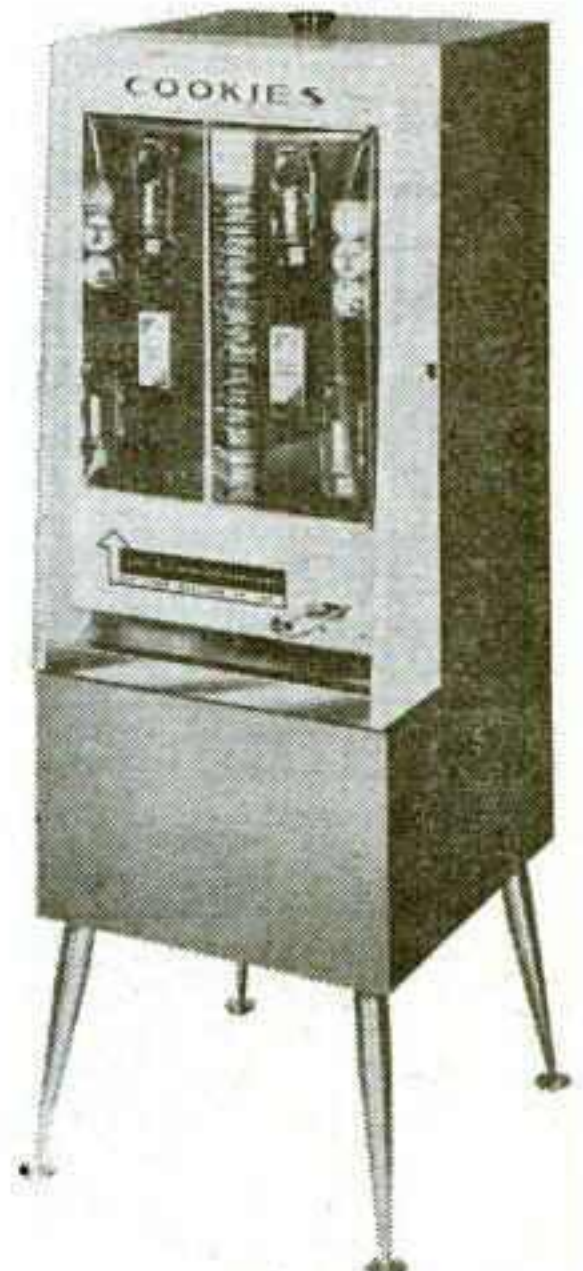


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Circle 6-8464-5

New York 36, N. Y.

Ops See New Dance, 'The Crawl,' As Following the Twist in Memphis

MEMPHIS — Although Twist records are still getting the majority of action on the city's juke boxes, when and if the craze subsides there's a new dance called "The Crawl" standing by to take over.

Operators report good play on a disk by that name by Willie Mitchell and his combo on the local Hi label.

Dancers, however, were reported to be doing the Twist to "The Crawl" record, which has Part 1 on one side and Part 2 on the flip. Mitchell says he has a dance called the Crawl ready to

sweep the country when the time is ripe.

Frank Berretta, partner in Popular Tunes Record Shop where all operators buy their platters, said "The Crawl" is being bought heavy by operators.

Edward H. Newell, owner of Or-Matt Amusement Company, reports it is in heavy demand on his route. Other operators report they are also giving it a whirl. And Mitchell, whose combo plays in a local night spot, hopes it catches on nationally.

Another record reported breaking well in the Memphis market, besides the Twist records and "The Crawl," is "Stranger on the Shore," an instrumental by Acker Bilk on Atco.

EUROPEAN NEWS BRIEFS

Out of the Mouths of Babes

ROTTERDAM—Dutch juke box operators are encouraging teen-agers to "speak up" for the phonograph in disputes with local authorities. The operators have learned that youth spokesmen can be extremely effective in persuading local authorities to support juke box play as an alternative to having young people congregating on the streets. Disputes between operators and local authorities primarily involve hours of operation, with Sundays being the greatest point of contention, and location categories. There is considerable opposition to Sunday juke box play, and there are complaints that juke boxes tend to attract young people to undesirable locations. Instead of arguing these disputes alone with authorities, the operators are enlisting the aid of articulate youth leaders.

Uniform Payments Scale

KASSEL, W. Germany — The Kassel district court has issued a ruling establishing a uniform scale of damage payments for repossessed juke boxes. The court's decision places depreciation for the first three months at 24 per cent of the box value, 30 per cent for the first half year; 42 per cent for the first year; 66 per cent for the second year; and 90 per cent for the third year. This is similar to the depreciation table established for radios and television sets. However, the court observed that the scale favored operators because the boxes they buy on credit are rotated from location to location, and actual depreciation through the use is greater than for radios and TV sets which remain in the home of the installment-plan purchaser.

Expanding a Small Market

WEST BERLIN—Wiegandt is finding an expanding market for its perfume dispenser, which sprays a whiff of eau de cologne. Numerous operators are siting the cologne dispensers in tandem with juke boxes under slogans such as "smell as sweet as you are." Cologne dispensers are developing into big business in Germany, where cologne was invented and the Muehlens 4711 Cologne has become a boudoir standby. Wiegandt is also pushing powder room placement of its cologne dispenser separate from juke box operation. It is usually paired off with cigaret machines.

Politics Hits the Juke Box

LISBON—Portugal's colonial troubles have depressed the coin machine market in Portugal. There is general economic retrenchment in Portugal now in anticipation of an eventual colonial disaster, and the coin machine trade has been among the first to feel it. New box purchases are being postponed and games locations have contracted because of distribution difficulties. Part of the difficulty, too, stems from the fact that juke boxes have been used for the clandestine playing of disks spoofing and protesting against the Salazar regime.

Distribute Williams Machine

LONDON—The firm of Ruffler and Walker is distributing the Williams Voice-O-Graph, a coin-operated voice recording (Continued on page 50)

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.

CAJUN QUEEN AND TO A SLEEPING BEAUTY	JIMMY DEAN Columbia 42282
I'LL SEE YOU IN MY DREAMS AND PICTURES IN THE FIRE	PAT BOONE Dot 16312
I'VE GOT BONNIE AND LOSE HER	BOBBY RYDELL Cameo 209
YOU WIN AGAIN AND IDA JANE	FATS DOMINO Imperial 5816
PLEASE DON'T ASK ABOUT BARBARA AND I CAN'T SAY GOODBYE	BOBBY VEE Liberty 85419
YOUNG WORLD AND SUMMERTIME	RICK NELSON Imperial 8005

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Juke Box Mechanic. No drifters, steady work, good pay, regular hours.

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188 W. Randolph Chicago 1, Ill.

OPERATE UNITED

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UNITED MANUFACTURING CO.
3401 N. California Ave., Chicago 18, Ill.

NEW STEREO PHONO

needs no remote speakers! AMI Continental 2 has new styling, stunning color—exceptionally compact—makes money anywhere! Plays 33 1/3 and 45 RPM records interchangeably. Get the facts from your AMI distributor or write: AC AUTOMATIC SERVICES, INC. 18 South Michigan Avenue Chicago 3, Ill.

NEW for '62!

DELUXE and SPECIAL 6-POCKETS BUMPER POOL

NEW DESIGN! NEW MECHANISMS!

At your distributor or write—

VALLEY SALES CO.
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FOR SALE

Each
20 Lotta Funs . . \$450.00
15 Barrel of Funs 550.00

Excellent condition. Call Lou Singer.

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THE PRICE IS RIGHT

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Give quantity and price in first letter.

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188 West Randolph Chicago 1, Illinois

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Automatic Music, Cigarette, Drink, Candy, Stamp and Amusement Machines.
ROUTES FOR SALE in N. Y. City; Los Angeles, Calif.; Virginia; Kansas; Boston; Michigan; Ohio.
WE BUY AND SELL ALL TYPES OF ROUTES anywhere in U. S.
Send us your list of Routes for Sale or what type of route you desire to buy.
WILL ACT as your agent in PURCHASE or SALE of Juke Boxes, Amusement Machines, Vending and Cigarette Machines. What do you need?
SEND FULL DETAILS TO:
NATIONAL BUSINESS EXCHANGE
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147 W. 42nd St., New York 36, N. Y.
BRyant 9-0240

ARTWORK KEYS AMI AD PROGRAM

CHICAGO — AC Automatic Services, Inc., is kicking off a national advertising program for its AMI phonographs, using illustrations by Stan Ekman, nationally known consumer magazine artist.

Ekman's work has appeared in The Saturday Evening Post as well as numerous other national consumer publications. Reproductions of the AMI, without copy, will be available for co-operative advertising use by operators through AC Automatic by Buchen Advertising, Inc., Chicago.

the NEW feature for 1962

SEEBURG Directional Stereo

the true magnificence of 33 1/3 stereo right at the phonograph!

BUY Bally FOR TOP EARNINGS IN EVERY TYPE OF LOCATION EVERYWHERE

ALUMINUM DE-GREASED DISCS

FOR STANDARD AND HARVARD METAL TYPER

* Packed in rolls of 100 * Available with special imprint
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Joe Ash says . . .

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POplar 9-4495

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ED JORGENSON, sales engineer of the Bally Division of Seeburg explains the mechanism of the Bally hot drink machine before 60 operators at an Atlantic-New York service school in New York Saturday, February 17. A service school was held in the firm's Newark, N. J., office the previous week. Another was held in Newark last Saturday (24).



OPERATORS AND SERVICEMEN discuss vending problems at the recent Atlantic-New York service school in New York. The next New York session is slated for Saturday, March 3. The opening classes dealt with hot drink machines. Cold drink and candy machines are next on the agenda.

Seeburg Rise Continues, Says Pres. O'Brien

CHICAGO — Seeburg president, Frank B. O'Brien, last week predicted a continued increase in the firm's sales and earnings for the quarter ending April 30.

In an interview with The Wall Street Journal on the firm's fiscal condition, O'Brien noted that first-quarter sales approximated \$11 million, up from \$7 million in the like period last year.

"Without provision for federal income taxes, net income in the January 31 quarter jumped more than 50 per cent above the \$225,000 pre-tax earnings in the 1961 period," he said.

O'Brien explained that a major share of earnings in the January quarter is not subject to tax because of credits resulting from earlier losses. However, such credits amounting to about \$300,000 were exhausted in the first period, he said.

For the quarter ended January 31, 1961, net income was \$150,000, equal to 7.6 cents a share on 1,964,802 capital shares outstanding.

Both sales and earnings for the 1961 period have been adjusted to include operating results of several companies acquired during the year.

O'Brien told The Wall Street Journal that increased demand for Seeburg's vending line was primarily responsible for the improvement in sales and earnings.

Operations in the current quarter are expected to continue to up-trend but O'Brien cautioned that the gain probably will not equal that of the initial three months. For the year, he predicted sales will equal or exceed the percentage gain in the fiscal year ended October 31, 1961, when sales reached a record \$35,277,671, up 18 per cent from fiscal 1960.

Net income, including a special tax credit of \$460,000 was \$1,051,145, or 55 cents a share. O'Brien ruled out an early resumption of dividend payments, "certainly for this year at least." The last common payment was in 1952.

Winter Winds, Blizzards Turn Juke Box Op Revenues to Ice

MILWAUKEE—Juke box route collections, after displaying some signs of recovery in mid-February were sent reeling again by crippling snowfalls. Weekend location action was slowed to a temporary crawl as the entire area was blanketed with snow from the winter's worst blizzard.

"Operators, nevertheless, have some big records going for them," reports one-stopper Stu Glassman, of downtown Radio Doctors. "A lot of numbers began moving strong to the operator trade right after the Christmas holiday. Right now we are getting repeat orders both from local and State operators on Anita Bryant's 'Little by Little, Step by Step,' Shelly Fabres' 'Johnny Angel' and also Paul Peterson's 'She Can't Find Her Keys.'"

Twist music still accounts for a good share of operator ordering, adds Glassman. "But at the same time the lush, pretty items like Ferrante and Teicher's 'Begin the Beguine,' Roger Williams' 'Amour' and the Floyd Cramer instrumental, 'Chattanooga Choo-Choo' are being heavily ordered by operators."

Local Group

Interest is high in a single cut by the Comic Books, a local group.

The number is "Black Magic and Witchcraft" b-w "Manuel," on the Citation label. Heavy air plugs by rock and roll deejays have stimulated location and operator interest.

Operator traffic has been holding firm at the Record City one-stop, notes Jimm Mayer. At the top of operator shopping lists this week were Connie Francis' "Don't Break the Heart That Loves You," Kitty Lester's "Love Letters" and "Dream Baby" by Roy Orbison.

Routeman Pat Savasta, Wisconsin Novelty Company, spotlights country and western and polka items on many of his South Side locations. He lists Faron Young's "Three Days" b-w "I Let It Slip Away" among recently purchased disks doing well on the routes. Also pulling hefty coin action is Jimmy Elledge's "Funny How Time Slips Away."

Polka Winners

For the polka-loving trade, Savasta points to the latest Pee Wee King release, "Wooden Head Polka" and "Tennessee Waltz Polka."

The new Burl Ives "Little Bitty Tear" is credited by both Jim Stecher, Stecher Novelty Company, and Arnold Jost, Arnold's Coin Machine Company, with beefing up their music route takes.

6-POCKET POOLS

SLATE TOP, LATE MODEL \$150.00

ARCADE		BALLY	
1960 Auto Test	\$495.00	Monarch	\$395.00
Pollard Football	175.00	ABC	175.00
Field Goal	145.00	Congress	195.00
Cenco Rifle Gallery	125.00	KEENEY	
Drive Mobile	145.00	Speedlane	\$195.00
United Skyraider	200.00	Bonus	95.00
		United Handicap	225.00
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MISS AMERICA & UP—LOTTA FUN
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CHICAGO COIN SHUFFLES
DOUBLE FEATURE—BOWLMASER
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CHICAGO COIN BALL BOWLERS
DUCHESS—PRINCESS

UN. SHUFFLES
DUAL—ZENITH—3 WAY—4 WAY
BIG BONUS—SUNNY—LINE UP

UN. BALL BOWLERS
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SEND FOR **FREE**
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FIRST COIN MACHINE EXCHANGE
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ATLAS . . .
Reconditioned—Guaranteed
MUSIC • GAMES VENDING

MUSIC

A.M.I. J-200 (50c)	\$445
A.M.I. F-120	225
A.M.I. G-120	265
A.M.I. H-200 (50c)	395
A.M.I. K-100 (50c)	495
ROCK-OLA 1455	295
ROCK-OLA 1458	395
SEEBURG Q100-SH (50c)	745
SEEBURG 222-SH (50c)	745
SEEBURG 100-R	375
WURLITZER 1700	185
WURLITZER 2150 (50c)	325
WURLITZER 2000 (50c)	295
WURLITZER 2200 (50c)	395
WURLITZER 2300 (50c)	545
UNITED UP-100	245

1/2 Deposit, Balance Sight Draft

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A Quarter Century of Service
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MOA Newsletter

Music Operators of America's March newsletter is being reprinted in BMW as a service to MOA members. The Newsletter appears in BMW exclusively and is not being mailed to the membership. The views expressed are those of MOA.

It's Your Money

The Copyright Act of 1909 as it pertains to juke box operating specifically provided, in substance, that performance royalty would not apply to the playing of music on machines activated through the insertion of a coin.

With the advent of copyright fee collection societies in the early '30's, there have been almost annual attempts to amend this section of the Copyright Act. These attempts are through bills introduced in Congress which would force the music operator to pay. In the past, these bills have recommended that the fee be SO MUCH per side—SO MUCH per machine—SO MUCH per week—SO MUCH per month, SO MUCH per year.

SO MUCH, SO MUCH, EVER AND EVER SO MUCH!
These bills are presented to almost every session of Congress, in years of war, in times of peace, in depression years, in periods of prosperity, in crisis or in calm.

This year is no exception. House Bill 70 introduced by Rep. Emanuel Celler of New York proposes, like all the others, that the operator pay. But, not SO MUCH, just pay whatever fee the collectors might demand.

Another prong to these repeated attempts to make the operator pay is contained in the Report of the Register of Copyrights on the General Revision of the U. S. Copyright Law. This report recommends the following:

The juke box exemption should be repealed, or at least, should be replaced by a provision requiring juke box operators to pay reasonable license fees for the public performance of music for profit.

Note the use of the word "reasonable." In copyright society parlance, this means "all the traffic will bear." Ask the Mexican operator. This year the performance societies there want 10 per cent of the new price of the machine. Ask the German operator how he feels about using the term "reasonable" in connection with copyright societies demands.

A third prong was joined to this pitchfork of economic disaster. A hearing on a bill to set up a Federal Advisory Council

on the Arts was held recently. This proposed bill is intended primarily to aid musicians and serious American music. The Secretary of Labor appeared as a witness for the bill, and it is stated in trade and public press that President Kennedy explicitly endorses the bill. We have no quarrel with the idea, but we were amazed that the testimony in favor of the bill included a "scoring of juke boxes for non-payment of performance royalty fees." Dr. Roy Harris, composer and publisher, was on hand to "praise the efforts of copyright societies in aiding serious music." We, in our industry, were not invited to comment even though it is our money that is involved. Our keen nose detects that the usual "juke box operator must pay" advocates have latched on to this praiseworthy project and are using this proposal to promote their own private interests.

In all of these collection efforts our business is characterized as "enormous," "billion-dollar" and "free riding." Enormous? With five manufacturers, 125 distributors and 9,000 small operators? Billion dollar? Our operators walk into a bank like any other businessman. A billion dollars in nickels and dimes would require the use of bulldozers and dump trucks! Free riding? The average juke box operator pays a federal stamp tax, a State license, a county license, a city license, an inspection fee. In addition, each operator pays an occupational tax, sales tax, business licenses, taxes upon gross collection, even before he gets in line to pay personal property taxes, real estate taxes, and if there is anything left—income taxes. AND, by payment of a mechanical royalty fee on records, the juke box operators are very close to being the largest single industry financial contributors in the field of music!

Why then is our industry asked to support a small rich minority of songwriters? Why must we rattle the tin cup for musicians? Should we expect a demand to support, to subsidize somebody else next year?

Our past record of defense against these financial onslaughts has been good, thanks to a wise and fair Congress. But these are defenses which come in hearings once a year. In between our opposition gives our industry a good going over as far as public impression is concerned. We sit tight.

If we insist on sitting, let's at least do it at a round table of manufacturers-distributors-operators. Let's do this at the only gathering our industry has—during the MOA show. Let this meeting concern itself with only one subject: "How to cope with these increasing financial demands upon our industry." Let's decide how to put our side of the story before the general public.

MUSIC OPERATORS OF AMERICA, INC.

Our next newsletter will suggest to the operator how he can get his side of the story before 22,000,000 people.

W'chester Ops Holding Blast

YONKERS, N. Y. — The 11th annual banquet of the Westchester Operators Guild will be held May 22 at the Tropical Acres Restaurant, 1111 Central Park Avenue, here.

Co-chairmen for the event are Harold Rosenberg and Seymour Pollak with Lou Tartaglia in charge of entertainment.

Top recording talent and a name emcee are slated to appear. Anticipated attendance is 300. Tickets, on sale now, are \$15 each.

America's Largest and Oldest
**ONE-STOP
RECORD SERVICE!**

45 RPM 60c

All LP's—Regular Distributor. Wholesale—Nothing Over.

SAME DAY SERVICE

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MUSICAL SALES CO.**

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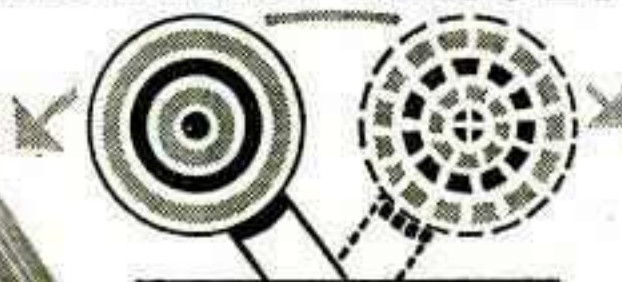
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"add a-ball" for extended play

FEATURING
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**SPELLING
J-O-K-E-R**

lites up center
Moving Target to
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Also lites up one Joker lite
at the bottom of playfield.

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- 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

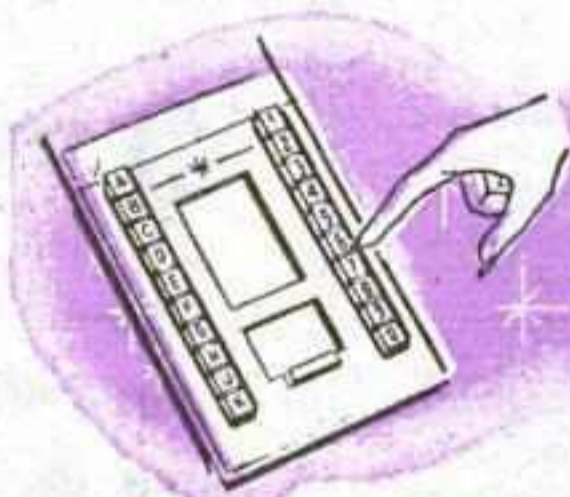


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BUY THE BEST—BUY WILLIAMS



ROCK-OLA again gives you profit features and service simplicity in the all new Princess Phonograph



NEW SIMPLIFIED SELECTOR. Another new Rock-Ola exclusive: is the simplified coil-less selector. Selections are achieved through springloaded, self cleaning selection levers activated by two motor driven revolving carriages. The elimination of electro-magnetic coils reduces service calls and assures increased dependability for greater operating profits.



FEATHER-TOUCH TONE ARM PLUG-IN CARTRIDGE SNAP-IN STYLUS. Longer record wear and better performance are now possible.

The Princess incorporates a new, stylish, feather-weight tone arm containing a specially designed Astatic high compliance stereo cartridge with a snap-in DIAMOND stylus. The famous Rock-Ola serviceability is again shown in the cartridge which merely plugs-in with no wires or connections to loosen or solder. These features are just another proof of Rock-Ola's economy of operation developed through years of on "Location Testing."



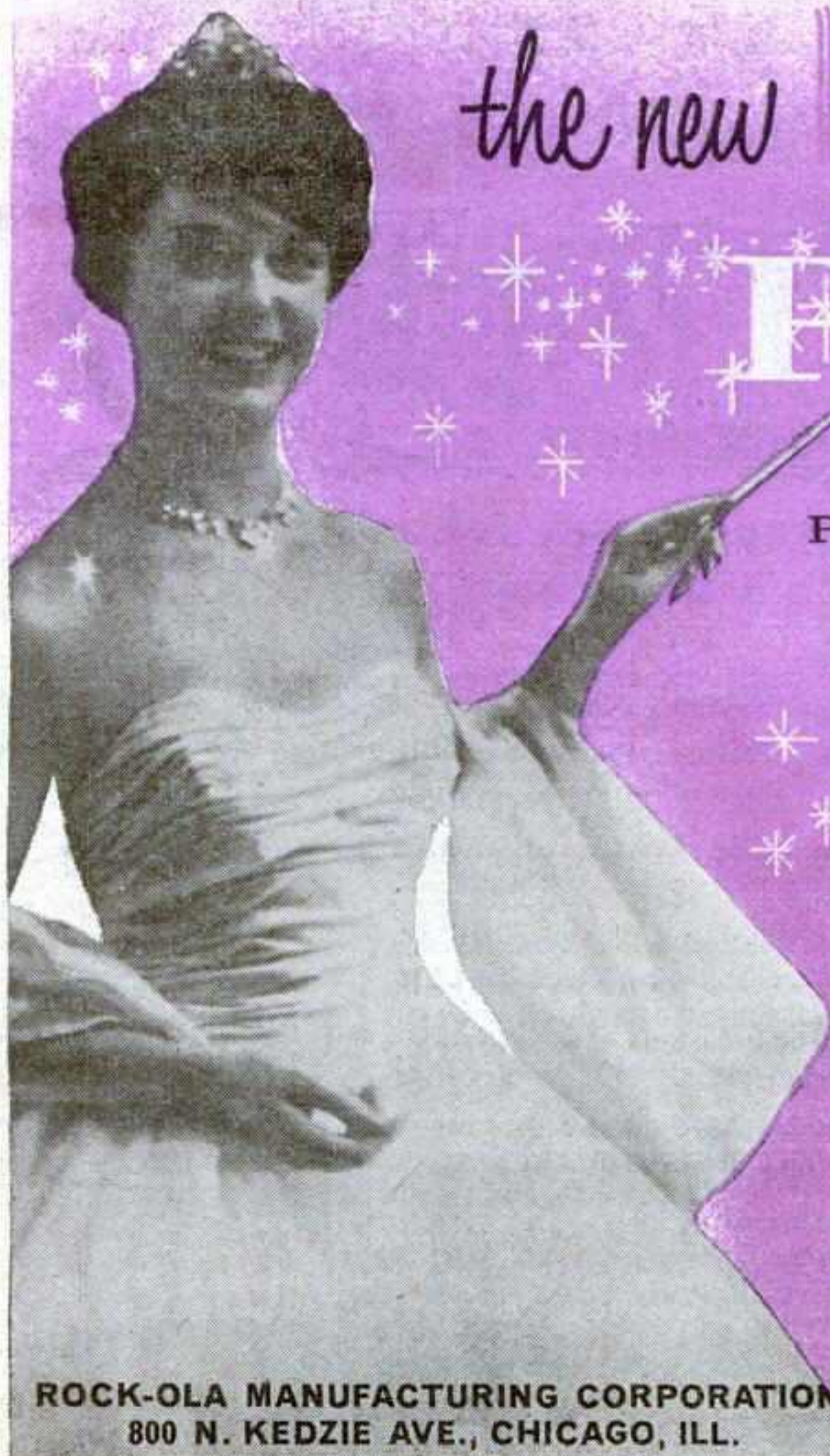
33 1/2-45 RPM MECH-O-MATIC INTERMIX PLAY. Dual-speed Rock-Ola Built turntable permits complete intermix of 33 1/2 and 45 RPM records in any sequence in any bank of records. No matter the speed or whether it's stereo or monaural records, they can all be played on the PRINCESS, the one truly flexible phonograph. Only the PRINCESS gives complete protection for all future location needs. (Optional Equipment)



COMPACT MECHANISM. Now for the first time in the history of Coin-Operated phonographs, Rock-Ola has produced an entirely new Compact Revolving Record Magazine designed specifically for use in a small phonograph. The NEW Rock-Ola compact mechanism has fewer moving parts for faster cycling and maximum ease of servicing, while preserving the traditional Rock-Ola Revolving mechanism design and operating dependability.



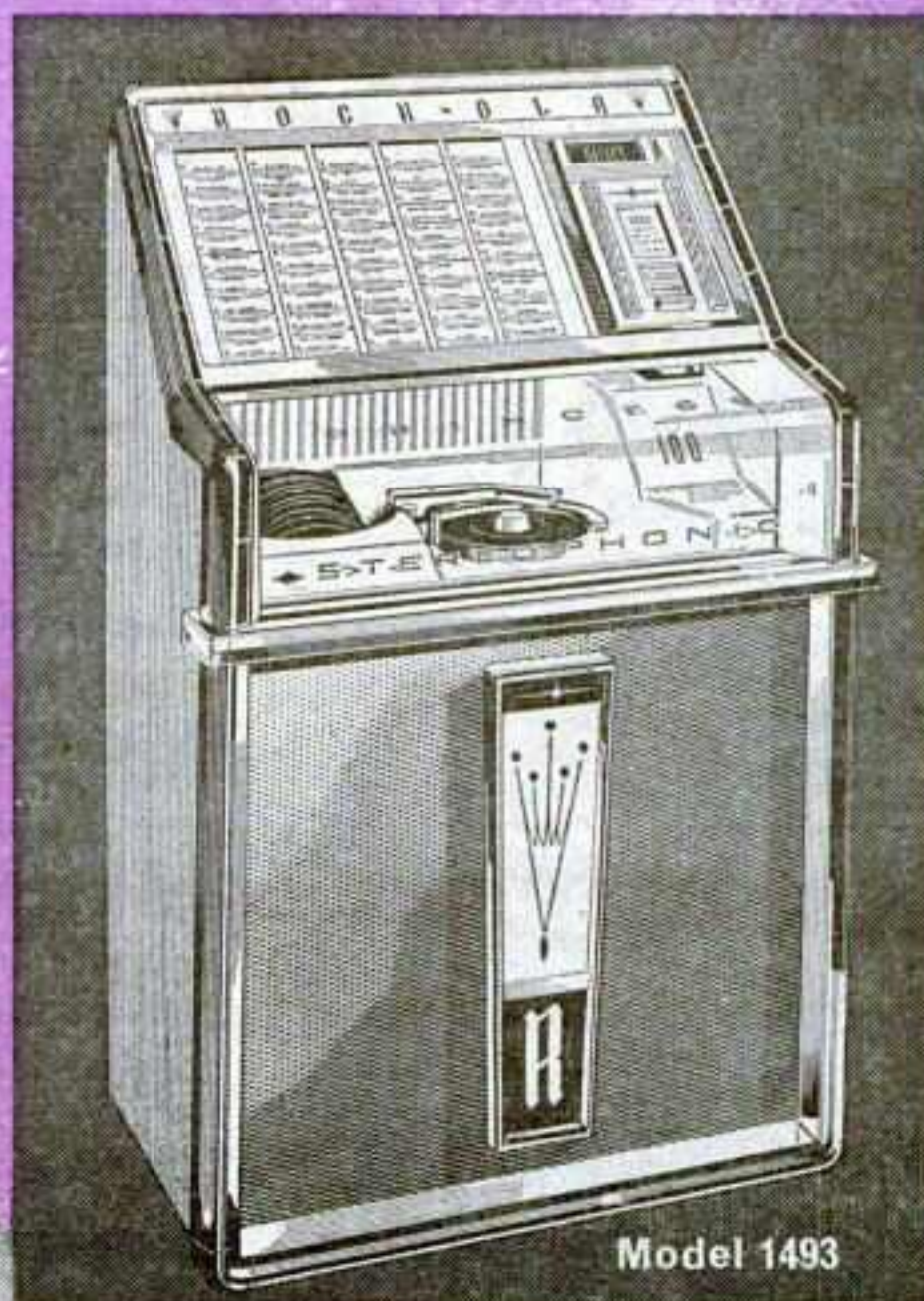
COMPACT NEW DESIGN for greater flexibility saves on space... and on service. The Princess has all these features: Easily serviced life strip holders; New miniaturized revolving mechanism; Stainless steel record-magazine belt; Dual channel stereo amplifier; 12" heavy duty speaker, and a wide dispersion, high compression driver horn; Push button selection assembly; Stylized tone arm with "plug-in" cartridge and diamond stylus; Combination "tune dictator" and popularity meter; Fully exposed accumulation assembly and removable door.



the new

Princess

COMPACT ALL-PURPOSE
MONAURAL-STEREOPHONIC
PHONOGRAPH-100 SELECTIONS



Model 1493

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GAMES GAMES GAMES
350 OF THEM
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Canteen Director Gets Berth With E. R. Moore



SETH G. ATWOOD

CHICAGO—Automatic Canteen Company of America director Seth G. Atwood was named a director of E. R. Moore Company here last week, adding another firm to the long list of companies on whose boards he already serves.

Atwood is president of Atwood Vacuum Machine Company, Rockford, Ill. The Moore company is one of the nation's largest designers and manufacturers of graduation caps and gowns, girl's gym wear and choir robes.

Atwood has been president of Atwood Vacuum since 1952, is chairman of Thermowave Manufacturing Corporation and a member of the boards of the Illinois National Bank & Trust Company,

Minn. Operators

Continued from page 42

ceived close to 50 inches of snow during the winter, most Minneapolis and St. Paul operators were inclined to put part of the blame for the poor collections on the weather. However, there were other factors, too, which were affecting business, according to Norton Lieberman of Twin City Novelty Company, Minneapolis. He mentioned the Connie Francis disk and "Tuff" by Ace Cannon as among those doing well on the firm's machines.

Both Jack Karter of Midwest Novelty Company, St. Louis, and his brother, Chuck, of Star Novelty Company, St. Paul, put the blame on the severe weather for the drop in collections. Jack Karter mentioned the following records as being played most often on his machines: "Peppermint Twist," Joey Dee; "The Twist," "The Wanderer," "Little Bitty Tear," "Duke of Earl," "Tears Broke Out on Me," and "I'll See You in My Dreams," Pat Boone.

More optimistic about collections was Dave Chapman of L & M Sales, Minneapolis, who said that they were a little better than a year ago at this time.

Rockford, Ill., and Roper Industries Company.

Active in civic affairs, he is also past president of the Rockford Rotary, a trustee of Rockford College, former president of the Rockford Civic Symphony and the Rockford Memorial Hospital board of trustees.

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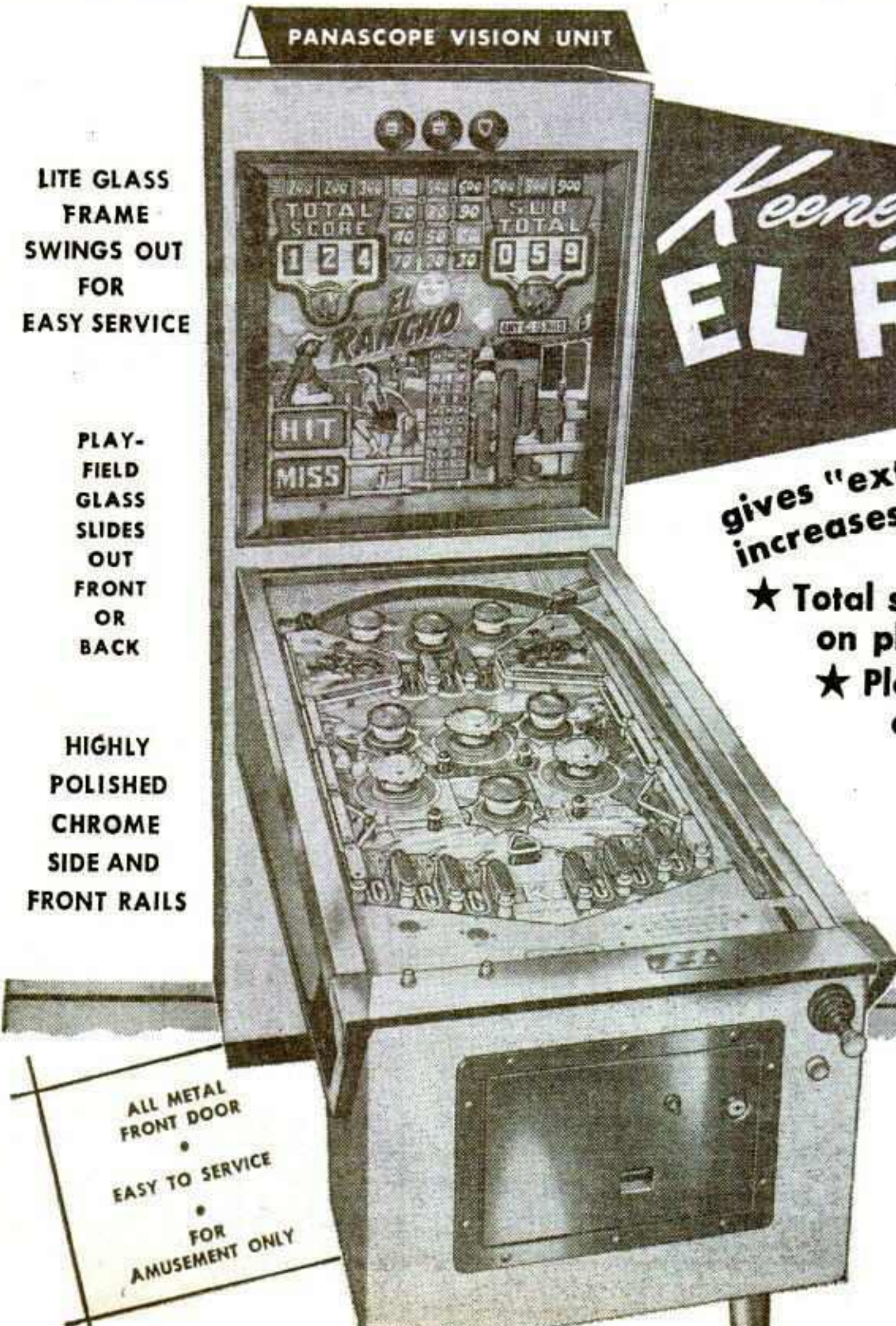
2 Seeburg E2 (orig. crate) \$300 ea.
1 Seeburg E1 (clean) ... 195 ea.
5 Corsair 30-col. 175 ea.
2 Eastern 12-col. 100 ea.
1 Eastern 22-col. 125 ea.
6 Keeney 9-col. 35 ea.
4 Keeney 22-col. 75 ea.
2 Rowe 11-col. 100 ea.
1 Royal 17-col. (electric) 125 ea.

COFFEE VENDORS

1 Bert Mills Coffee Bar. . \$ 75
6 Bally 597 (hot & cold) 800

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LITE GLASS FRAME SWINGS OUT FOR EASY SERVICE

PLAY-FIELD GLASS SLIDES OUT FRONT OR BACK

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● All skill scoring combinations in this pin ball game are intended to build up the players opportunities for a high total score and extended play through skill.

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PRO HOCKEY\$375
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Midwest

MILWAUKEE MENTIONS

Arnold Jost, Arnold's Coin Machine Company, his wife and 11-year-old son Johnny, escaped serious injury several weeks ago while vacationing out West. They were involved in a head-on collision. Both Arnold and his wife were shaken and bruised, and his son required 13 stitches on his forehead. "Thank God for safety belts," said Jost.

Coinmen claim route takes have taken a serious dive during February. And the heaps of snow are not tending to improve the situation. . . . Another route changes hands: This one up in Green Bay where veteran coinman Adolph Germain sold his small route to Al Durand, Durand Sales. . . . George Anthony, Englewood, Calif., president of Tape-A-Thon, background music equipment manufacturer, spent a day in town visiting his distributor, Harry Jacobs Jr., United, Inc. According to Jacobs, plans call for exhibiting the new Wurlitzer and Tape-A-Thon units at the forthcoming Wisconsin Restaurateur Show, March 6-7-8, at the Milwaukee Arena.

Juke box receipts are at a low ebb, claims Harry Cisler Jr., who still manages to find time to enroll for a few courses in electrical engineering at the Milwaukee School of Engineering. . . . Despite the heavy snow and hazardous traveling weather, music operators continue to trek to Record City for their disk needs, claims Jimm Mayer. Stop-ins included: John Jesinski, Sheboygan; Andy Waterman, Wisconsin Dells, and George La Rose, Fond du Lac.

Bad weather conditions during February prompted a change in plans for Rock-Ola service school, according to Carl Happel, Badger Novelty Company. "We may hold one later in the spring," says Happel.

Sam Hastings, Hastings Distributing Company, announced this week that his firm is now the Wisconsin distributor for National Shuffleboard. Plans call for putting a man out on the road before long to call on the trade with the line. "The shuffleboard is due to make a strong come back in this territory," predicts Hastings.

Tom Nesbitt now heads the background music division for S. L. London Music Company. He formerly was with that Seeburg distributor in California. . . . Dan Sabin has taken on the added duties of operations manager for the Record City one-stop. The new arrangement will give manager Bob Mahl more time to devote to personal contacts with dealers and operators. . . . Operators stopping in at the Radio Doctor's Wells Street stronghold this week, according to Stu Glassman, included Jim and Betty Putman, J. & B. Radio, Eagle River; Anthony Hirt, Sheboygan, and Smith-Cameron, Madison. Benn Ollman

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Big Round Ups	\$ 90
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Capital Panoram 350	National 11 ML 160	DAIRY	Vendo 210A Ice Cream \$395
Motorama 175	DuGranier K-14 145	Vendo 210 A Milk 395	Dariomatic, carton 195
Wms. Cranes 125	Smokeshop V-18 175	Hebel 3-Sel. Ice Cream. 175	CANDY
Wms. Sidewalk Engineer 125	Smokeshop V-36 275	DuGranier Ky., 8 sel. ...\$195	Stoner, 6 col. 125
Wms. Peppy the Clown 195	Seeburg E-1 175	Stoner, 8 col. 145	Northwestern SW. 16 ... 195
Standard Metal Typex 225	Corsair 20 195	POP CORN	U-Pop-It (fully automatic) ..\$145.00
Mercury Floor Grips 45	Corsair 30 210	Keeney Popcorn 395.00	Pop-Sex 49.50
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Donald Duck 195	COFFEE & CHOCOLATE		
Ferdy the Bull 195	Stoner 500D w/choc. ...\$325		
Drive Yourself Auto 325	Avenco w/choc. 175		
Turn Pike Auto Test 625	Hebel w/choc. 175		
Wms. Vanguard 125	Apco Jr. Coffeeshop ... 275		
Bally All Star 125	Vendo Fresh Brew, #59, new 525		
Sci. Pitch'em & Bat'm 125	IVI Model TRLB: Fresh Brew 445		
Crooks Saloon Gun 325	Vendo Hot Food, 6 sel. 225		



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- Three pop bumpers—one always lit for high score
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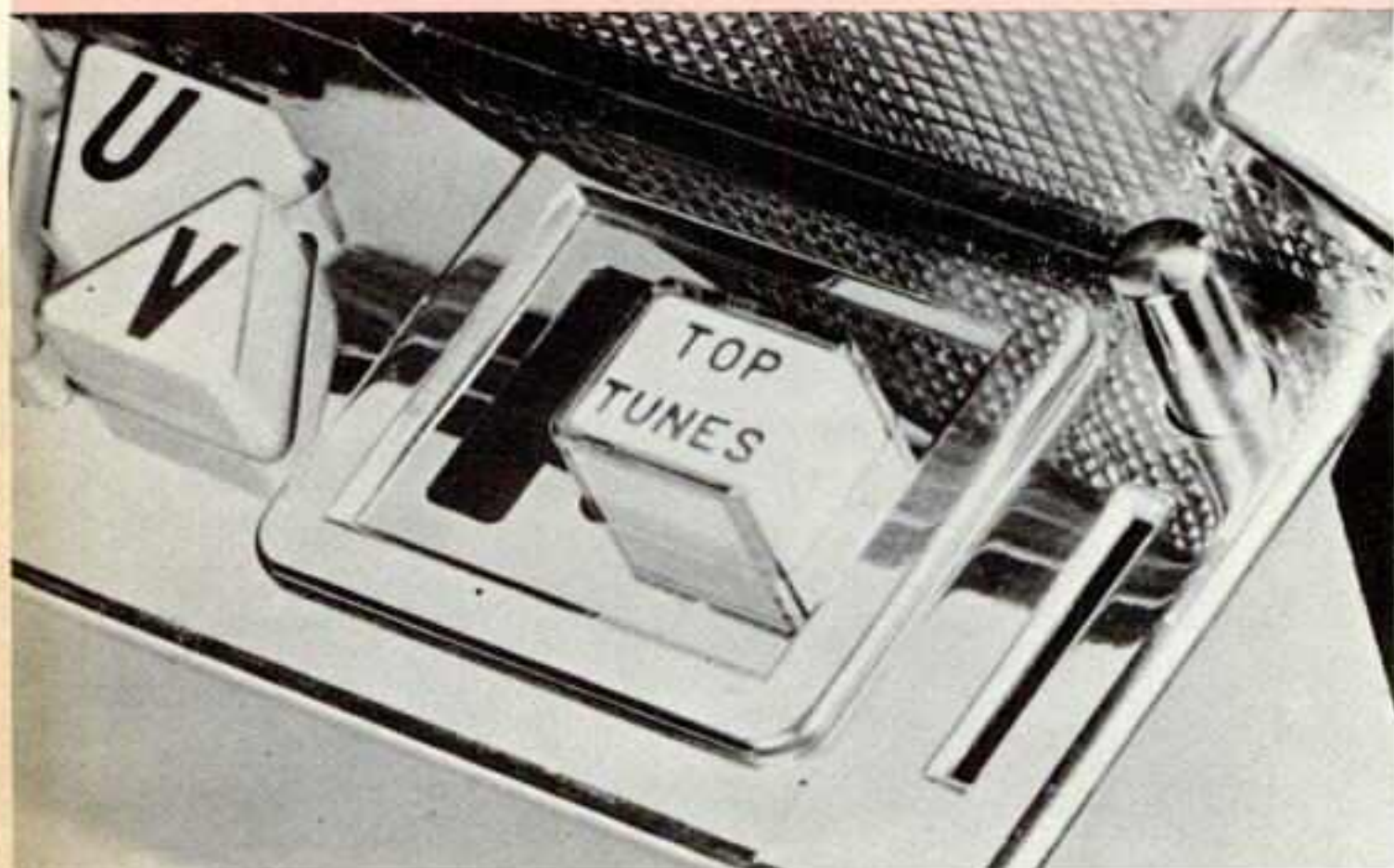
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SAM COOKE
"TWISTIN' THE NIGHT AWAY"
(1956)

FLOYD CRAMER
"CHATTANOOGA CHOO CHOO"
(1958)

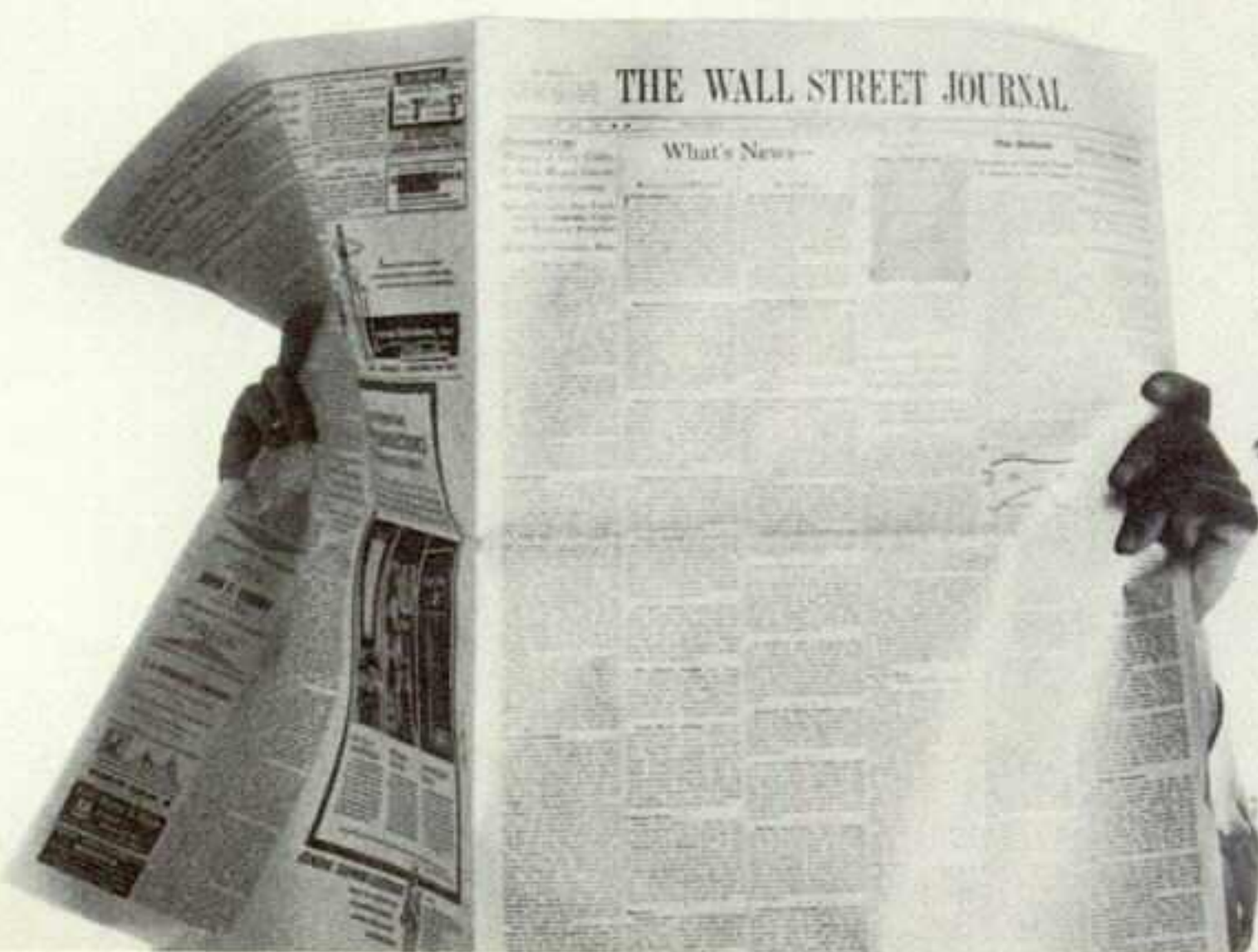
THE TOKENS
"B'WA NINA"
(1961)

ANITA AND TH' SO AND SO'S
"JOEY BABY"
(1954)

ANN-MARGRET
"WHAT AM I SUPPOSED TO DO"
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