

BILLBOARD MUSIC WEEK

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

DEALER CO-OPS ESTABLISH NEW TREND

Europeans Eye U. S. Mkt. For Juke Box Exports

By OMER ANDERSON

ANTWERP — Most distributors of American juke boxes in Europe are satisfied that U. S. equipment

enjoys unchallenged supremacy in the European market. They scoff at the notion that European equipment can compete, even in the dim future, with U. S. equipment.

But the experts at this coin machine crossroads, the men who earn their living gauging market conditions, declare that the U. S. industry is endangered by false complacency. They believe that European equipment is being dangerously underrated, that the competitive possibilities of the European product are much more potent than generally imagined.

European-made equipment is improving rapidly and constantly. Furthermore, American equipment buffs tend to oversimplify the competitive picture.

One of Antwerp's largest dealers in U. S. equipment, a man who

Mono Phonos Nov. Sales High

WASHINGTON — November topped all of 1960 for factory and retail sales of monaural phonographs, according to an Electronic Industries Association report. The factory figure outran October, last year's previous high month, by 34,626 sets. Retail sales topped the October figure, again a yearly high, by 47,994 units.

(Continued on page 53)

SAYS DISTORT'N ON 45 SINGLES HURTS TOP HITS

MILWAUKEE — Gordon Hinkley, supervisor of popular music at WTMJ here, recently protested "increased distortion" on 45 r.p.m. singles, noting that this has "resulted in the restriction of several recent releases from our music lists."

In a letter to record promotion men, he stated, "We are experiencing increased distortion on the new 45's we receive from distributors. I've learned, and in fact one record company official admitted to me, that more and more modulation is being 'piled up' on 45's in a 'battle of modulation' so that their own record will appear loudest on juke boxes."

"Whatever the reason," Hinkley continued, "we find increased distortion on 45's resulting from over-modulation, to the point where some

(Continued on page 57)

Judkins Leads Offensive Against Discount Problem

By LEE ZHITO

HOLLYWOOD—Record dealers in this area are being called upon to form a buying co-operative in an all-out "fight for survival" with discounters. The movement here, reflecting growing national interest in co-op buying activity, is being spearheaded by Howard Judkins Sr. of Judkins Music in nearby Garden Grove, Calif. Judkins is calling a dealer meeting to lay the groundwork for the buying combine. He said all dealers will be invited to attend the co-op meeting and join in the formation of the buying combine whether or not they are members of SORD.

Buying co-ops among retailers have been established for many years in fields other than the record business. They have proved particularly successful in the grocer and dry goods fields, allowing the individual dealer the mass-

buying benefits previously available only to the big chains and top traffic stores.

DISC Group

A record dealer buying co-op, known as Dealers in Sound Corporation (DISC) was established last spring in Newark, N. J., motivated by the same basic needs and problems. This co-op already brings a national rather than a strictly local character to the idea inasmuch as it has members not only from its own Northern New Jersey sector, but from New York, Connecticut, Pennsylvania and even as far away as Florida.

DISC, since it shipped its first records last June, has been operating in a quietly effective manner for its members, each of whom originally put up \$1,000 as a membership bond. On a less formal basis, it is known that many dealers in various sectors of the nation work on a co-op basis in order to get the advantage of larger purchasing power on specific manufacturer deals.

Judkins, the prime mover of the newest co-op venture here, is also president of the Society of Record Dealers of America, but he stressed that no connection exists between his efforts to kick off the co-op and SORD. The co-op, he said, is vitally needed in this area to permit individual dealers to face the swelling tide of big-quantity buying discounters. He is acting in his own interest as a local dealer and not as an officer of SORD, he explained.

(Continued on page 53)

'Oldie' Programming Move Grows

By JUNE BUNDY

NEW YORK—Nostalgia is a key programming factor in local radio today, and the "good old days" covers anything from a 1920 Eddie Cantor platter to an "early Elvis Presley," circa 1953. The revival trend is reflected on the charts, with a



flock of oldies on the "Hot 100" this week.

Stations across the country are programming more and more hits of the past on a regular basis, and aging rock and roll fans are proving particularly avid audiences for shows made up of r.&r. oldies. However, since many of the old r.&r. hits were released on tiny indie labels—some now defunct—broadcasters are finding it harder to line up the old wax and library copies are wearing out.

In line with this, Deane Griffith, program director of WPGC, Washington, last week issued a general plea to the industry—offering to buy top hit records from the 1956-1959 era. Griffith wants the old r.&r. disks for WPGC's "Spectaculars"—12 hours of old disk hits—which are programmed every Sunday and on holidays and spe-

cial occasions, such as last Friday's inaugural ceremonies.

Ratings Good

Griffith reports that the "Spectaculars" have pulled better ratings and mail response for the station than practically any other show. Although the programs feature two "old-oldies" (Cantor, Jolson, Glenn Miller, etc.) and two current hits every hour, the bulk of the programming is made up of hits from the '50's, which were mainly in the r.&r. groove. Requests are particularly heavy, says Griffith, for r.&r. hits of 1955, 1956, 1957 and early 1958.

About 16 old-hit disks are played every hour on the WPGC show, and Griffith estimates they go about six weeks without repeating the same oldie. Nevertheless, he reports, many of the disks are wearing out and he needs replace-

ments fast, since the idea behind the format is to play only original-hit versions. He finds some of the LP collections of old singles hits very helpful.

Deejay Alan Fredericks, WADO, New York, has sparked considerable audience interest in his Saturday show, "Night Train," by playing old r.&r. hits. He and Irving Rose, operator of the Times Record Shop, New York, have set up a joint effort, whereby Fredericks encourages his listeners to bring in their copies of old disks in return for credits to buy other oldies from Rose, who specializes in old singles. (See The Billboard, December 26, 1960.)

Two on Chart

Two of the old r.&r. hits revived by Fredericks are on the "Hot 100" this week. The 1957 hit.

(Continued on page 47)

McClellan Tops Copy'rt Group

WASHINGTON—Sen. John L. McClellan (D., Ark.) has been named chairman of the Patents and Copyrights Subcommittee of the Senate Judiciary Committee, which will deal with any legislation to require payment of performance royalty on music played on juke boxes. The membership of the subcommittee has been raised from three to six members, and will include Sen. Estes Kefauver (D., Tenn.)

Songwriters are frankly jubilant over the Democratic membership of the new Copyrights Subcommittee, which includes in addition to the chairman: Sens. Olin D. Johnson (D., S. C.), who voted with the former Chairman, Sen. O'Mahoney (D., Wyo.) on the latter's anti-juke exemption bill during the previous Congress; Philip A. Hart (D., Mich.) and Estes Kefauver.

The two Republican members are Alexander Wiley (R., Wis.)

(Continued on page 60)

Distrib Urges Juke Box Ops Lease to Stops

By GEORGE METZGER

PHILADELPHIA — The local Wurlitzer distributor has launched a drive to encourage juke box operators to lease automatic phonographs to locations rather than split the gross. This program represents a radical departure from the historic straight commission basis.

Under the terms of the lease, the operator receives enough money to pay for his equipment in two years.

A. D. Palmer, advertising and sales promotion manager of The Wurlitzer Company, said that the program of the Model Distributing Company is an experiment on the part of the distributor and that the manufacturer played no part in setting up the program.

Reserves Judgment

Palmer added that while Wurlitzer looks favorably on leases in

(Continued on page 58)

Index to Contents

General	Pick Hits47	Yesteryear's Hits52
International Music.....23	Programming Guide—Singles by Category.....59	Vox Jox.....48
Letter List.....56	Top Market Breakouts.....39	
Manufacturer News.....4	Yesteryear's Hits.....52	
Talent News.....8		
Music Pop Charts	Reviews	
Action Albums.....22	LP Reviews.....30	
Best Buys in Records.....53	Single Record Reviews.....39	
Best Selling LP's by Category.....28	Talent Appearance Reviews.....8	
Best Selling Phonographs.....53		
Bubbling Under the Hot 100.....39	Radio-TV Programming	
Chart Climbers.....47	Artists' Biographies.....52	
Debut Disks.....47	Chart Climbers.....47	
Double Play Disks.....60	Debut Disks.....47	
Honor Roll of Hits.....36	LP Programming.....50	
Hot 100.....38	Pick Hits.....47	
Hot C&W Sides.....40	Programming Panel.....48	
Hot R&B Sides.....42	TV Jockey Profile.....48	

COLUMBIA INITIATES NEW PROGRAM ON SINGLES: TO CUT BACK QUANTITY

Changes Release Methods; Takes Wraps Off Field Men, to Break Records on Their Own

By BOB ROLONTZ

NEW YORK — Columbia Records has just about completed a re-evaluation of its singles product, and is taking the first in a series of steps to get back strongly into the competitive picture. On the singles front, 1960 was a weak year for the label, even though the firm did come up with a million-seller in Percy Faith's "Theme From A Summer Place," and a close-to-million-seller with the late Johnny Horton's "North to Alaska."

The first steps involve cutting down the number of singles released, and a change in the method of releasing. As of this week, the firm will issue eight singles every two weeks as against the previous system of about six records every week. This cuts down the singles product by about a third every month.

Loosen Field Men

In addition Columbia is taking some of the wraps off its field men, insofar as picking specific records to work on, or specific sides. Field men are to be given a chance to break records in their area. Up to now, Columbia would let the field men know what record should be pushed and which side should be emphasized.

The change in the single record release pattern stems from the sales factor and the new men in the a.&r. and singles merchandising posts at Columbia. Frank DeVol was put in charge of pop product at the firm last September, and Sal Forlenza was named singles

merchandising chief by sales manager Bill Gallagher a short time ago. Both men are anxious to see Columbia make a solid comeback in singles, and hope that these steps, plus others will help do the job.

Actually, the changes in the release pattern—including the cut-back philosophy—are only surface manifestations of a big change in Columbia's entire singles picture since DeVol took over from Mitch Miller. Columbia's artist roster has undergone a dramatic shift in the past six months. Many of the artists that made Columbia a hot singles firm in the fifties have left, and many of the older names remaining are not issued on singles very often. Columbia has signed up almost a score of new young singers, one of whom, Buzz Clifford, has the firm's biggest hit right now, "Baby Sittin' Boogie."

The company is doing a com-

plete analyses of singles product and has already started to limit single releases of album artists, except where they show a strong track record or are needed for show material. Singles are being put out now on a selective rather than a quantitative basis. And more than that, Columbia is aiming at all areas of the singles business these days, including rock and roll and rhythm and blues. Ertha Franklin and Hannah Dean are two singers aimed at the teen market, as is Buzz Clifford and Eddie DeMar and a number of others.

This is, of course, a big shift for Columbia, which under Mitch Miller fought for "good" music while the rock and roll tidal wave rolled. Columbia has always had a good grip on the country field, and over the past two years broke many of its country artists—Johnny Horton, Marty Robbins, Stonewall Jackson, etc.—through to the pop field.

RIAA BD. IN L. A. MEET, HENRY BRIEF NEW SECY.

Group Hears Marek, Brief, Meyers Talk On Industry Problems, RIAA Services

HOLLYWOOD—Record Industry Association of America's board of directors held its annual West Coast meeting last week and named Henry Brief as its executive secretary to succeed retiring John Griffin. Brief had served under Griffin as the RIAA's general manager. Other matters discussed included setting standards for the compact 33 single, the dissemination of record business statistics to RIAA members, and general disk information to the public at large as part of a stepped-up publicity and public relations campaign on behalf of the industry.

The board meeting was held at the Beverly Hills Hotel, followed by a membership luncheon. The board meeting was presided by RIAA President George Marek, RCA Victor Records executive vice-president and general manager, and was attended by Columbia President Goddard Lieberson, Mercury President Irving Green, MGM Records President Arnold Maxin, and Capitol Records President Glenn Wallichs. The morning board meeting was followed by a luncheon attended by West Coast RIAA members.

Marek Talk

Marek addressed the luncheon and touched on some of the issues discussed during the board meeting. Brief, RIAA's newly named executive secretary, spoke of the need for more statistical data to be

made available to the association's members and its efforts to provide them with more of this in the future. He also stressed the fact that RIAA will provide industry-type service to the nation's press and play a larger role in the industry public relations.

Brief said the public at large thinks of rock and roll when it thinks of the record industry and that it's up to RIAA to remind the public of the great cultural contributions being made by the nation's record manufacturers. He introduced Ernie Meyers, RIAA legal counsel, who spoke on the great losses being suffered by record manufacturers at the hands of counterfeiters.

Meyers said RIAA is convinced that the bootlegging of records is now in the hands of a well-

(Continued on page 44)

Lasker Heads Sales Arm Of Sinatra Reprise Label

Appointment to Launch Action on Distrib Line-Up; More Artists Added to Roster

HOLLYWOOD — Frank Sinatra's Reprise Records last week appointed Jay Lasker as its national sales manager. Lasker has been Kapp Records' national sales manager for the past four and a half years, and vice-president of Kapp Records Distributing Corporation. Appointment of a sales manager will trigger the setting of distribution deals for the label.

Morris (Mo) Ostin, Reprise's administrative head, has held off lining up distributors until a sales manager had been appointed. Selection of distributors can be expected to follow rapidly on the heels of Lasker's joining the firm, since the label's first release, a Frank Sinatra single, is scheduled to hit the market in a couple of weeks. Overseas affiliations will be set soon after.

SIR JOSEPH'S DUE ON COAST

HOLLYWOOD — Sir Joseph Lockwood, board chairman of England's Electrical and Musical Industries, Ltd., Capitol Records parent firm, will be in Hollywood this week for his annual series of conferences with Capitol executives. During his stay, a party will be tossed in his honor.

Last week Sir Joseph was in New York, where he had conferences with Capitol's Eastern Operations Vice-President Joe Csida. During his stay in the East, Sir Joseph also visited the company's pressing plant in Scranton, Pa.

UST to Introduce Sampler Series on Four-Track Tapes

HOLLYWOOD—United Stereo Tapes, the Ampex Audio subsidiary, will unveil a new low-priced sampler series with the dual purpose of (1) demonstrating four-track tape's advantages to new equipment buyers, (2) giving established tape collectors a taste of UST's catalog. It will support the release with merchandising, promotion, plus local market radio and newspaper ad campaigns.

The release is scheduled for January 30. It consists of four samplers, each devoted to one of four musical categories (pop, jazz, classical, and "sound sensations"). Each sampler consists of 30 minutes of music culled from UST's multi-label catalog. Each reel contains the music of seven different labels, marking the first time that selection from different firms would be marketed on a single reel.

UST will provide dealers with counter merchandisers holding a dozen sampler tapes prepacked in the container. Dealers also will receive a sampler display kit containing full-sized window or wall displays, color streamers, and sampler series stuffers. Packages will sell at \$3.05.

Special art work is used for the packages, aimed at arresting the attention of buyers. Liner material pitches the complete tapes from whence each selection was taken, listing the name of each artist, and label which recorded him. UST is also inserting copies of its latest complete catalog.

RCA Dealers Protected by Return Option

HOLLYWOOD — RCA Victor's Southern California branch has notified dealers that it will protect all its new singles releases with a full 100 per cent guaranteed return privilege. This replaces its previous 5 per cent return allowance heretofore in effect.

RCA Victor Record Department Manager Dave Pearce told dealers the move was made to allow them to carry an adequate stock of new singles product with the assurance that their inventory will be protected. Return guarantee is for a 90-day period following the release of a single. At that time, dealers will be informed by the distributor that the guarantee period is expiring and will be prompted to return any unsold copies of the disks in question.

Pearce said the reminder is necessary since often times dealers

(Continued on page 52)

Music to Soothe Surgeon's Breast

CLEVELAND — The "good music" format of WDOK here has a top rating at the Cleveland Clinic, where it literally provides "music to perform operations by." An edited taped version of the outlet's "Candlelight Concert" program is piped into the Clinic's operating rooms, all 22 surgical suites.

The master tuner is located in the anesthesia room, and patients have an option of listening in recovery rooms. Music is also piped into all reception and corridor areas of the hospital and during the day and after hours for cleaning crews.

One of the staff doctors person-

(Continued on page 52)

Cap Honors Kingstons; Gifts Unprecedented 4 Gold Disks to Trio

HOLLYWOOD — Capitol last week presented the Kingston Trio with an unprecedented four gold disks at a press luncheon. Gold disk awards made by label President Glenn Wallichs saluted the group's \$4 million in LP sales. (Albums responsible for the sales are "The Kingston Trio," "The Kingston Trio at Large," "From the hungry i" and "Here We Go Again.")

In addition to Wallichs, other Capitol executives attending the affair included Marketing Vice-President Lloyd Dunn, Creative Services Vice-President Alan Livingston, and Executive Artist and Repertoire Producer Voyle Gilmore, who produced all the Trio's sessions.

The presentation was made on the eve of the group's first foreign tour. The Trio leaves Friday (20) for a two-month tour of the Far East and South Pacific, opening January 25 in Tokyo. A number of appearances are scheduled in Japan, Korea, Australia and New Zealand.

MONEY-SAVING SUBSCRIPTION ORDER

Enter my subscription to Billboard Music Week for a full year (52 issues) at the rate of \$15 (a considerable saving over single copy rates). Foreign rate \$30.

Payment enclosed

Bill me

778

Name _____

Occupation _____

Company _____

Address _____

City _____ Zone _____ State _____

Send to: BILLBOARD MUSIC WEEK, 2160 Patterson St., Cincinnati 22, Ohio

BILLBOARD MUSIC WEEK

Editors

Sam Chase Editorial Director
Paul Ackerman Music Editor
Aaron Sternfield Coin Mach. Editor

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

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

Publishing Office

New York 36, N. Y.
1564 Broadway
Phone: PLAZA 7-2800
George Connell, Manager

Branch Offices

Chicago 1, 188 W. Randolph St.
Central 6-9818
Hollywood 28, 1520 North Cower
Hollywood 9-5831
St. Louis 1, 812 Olive St.
CHestnut 1-0443
Washington 5, 1426 G St., N.W.
NAtional 8-4749

Advertising

1564 Broadway, New York 36, N. Y.
Andrew Csida Advertising Co-Ordinator
Dan Collins Music Advertising Manager
Richard Wilson Coin Mach. Ad. Mgr.
R. McCluskey West Coast Music Sales

Publisher

Roger S. Littleford, New York

Circulation and Printing

Cincinnati 22, 2160 Patterson St.
DUnbar 1-6450
B. A. Bruns Circulation Director
L. W. Gatto Manager, Printing Plant
Send Form 3579 to
Circulation Offices
2160 Patterson St., Cincinnati 22, Ohio

Subscription rates payable in advance. One year: \$15 in U.S.A. and Canada; \$30 in all foreign countries. Subscribers when requesting change of address should give old as well as new address. Published weekly. Second class postage paid at Cincinnati and at additional entry office. Copyright 1961 by The Billboard Publishing Company. The company also publishes Vend, the monthly magazine of automatic merchandising; one year, \$5 in U.S.A. and Canada; Billboard Overseas Edition; Amusement Business, the weekly magazine of amusement management; and High Fidelity, the magazine for music listeners.

Liberty Prexy Sees Receipts Hitting \$7 Mil.

HOLLYWOOD — Liberty Records' Al Bennett last week predicted approximately \$7 million in sales with a net earning nearing \$600,000 for the firm's fiscal year ending January 31. This projection was made last week by Bennett during an address dealing with the record industry before the Los Angeles Society of Security Analysts.

Bennett said his company's sales during the past year will substantially surpass the \$5,740,848 figure of the previous year. He said the third quarter's earnings of 17 cents per share equaled earnings for the entire first half of the year, and that the fourth quarter's performance promises to be even better.

The label president told those assembled that his company was incorporated in 1955 and today ranks as the ninth firm among the nation's record companies. Liberty has 604,500 shares of Class A and B common stock outstanding. Dividends are paid only on 167,040 shares of Class A stock.

Two Congressmen Ask Colleagues to Boost Live Music

WASHINGTON — Two congressmen appealed to their fellow legislators to vote more support for live music in America, last week. Rep. John Lindsay (R., N. Y.) reminded them that Broadway is capital of the nation and of the world, in offering a showcase of live music and drama to be uni-

(Continued on page 52)

YOUNG MAREK TO DO ARTICLE

NEW YORK — The influential name of "Marek," long associated with the record-music industry through George Marek, dean of recording executives at RCA Victor, shines again soon in the important area of editorial writing. Dick Marek, son of the long-time RCA Victor biggie, is currently traveling nationwide, preparing a story on country music for the April or May issue of McCall's magazine.

GAC Changes Create Flurry

NEW YORK — There have been a number of changes at General Artists Corporation recently, including resignations, closing of offices and shifting of personnel back to the main East Coast office. In addition, GAC, now owned by Herbie Siegel's Centlivre Brewing Company, is undergoing a tightening-up process as recommended by the Arthur Anderson efficiency expert firm.

Harry Anger, on the GAC planning and operations board, has resigned after 15 years with the agency. Anger joined the firm in the theater department after resigning as producer for the Earle Theater in Washington. He moved into the TV department and was responsible for upping the Perry Como show from a 15-minute program to the hot, hour show it is now. It is understood that Anger will be doing a lot of work on TV properties as an independent, both in the realm of packaging and programming. Anger still holds stock in GAC.

Cy Donnor, treasurer of GAC

(Continued on page 52)

Rack Jobbers All-Out For 33 Single; Plan Aggressive Merchandising Drive

By JACK MAHER

NEW YORK—The National Association of Record Manufacturers (NARM) will take a firm and active part in the merchandising of the new compact 33. Through its president, Harold Goldman, Billboard Music Week learned that NARM has been in close contact and accord with record manufacturers on the merchandising of the 33 single through its member outlets.

The Association completed its board of directors meeting yesterday (22) at the Park Sheraton Hotel here. The highlight of the meeting was the NARM board's agreement on an aggressive merchandising policy on 33 singles. Members of the board have been meeting with representatives of 33 single producers during the past week. Goldman said that, "NARM will pioneer in the merchandising of the 33 r.p.m. single. With new products, it

is the man who gets there 'fustest with the mostest' who succeeds, and we plan to be that man."

The NARM stand is expected to give a big push to the 33 single, since, until now, many dealers and distributors have been holding off on stocking the new speed until the public has expressed a demand for it.

Goldman said that the board's talks with manufacturers in other areas, too, had been very rewarding. He claimed that disagreements and problems that had existed between manufacturers and the rack organization were being ironed out.

Second only to the news that that Association was getting behind the 33 single, was the board's decision to appoint a permanent executive secretary. The post will be a full-time, year-round job for the appointee. Goldman said that he could not announce the man's name for another 10 days, but said that he is well known in the industry and has a broad merchandising background.

Another result of the NARM board meet were final plans for the organization's third annual convention which will be held at the Eden Roc Hotel in Miami April 25 to 28. Goldman also said that the result of the Associations' awards for best-selling artists will be announced in 10 days.

The two new members accepted to NARM are: West Texas News Agency, S. H. Marmaduke of Amarillo, Tex.; and Record Rack Service Inc., Ed Mason, of Los Angeles.

The new associate members of NARM are Atlantic Records and its subsidiary, Atco; Carlton Records, 20th-Fox Records, ABC-Paramount Records, and the Automatic Machine Division of U. S. Chemical Milling Corporation.

The meeting was attended by NARM executives Goldman, Glen Becker, vice-president; Ed Schneider, secretary; Don Belzer, treasurer, and Jim Tiedjens, board member.

CMA Directors to Shape C&W Programming Guide

NEW YORK—The board of directors of the Country Music Association is scheduled to hold one of the most important meetings in its history at the Park Sheraton here January 27-28. This will be the CMA's first quarterly meeting of 1961. The CMA, during this occasion, will seek to crystallize a basic indoctrination program for radio stations interested in introducing or expanding country music programming.

CMA officers and board members are in general agreement that there is a need for information on these three points: (1) Basic statistical data as to what percentage of the nation's AM and FM stations are programming country fare; (2) definite information to guide interested stations which are not yet programming country music; (3) grass-roots data, such as lists of music publishers, record companies, booking agencies and

promoters who are interested in country music, plus listings of talent working in the country and western field. Such talent may be active in records, radio or personal appearances.

At the board meeting, the CMA executives will seek to estimate the costs of such a comprehensive market research and educational program. Such a program, it is believed, will benefit not only country music generally, but also the various segments of the country field—such as disk jockeys, publishers, etc.

The meeting will also discuss a membership drive aimed at tapping all facets of the country field. It is also likely that there will be some discussion of the possibility of one-night concert promotions in cities where research indicates that interest in country music is high. In the past, such promotions have proved a substantial income builder for CMA.

Victor Up-Dating Toscanini Wax

By REN GREVATT

NEW YORK—RCA Victor's announcement this week of "electronic stereo reprocessing" of three of the famous recordings of the late Arturo Toscanini, is being seen by tradesters as heralding a period of increased attention to the great standard catalog merchandise. This, from the point of view of

dealers, is seen as all to the good. Despite the fact that the re-issued Toscanini material is not true stereo, the album covers readily acknowledge this fact. Some dealers, who have for some time rued the idea of diskeries putting out so much brand new product with every new release, are known to be highly receptive to the concept of up-dating warhorse merchandise either through new packaging or updated sound.

It is interesting to compare this current attitude with that which widely obtained a scant three years ago at the dawn of the stereo age. When the very first stereo recordings were being released, there was a near panic in some quarters that the industry would suddenly be flooded with a lot of phony stereo put together from old monaural tapes by such devices as separating highs from lows and feed-

ing them through separate channels.

In the early days of two-channel reproduction, a considerable amount of this kind of material did find its way to market, and many believed the new golden goose would be killed before it got off the ground. Cooler heads eventually prevailed, however, and the anticipated rush to get anything of a two-channel nature out, simply to cash in on the great new gimmick, never really materialized.

Thinking Changes

Now the thinking has changed considerably. Over a year and a half ago, Decca eyed a number of its own catalog warhorses—items like the original cast versions of "Carousel," "Oklahoma!" and "The King and I," and decided to give them all a shot in the arm. This was done, not only by new covers, but by a process of "enhancing" the sound by certain separation techniques suggesting stereo. Sales of these packages have been up considerably since this innovation. Now, Victor is releasing the masterpieces of the late, great Italian conductor in its own version of producing a stereo effect, known as "electronic stereo reprocessing." The development of the process was undertaken in 1958.

Other labels are expected to watch closely the results of the Victor experiment since in the view of many, the sincerity and beauty of a great performance is far more important than pure sound values alone. It follows thus that any method which can improve the sound of the existing great performance is highly desirable from the dealer standpoint.

With the wealth of good stereo

(Continued on page 52)

Funny Men Score On Sales Charts In Houston Area

HOUSTON — Talking comics have stormed Houston. During the last four months, record stores have sold thousands of the funny men on wax.

These include such artists as Dave Gardner, Bob Newhart, Shelley Berman, Mort Sahl and Justin Wilson, some of whom were recorded in Houston night spots.

Dave Gardner, with his Southern accent, is leading the field with his satirical "Rejoice Dear Hearts" and "Kick Thy Own Self."

Close behind is Bob Newhart, with his "Button-Down Mind" and "Button-Down Mind Strikes Back."

Reports are that the waxed album, "The Humorous World of Justin Wilson," sold 24,600 in three weeks here. It's a Cajun dialect recording getting time on radio in Houston.

Shelley Berman and his ever present telephone—at one time the rage—has faded somewhat in popularity.

Record shops report they are unable to keep these comics in stock because of the great demand.

ARMADA Executive Committee Meets, Plans Florida Convention

NEW YORK — The executive committee of ARMADA met here last week to plan its 1961 convention, which will be held in Miami Beach in June, and to appoint planning committees for the meet.

One of the committees is studying three special group insurance plans, one of which will be submitted to the membership for consideration at the convention. Such a plan would offer ARMADA members a form of security heretofore unavailable to many of them. Each distributor and manufacturer member would be able to participate both on an executive level and as a key employee level.

ARMADA President Art Talmadge, United Artists Records' vice-president and general manager, told the group that another meeting of the complete committee will be held here March 6 to finalize dates for the June convention and select a hotel in Miami Beach. The two-day convention will include seminars — designed, said Tal-

madge, "to effect a closer working relationship between all facets of the music field and to help each phase pursue its regular course of business."

Sigmund Steinberg, legal counsel for ARMADA, reviewed ARMADA's activities in connection with the disk counterfeiting cases in California and the East Coast. Talmadge noted that on behalf of ARMADA he wished to commend industry trade papers for their coverage of the counterfeiting problem and recognition of the role ARMADA played in uncovering the practice.

ARMADA officers and executive committee members attending the meet were Bob Chatton, ARMADA vice-president; Nelson Verbit, secretary; Harry Schwartz, treasurer; Amos Heilicher, Ewart Abner, Al Bennett, William Shockett; David Steinberg, Morton Gorelick, Executive Secretary Jordan Ross, and Norman Weiser, publicity.

Strand to Launch Albums, Sales Plan At Distrib Meeting

NEW YORK — Strand Records holds a distributor sales meeting here Thursday and Friday (26-27) at which time General Manager Sid Pastner will introduce 25 albums together with a sales plan. There will also be a presentation of singles.

Albums include three percussion, titled "Hawaiian Percussion" by Billy Mure; "Latin Percussion" by Joseph Matterna and "Around the World in Percussion" by Mure. There are three comedy packages, plus such items as "Specs Powell Presents Big Band Jazz" and Jay Jerome's "Tango Magic." Also included are kiddie packages, religious albums and disks of historical significance. In introducing the 25 packages, Strand enters the LP field, both stereo and mono; for up to now the firm has had only four LP disks.

It is known that the Strand package program will offer some of the greatest incentives, in terms of profit-sharing, to distributors, their salesmen and dealers. Emphasis will be on a special reduced introductory price on key merchandise.

At the meeting, sales manager Jack Angel will discuss sales trends and the results of a national survey undertaken for Strand. Public relations chief, Sid Ascher, will talk on projects designed to help the distributor and retailer.

LP Surplus Plagues Distributors, Dealers—But Diskeries Won't Stop

By **BOB ROLONTZ**

NEW YORK—The record business appears to be one of the few in which executives look at the world not only through rose-colored glasses, but also while standing on their heads. With inventory of record albums believed to be at an all-time high at pressing plants, in distributor warehouses and in dealer's stores, record companies are still turning out LP's at a breath-

less pace. Monthly releases on the part of the larger companies range from 10 to 20 albums, and smaller firms are issuing four and five LP's each month. This adds up to 200 to 400 LP releases over-all monthly, and, of course, adds to the dealer problem.

In other businesses, autos for one, when dealer inventory is high and sales are slow, production is slashed. General Motors, Chrysler and Ford cut back production last week due to high dealer stocks. It is true that autos and records cannot bear a direct comparison, since models of cars change only once a year, whereas each new album release is a new product in itself.

Bumper Crops

But there are record firms which insist on huge releases even though only one or two album artists manage to sell any appreciable number of albums each month. Hope springs eternal in the breasts of these executives. The more albums issued the bigger the billing, and the bigger the billing the better the firm, is the slogan. This takes no account whatsoever of the fact that the billing is usually on 30-60-90 days basis, nor of the fact that much of the merchandise is returnable, either for credit or exchange. And often the product is sold at 10 per cent or 20 per cent discount. If the product was sold on a straight sale basis, with no discount, a 10 per cent return privilege and no deferred billing, it is probable that 60 per cent of all albums produced would never see the inside of a record store.

It has been estimated by astute traders that only 20 per cent of all albums manufactured and released make a profit. It has also been estimated that many of the albums that never make a profit also fail to even earn back their production costs. And as many distributors know, a lot of albums that eventually find their way to record stores never get off the dealer's shelves until they are packed up and shipped back to the distributor for credit or exchange.

Although LP sales have gone up in 1960, from both a dollar and percentage standpoint, this does not mean that more different albums are selling. Instead, it means that the hit albums are selling more copies, making the plight of the many other albums that are issued every month even more perilous.

Right now, the dealer is faced with the possibility of 200 to 400 new and different albums every month. The average dealer has a hard time merchandising 10 new albums a week in the face

of the hit albums and catalog LP's he usually has to carry in stock.

Dumpers Buy

What happens is that the non-salable albums, in a month or two or three, end up in the hands of the "dumpers," who buy the records cheap and sell them cheap. Records that list for \$1.98 retail at 99 cents, and records that list at \$3.98 and \$4.98 retail at \$1.50 to \$3 in these bargain outlets. This drags down the reputation of the record industry and records, helps spread price-cutting, and makes the customer look for discounts on LP's. It means that no one makes any money, least of all the manufacturer of the non-salable merchandise, who may in reality be making records just for the dumpers.

Part of the problem, observers note, is that there are a lot of people in the record business who do not know what the public wants, nor what will sell. After investing \$5,000 in an album session they are unwilling to give up releasing the record, even when they know it isn't a strong one, on the chance they might come up with an off-beat album hit. So they will spend another \$5,000 in packaging and pressing and shipping the LP, even on consignments, and will proceed to lose \$10,000 to prove their judgment rather than \$5,000 not to.

There have been some changes in this wild release procedure over the past few years. The success of Enoch Light with about 14 releases in almost a year and a half, and the great success of Light's Command label, has indicated to some manufacturers that a few hit album releases are better than 100 flop LP's. But even most manufacturers who have cut down their single releases in order to be able to concentrate their efforts on their most commercial single disks, have not yet decided that the same practice might be applicable to albums in today's LP market.

According to an important distributor in New York, who has had talks with all his big accounts about reducing the number of album releases, a smaller number of albums per month would benefit the whole industry. "We would get an opportunity to merchandise albums better if we had less of them, and if the ones released were restricted to the strongest artists. Record companies should concentrate their album programs on the name artists and the artists who have had hit singles, plus, of course, show and movie tracks. Often we find that two albums out of a 12-album release are responsible for all of the billing and the other 10 albums never had to be released. Smaller release schedules would not only help the distributor and dealer but would help the whole industry and would eliminate the guys who sell the dump albums for 50 cents and \$1."

It is hard to believe that an industry that prides itself on overproduction could turn to a policy of scarcity. But as album costs rise, executives may take off the rose-colored glasses to note that the figure that counts in the long run—with the rare exception of prestige or cultural items—is the number of albums that sell, not the number released each year.

director of technical operations.

The studio's design is unique in that it is capable of accommodating the largest anticipated orchestra and chorus, but sufficiently flexible to permit its use in recording small groups and soloists. This is achieved by the use of sliding panels which run on tracks and allow the size of the recording area to be adjusted at will.

Equipment to be installed will provide the studio here with what is believed to be the latest in full three-channel recording. In addition to recording, the facilities will include equipment for dubbing, separate editing, disk mastering, storage and all other functions necessary to keep the complete studio operation under one roof.

Columbia Records will make the studio available for custom recording dates during those periods when its own a.&r. department won't be using it. It is estimated that a full 50 per cent of the studio's time will be available for outside users.

DiResta Named to Col. Post

NEW YORK—Edward DiResta has been named account executive for special products at Columbia Record Productions. The appointment was made by CRP director, Al Shulman.

Col. Completes Gigantic Coast Recording Studio

HOLLYWOOD—Construction was completed here last week on Columbia Records' new recording studio, believed to be the Coast's largest disk-record-facility. The studio is large enough to accommodate a full-sized symphony orchestra plus a chorus. It is located in the CBS-KNX building on Columbia Square (Sunset Boulevard and Gower Street) where approximately \$500,000 was invested in converting the old radio audience Studio A.

The sum represents an estimate of construction work and equipment Columbia has contracted, and does not include the cost of its own technical staff which has been working on this project during the past year. With the completion of construction, installation will start next week of recording equipment. Audio equipment to be used was designed and assembled by Columbia's engineering construction department in the East. It

is due to arrive here today (23) from New York.

The studio will be ready for use sometime in March, to give Columbia its own recording facilities here for the first time in its history. Heretofore, it rented studio space as it needed from radio recorders, and elsewhere. More recently, Columbia had used the Hollywood Legion Auditorium for large symphonic recording sessions. With the addition of its studio here, Columbia will now own its recording facilities in New York, Chicago, and Hollywood.

In converting CBS' Studio A for recording use, Columbia removed all the seating facilities and leveled the floor. It peeled off the old baffling on the walls and removed the ceiling to provide maximum cubic volume. The studio now measures 300,000 cubic feet, and offers an open expanse measuring 7,000 square feet. The over-all project is under the supervision of Vincent J. Liebler, Columbia's

MUSIC AS WRITTEN

New York

Hal Drayson, sales chief of Caedmon Records, left last week on a national sales tour. He will work on the entire catalog plus the firm's new label, the Stereophonic Recording Society. . . . Everest Records has opened an office in Hollywood. **Doris Flack** will handle promotion there for the label, and will act as liaison between Everest's West Coast distributors and the New York office. She will also listen to masters. . . . **Toby Dean**, former assistant manager of the Paramount Hotel, New York, has joined the L.P. Sales Company, distributors of the Riverside line, as aid to chief **Herman Gimbel**.

Max Youngstein, vice-president of United Artists and chief of the UA label, has again been named national chairman of the Brotherhood Campaign sponsored annually by the amusement division of the National Association of Christians and Jews. . . . Columbia's **Bruno Walter** and **Isaac Stern** have received the Grand Prix du Disque of the Academie du Disque Francaise. The Walter award was for his Beethoven Symphonies album; Stern's award was for his performances of the Franck and Debussy Sonatas. . . . **Patricia Kahl** and Planetary Music, the **Morris Levy-Phil Kahl** publishing firms, have moved to new offices on Broadway. . . . A new jazz label, HPC Records, has started here under **Paul Culp**. First set is called "Dixiejazz." . . . Music Merchants, new distributing firm started by **Marv Jacobs** in Detroit, threw a cocktail party last week to start things off. . . . Ad Records of Oelwein, Ia., has signed singer **Gene Jay**. . . . **Steve Terry** has started the Abbco label in Long Island City. . . . **Bill Owens** has formed the East Coast label here, with pactees **Joe Foley**, **Johnny Cook** and **Mace and Lance**.

PUBLISHER GLEANINGS: **Kim Fowley's** Maverick Music, and **Chris Christensen's** Saralee Music have settled their dispute over "Diamonds and Pearls" with Milestone Records and Lode Music, the record company and publisher. Maverick and Saralee were awarded half ownership in the publishing of the hit, as well as half interest in the world-wide copyright. A similar settlement was made on "Bells Ring," released on Milestone by the **Paradons**. . . . Classical conductor **Alex Alexander** will write and conduct the score of the flick "Operation Eichmann." . . . **Sunny Skylar** penned the English lyrics for the tune "El Paso Del Regimento," now called "March of the Regiment."

Harvey Reimer, Jather Distributing, Minneapolis, inside manager, is convalescing from a heart attack suffered recently. . . . **Ella** and **Buddy Johnson** and his orchestra have returned to the Mercury Records' fold following a two-year absence with **Roulette**. Their revival hit, "I Don't Want Nobody (If I Can't Have You)" caused the switch to Mercury again. . . . **Amos Heilicher**, one of the 10 prime movers behind the construction of the Sheraton Tel Aviv, Israel, heads a jet-load excursion of stockholders to the spa in April. Besides Heilicher, who helms five distrib points and also **Soma Records**, **Harry and Molly Schwartz**, Schwartz Bros., Washington; **John and Marian Kaplan**, Jay Kay Distributing, Detroit; and **Billy and Evelyn Davis**, Davis Sales, Denver, will make the trip. . . . The **Harry Belafontes** are expecting their second in August.

Bob Rolontz

Hollywood

Dot's newly appointed controller, **Robert Vartan**, left for New York to confer with Paramount brass. He returns Monday (13) to his Coast headquarters. . . . **Del-Fi** President **Bob Keene** bought the Pentagon's master of their "To Be Loved (Forever)" from Fleet International following its promising Coast debut.

Mickey Goldsen left for Mexico City to establish a releasing arrangement for his Criterion Records line. Also on this south-of-the-border agenda is to call on music firms which have been importing his Criterion music. Goldsen recently acquired **Gerry Frisco's** score to United Artists' "Cold Wind in August." **Leon Pober** penned the words to the title tune to be used for disk promotion of the film.

Capitol is interrupting its announced two-week moratorium on new single releases to issue **Nancy Wilson's** first, "My Foolish Heart" standard b-w "The Seventh Son." Label's excitement over the single reportedly stems from the reaction it has reaped from her two albums for the company, "Like in Love" and "Something Wonderful." Capitol previously had decided to call a halt to all singles releases for two weeks to give it a chance to concentrate its full promotional efforts on 15 promising singles.

Roulette's **Teddy Reig** produced four albums with **Pearl Bailey** and **Louis Bellson**, her husband and band leader, during the artist and repertoire man's Coast stay. Packages include Bailey and Bellson's combined talents in an LP tagged "Mr. and Mrs." Others are two Pearl Bailey vocal albums with Bellson's band, and the fourth LP features Bellson in a big band instrumental set.

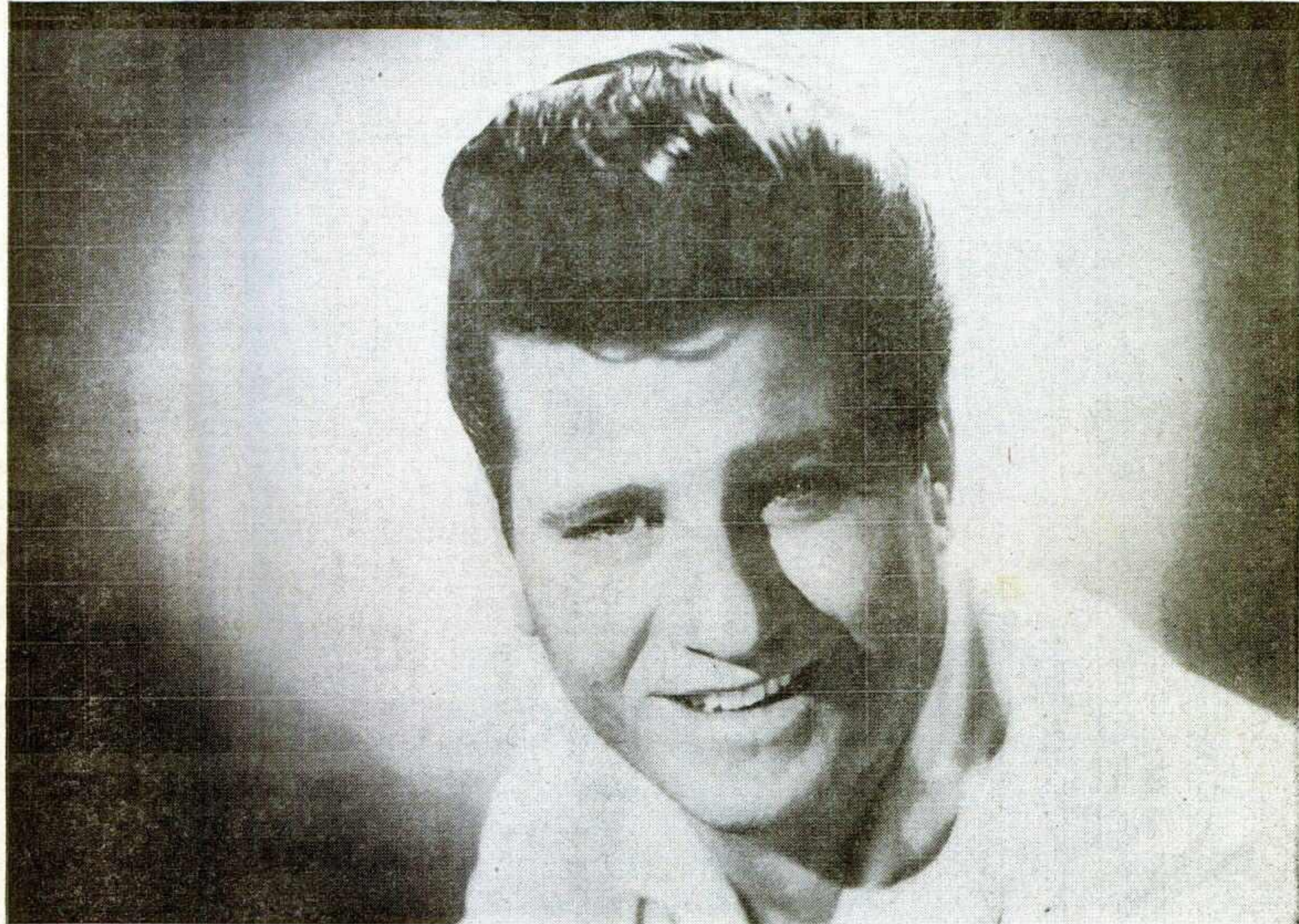
Capitol Records President **Glenn Wallichs** suffered a sprained wrist during a tennis match with his daughter. . . . **Leith Steyens** is at Paramount to score "On the Double," the next **Danny Kaye** starrer. . . . **Elmer Bernstein** left for New York to confer with Broadway producer **Arthur Kanter**. Bernstein composed the score for Kanter's "Everybody Loves Willie" production. . . . **Jane Morgan** is due on the Coast later this month to discuss a picture deal with Metro. **Lee Zhitto**.

Chicago

MANUFACTURER NEWS: **Earl Glicken**, Donna and Del-Fi Records, returns from a West Coast promo tour, where he also picked up a master, formerly on the Fleet label, that Donna will release in a week. . . . Chess brass is on the move this week. **Phil Chess** and **Bill Allen**, newly named southern rep, tour the South, while **Leonard Chess** meets with the labels

(Continued on page 19)

LOOK TO LIBERTY IN '61!!!!!!



READY TO CRASH THE CHARTS

JOHNNY BURNETTE LITTLE BOY SAD

b/w Down To The River #55298

Another action-packed single from Liberty's live-wire singing sensation who's scored two smash hits in the last six months.

JUST OUT! JOHNNY BURNETTE'S NEW L. P.
Burnette hits *Dreamin'* and *You're Sixteen* top off 12 pop favorites in this new album.
LP. LRP-3183/LST-7183



LOOK

...visual sound **STEREO**

LST 7181

Bobby Vee



L
R
P
3
1
8
1

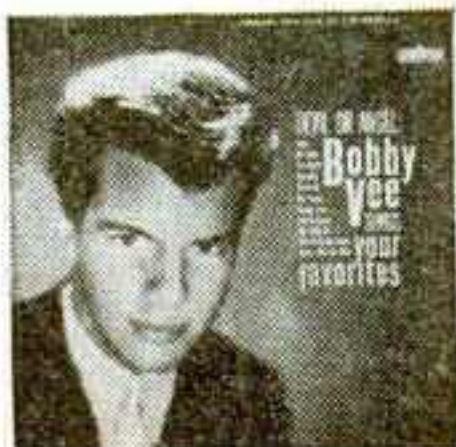


RUBBER BALL • DEVIL OR ANGEL

Talk To Me, Talk To Me • One Last Kiss • Angels In The Sky
More Than I Can Say • Long Lonely Nights • Poetry In Motion
Stayin' In • Mister Sandman • Foolish Tears • Love, Love, Love

Printed in U.S.A.

LRP-3181/LST-7181



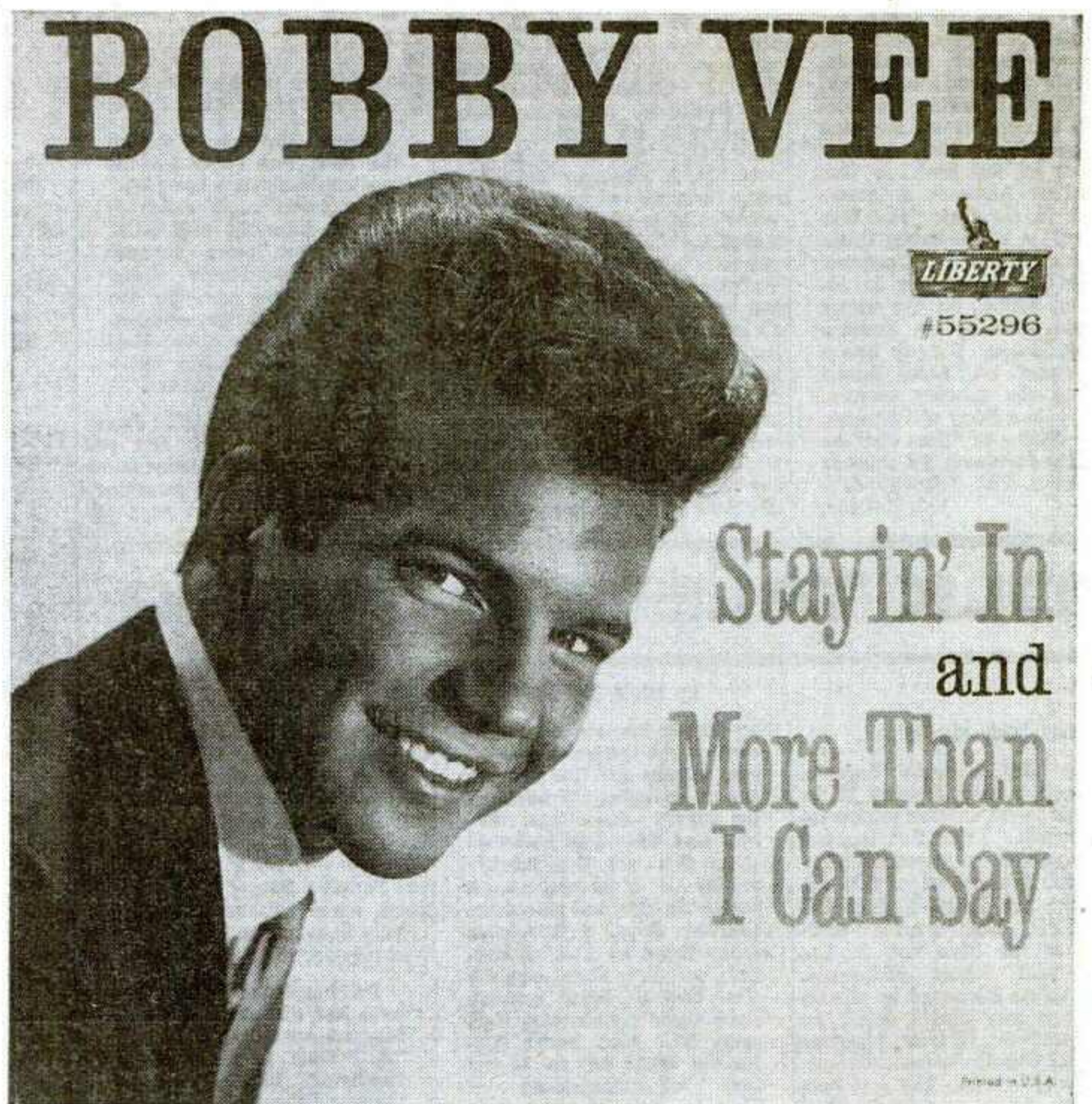
HIS FIRST LP—STILL HOT! "Bobby Vee Sings Your Favorites"—12 best-selling teen hits: Mr. Blue; Young Love; My Prayer; Sincerely; Gone; Since I Met You Baby; I'm Sorry; Just A Dream; It's All In The Game; Everyday; Devil Or Angel; You Send Me.

TO LIBERTY IN '61!!!!!!

BOBBY VEE SCORES AGAIN

WITH A HIT LP!

WITH A NEW HIT SINGLE!



STAYIN' IN b/w More Than I Can Say

After two smashes... Rubber Ball and Devil Or Angel... here comes another Vee victory. Watch this chart-bound single from the new "Bobby Vee" album.



DISTRIBUTED IN CANADA BY LONDON RECORDS

This One



U4X5-3EN-98C6

Copyrighted material

TALENT TOPICS

NEW YORK

Brook Benton left last week on a two-week personal appearance tour of the South. Tour will end in Orlando, Fla., on January 28. His manager, **Dave Dreyer**, is accompanying Benton on the tour. Benton will open at the Apollo Theater in New York February 17 for one week, and plays a month's stand at the Dunes in Las Vegas starting March 24. . . . **Ray Conniff** has left GAC. He will soon affiliate with another booking agency. Until then he is handling his own bookings from California. . . . **Norman Petty** will be in New York next week to visit deejays with his latest hit-makers, the **String-Along**s. Group's current hit, which Petty made, is "Wheels," on the Warwick label. Group is set for the **Dick Clark** TV show and the "Saturday Night Prom." . . . Publicist **Jay Weston** (**Paul Anka**, **Peggy Lee**, etc.) will marry model **Hill Robins** in February. . . . The **Modern Jazz Quartet** will give a concert at the Brooklyn Academy of Music, February 4.

Tony Bennett has a full schedule of engagements in the U. S., South America and England that will keep him busy for the next few months. He is set for the **Latin Casino** outside Philadelphia, and then plays two weeks at the **Shamrock** in Houston. He opens at the **Dunes** in Las Vegas, February 23, and in April does a night club appearance and two TV shows in England. In May he will fly to South America for appearances in **Rio de Janeiro**, **Sao Paulo**, **Buenos Aires** and **Montevideo**. . . . **Wallie Hawkins**, **Joy Records** chanter, is on the road plugging his waxing of "First Date" in the East. . . . **Bob Newhart** becomes a movie actor in the flick "The War Story," in which **Bobby Darin** is also featured. . . . **Drummer Dick Ridgely** is now in **Jamaica, B.W.I.**, for the winter season, running his **Jamaica Steak House**. **Ridgely** has a restaurant on **Long Island** during the summer months. . . . **Jo-Ann Perry** will plug her new dinking of "Cool Cat" on the **Sid Friedman** TV show in **Scranton, Pa.**, February 4. **Bob Rolontz**.

CHICAGO

Dick Schory, the RCA percussion specialist, is already preparing for his second stereo-action album to be recorded in April for August release. The session is slated for **Orchestra Hall**—Schory won't use a studio, says the sound is too flat. . . . Check the "finger-popping" on **Ernestine Anderson's** new Mercury release, "A Lover's Question." The poppers are **Clyde Otis**, Mercury's a. & r. man, and **Brook Benton**, who also happened to pen the tune. The two did the same popping bit some seven years ago on a **Clyde McPhatter** tune.

Errol Garner hit the **Windy City** last week, preparing for a **February 25th concert at the Opera House**. It's part of a 25-city tour lined up for **Garner** by impresario **Sol Hurok**. . . . **Pert Nancy Wilson** debuts at **Mister Kelly's** Monday (23) with comedian **Jack E. Leonard**. The thrush just returned from Australian tour and is slated for a **Capitol** dinking with **George Shearing**. . . . "Kiss Those Shores For Me Again," a tune composed by **Chicagoan John Summers** during **World War II**, and since adopted as the official song of the **Illinois Veterans of Foreign Wars**, has been waxed for an indie label by another **Chicagoan**, **Ron Camp**, vocalist, backed by the **Ellie Stuke** group. **Nick Biro**

CINCINNATI

Barbara Kotler, former local jingle writer, radio personality and vocalist, returns January 28 to sing with the **Cincinnati Symphony Orchestra** in a pop concert of **Broadway** show music. . . . **Saul Striks**, formerly with **Somethin' Smith** and the **Redheads**, is scoring handsomely with his pianistics at the **Isle of Capi**, just outside of **Newport, Ky.** . . . **Jumpin' Rudy Hanson**, formerly a headliner with **WLW's "Midwestern Hayride"**, has settled on the **West Coast** and is currently plying his wares in the **Hollywood** area. . . . **Bob Gary** and **Bill McInerney** have just entered their sixth year as entertainers at the **Rendezvous** 'neath the **Fountain Square Hotel**. . . . **Fraternity Records** recorder **Jack Larson**, who has been kept busy on nitery engagements in the **Pacific Northwest** the last three months, is due here **Monday (23)** for a confab with **Fraternity** boss **Harry Carlson**. On Tues-

day (24) **Larson** makes his third guest appearance on the **Ruth Lyons "50-50 Club"** over **WLW-T** and the **Crosley Broadcasting** four-city television network. . . . **The Charmaines**, gal trio new on the **Fraternity** label, slated for a shot on the **Dick Clark** TV-er in **February**. **Bill Sachs**

HOLLYWOOD

Label on **Capitol's** controversy-stirring single, "Big John," lists "**Carol and Anthony**" as writers and performers of the tune. Pair actually is a brother and sister team. She is better known in the disk business as **April Stevens**. Her brother is **Nino Tempo**. **April** recorded with **RCA Victor** (best remembered for her breathless vocals backed by **Henri Rene's** orchestra and arrangements) and more recently was on the **Imperial** label.

Beverly Hills Symphony Orchestra has scheduled **John Grass' "Jazz Symphony"** for performance. **Jazzmen** sitting in with the 70-piece longhair aggregation include **Shorty Rogers**, **Barney Kassel**, **Bud Shank**, **Buddy Clark**, **Bill Perkins**, **Paul Moer**, **Paul Horn**, **Willie Green**, **Mel Lewis**, and **Jules Chaiken**. Works by **Dvorak** and **Schubert** also are on the program to keep in its traditional classical form.

Johnny Burnette's one-week tour of the **British Isles** has been expanded to 28 days based on the **Liberty** artist's mounting overseas popularity. Tour starts **February 7** and will run through **March 11** and will take him to **England**, **Scotland**, and **Ireland**. Bookings on the **Continent** are being set for **Stockholm**, **Paris**, **Munich** and **Rome**.

Jimmy McHugh is writing the book and lyrics for the new musical, "It's a Long Way From Home." . . . **Vocalist Bill Jacoby**, formerly with **RCA Victor** and more recently playing the **Statler Hotel** chain, is now recording for **Bob Josephson's Towne** label. His first session (four sides) was taped with **Bobby Hammack's 10-piece** orchestra.

THE MOVIE BEAT: **James Bradley**, teen-age rock and roll singer, was signed by **Jerry Lewis** for a guest shot in **Paramount's** (Continued on page 46)

LEGIT REVIEWS

Channing 'Showgirl' Looks Like Hit

From the level of audience response noted, **Miss Carol Channing** has herself a hit in her new revue, "Showgirl," which opened **Thursday (19)** at the **Eugene O'Neill Theater** here. The blonde and willowy star is supported by **Jules Munshin** and an extremely talented and smart **Gallic quartet**, known as **Les Quat' Jeudis** (The Four Thursdays).

Miss Channing herself is the big attraction, and if there is a fault with the production it is a certain unevenness about the level of comedy. In short, the gal is so very funny in some spots it would be difficult to maintain that particular edge throughout.

The two high spots are both impressions by **Miss Channing**. The first is a hilarious parody of **Marlene Dietrich** as she appeared in the legendary film, "Blue Angel." Working **la Dietrich's** leg gambit to a fare thee well, **Miss Channing** gets herself completely tangled up in a chair, throwing her gams about. Another take-off that hits mighty close to home is one on **Judy Garland** doing her now famous **Palace** act. This breaks the audience up. In another spot, she's almost equally effective in a series of impressions of the musical comedy theater of the **Twenties** compared to the "serious" musical drama of today.

Munshin, who appears largely in support of **Miss Channing**, contributes several humorous spots, but for the most part he does not appear as much in his element for this high type of comedy as **Miss Channing**. **Les Quat' Jeudis**, on the other hand, have that wonderful European quality of mobile faces and clever movement, which makes their contribution here a strong one.

Charles Gaynor's music is not, for the most part, up to the level of his clever sketches. **Frank Music**, which has the rights to the score, is now reportedly working out arrangements for a cast album. The music, however, has its greatest punch as a part of the visual performance. **Miss Channing**, too, has potent appeal mainly when you can watch her remarkable face as well as hear her. **Ren Grevatt**

★ ★ ★

Lack of Excitement Stops 'Hero'

"The Conquering Hero," the sixth big musical of the season, opened at the **Anta Theater** in **New York**, **Monday (16)** and closed last **Saturday (21)** after seven performances. The show was based on the **Preston Sturges** movie of the 1940's called "Hail, the Conquering Hero." The **Broadway** musical version of "Hero" was an occasionally pleasant entertainment, but without any big names or box office advance, it couldn't hold up against the competition.

The lack of excitement in "Hero" was due more to a tepid book than anything else. **Tom Poston**, **Lionel Stander**, **Kay Brown**, **Jane Mason** and the rest of the large cast, were capable in the roles, but they all could not overcome the one-joke situation and the generally dull dialog. The songs by **Moose Charlop** and **Norman Gimbel** were serviceable, although it is doubtful if any of them would have turned into pop successes. With the show closing after one week, **RCA Victor** is not expected to exercise its original cast recording rights. **Bob Rolontz**.

★ ★ ★

TV REVIEW

Gershwin Spec Misses Its Mark

It's hard to believe that the years in which **George Gershwin** was writing his hits were as dull as they seemed on "The Gershwin Years," the spectacular presented over the **CBS-TV** network **Sunday 15**. They weren't, of course, but the trouble with "The Gershwin Years" was that the producers (**Leland Hayward** and **Marshall Jamison**) couldn't make up their minds whether they were spelling the history of the **Gershwin** era or presenting a parade of **Gershwin** songs. If they meant to tell about the times, they missed; if they meant to come up with a musical trailer of **Gershwin** songs they left out a lot of good ones.

A spec with the title of "The Gershwin Years" needs a theme to hold it together, but this was sorely lacking. Instead, it was a melange of **Gershwin** tunes, quick comments about **Gertrude Stein**, **Ernest Hemingway**, **Frank Lloyd Wright**, etc., to give background of the era, and often stuffy presentations of bits and pieces of **Gershwin** shows.

There were good moments in the spectacular, although these were fewer than there should have been with the excellent cast. **Ethel Merman** came through splendidly on a short political satire based on songs from "Of Thee I Sing" and "Strike Up the Band." **Florence Henderson** proved she is ready for a top role in another **Broadway** musical by her fine performances on a number of **Gershwin** tunes, and **Ron Husmann** socked over his assignments with vigor. **Julie London** handled herself well in the serious reading of "The Man I Love." But neither **Frank Sinatra** nor **Maurice Chevalier** were up to their best standard.

The dancing numbers were the standout of the show. The "Porgy and Bess" ballet, with **Carmen de Lavallade**, **Alvin Ailey**, **Harold Pierson** and **Claude Thompson** was delightful, as were all of the other dance bits. **Kudos** are due to dance director **Joe Layton**.

Richard Rodgers tried hard to tell about the **Gershwin** years, but his task was a rough one. Someday, it would be interesting to view "The Gershwin Years" as a documentary. A spectacular it missed the mark. **Bob Rolontz**.

FOLK TALENT & TUNES

By **BILL SACHS**

Around the Horn

Texas Bill Strength departed **Anchorage, Alaska**, **January 16** for **Memphis** to cut another session for **Sun Records**. **Texas Bill**, together with **Bonnie Sloan**, played the **Montana Club** in **Anchorage**, with appearances on **KENI-TV**, **KFOD** and **KBYR**. **Bonnie** opens **February 1** at the **Showboat** in **Las Vegas** with **Skeets McDonald**. **C.&W.** artists interested in playing **Anchorage** may obtain details by writing to **Norm H. Dahl**, **Montana Club**, 222 **Fourth Avenue**, **Anchorage**, **Strength** says. The **Sun Records** firm, which recently knocked the **Texas** off of **Bill Strength's** name, will revert to the **Texas Bill** billing when they spring with his new release. . . . **Smilin' Jerry Jericho** (**Allstar**) is on a 11-State tour arranged by **Bob Dawson**, of **Wichita Falls, Tex.** **Trek** winds up **February 12**. **Jericho's** newest on the **Allstar** label is "It's Been Nice."

Steve Stebbins, of **Americana Corporation**, **Woodland Hills, Calif.**, reports that coun-

try music has come into its own on the **West Coast** in recent months and that his firm is now averaging **135 bookings per month**. **Americana**, **Stebbins** says, has on its books **43 clubs** that use live country music on a **six-day-a-week basis**. **Stebbins** has placed the **Country Boys**, a **blue-grass** group heard on **Federal Records**, and **Salty Holmes** on the **Ken Griffith** **NBC** network show slated for showing **February 13**. **Carl Butler** (**Columbia**) kicks off an 18-day tour for **Americana** at **Phoenix, Ariz.**, **Tuesday (24)**, with the jaunt winding up in the **San Francisco** sector.

Slick Norris, personal manager to **Adrian Roland**, has taken over the managerial reins on **Warren Smith**, whose new one on the **Liberty** label is "Odds and Ends" and "A Whole Lot of Nothin'." On the promotion end, **Norris** continues to serve **Liberty Records** and **Webb Pierce**. **Roland** has a **Mercury** session coming up in **Nashville**

next week. . . . "A Living Legend," a new LP by **Bob Wills**, **Tommy Duncan** and the **Texas Playboys**, is slated for release under the **Liberty** label this week. . . . **Little Richie Johnson**, of **Station KARA**, **Albuquerque, N. M.**, reports that the **Paradise Supper Club** there is using name country artists on a regular basis and that he's handling bookings for the spot.

Ira Louvin and son, **Ken**, have just had their eighth album release for **Capitol** titled "A Tribute to the **Delmore Brothers**." Backing them on the new LP are **Floyd Cramer** and **Marvin Hughes**. . . . **Jimmy Newman** has left the **MGM** recording ranks to cast his lot with **Decca**. He is presently cutting an album of **Cajun** tunes for the latter wax works. Also new in the **Decca** talent stable is "Grand Ole Opry's" **Floyd Grammer**. . . . **Roy Acuff's** itinerary carries him to **Bakersfield, Calif.**, **January 24**; **Medford, Ore.**, **26**; (Continued on page 44)

KNOCKOUT!



THE VENTURES HIT AGAIN

RAM-BUNK-SHUSH

b/w **Lonely Heart** Dolton #32

Picked by Billboard as "the most promising instrumental group of the year," the Ventures follow up their smash **PERFIDIA** with another winner.



CURRENT BEST SELLING LP

"Walk, Don't Run"
Dolton BLP-2003/BST-8003

Look To **LIBERTY** In '61



JUST RELEASED

"The Ventures"
Dolton BLP-2004/BST-8004



Miss Hitmaker!

WITH ANOTHER SENSATIONAL SELLER



CONNIE FRANCIS

SINGS

NO ONE

AND

WHERE THE BOYS ARE

TITLE SONG FROM THE MGM FILM

K 12971



THE STARPOWER LABEL



1240 Broadway N. Y. 20, N. Y. 20-000

...thats where the hits are!



CONCERT REVIEWS

Russ Pianist's N. Y. Bow Promising

A new Soviet pianist is being introduced to American audiences in the person of handsome 29-year-old Dimitri Bashkirov, who is now undertaking a 22-concert tour of 16 U. S. and Canadian cities under the Hurok banner. Bashkirov arrived with perhaps the least publicity yet accorded any Russian. He made his debut with the Cincinnati Symphony two weeks ago, playing the Mozart Concerto No. 24; he plays the same Concerto on his first U. S. disk release on Artia, reviewed in this issue.

His New York debut took place Friday (13) at the Grace Rainey Rogers auditorium of the Metropolitan Museum. He has two more New York appearances scheduled at Carnegie Hall next month. Based upon what he has thus far demonstrated, it is possible that some U. S. a.&r. men might line him up for recording sessions during his stay in this country.

Bashkirov flashed both a dynamic technique and a flair for the romantic. Stylistically, his New York debut was somewhat erratic as the lean young Georgian tended slightly toward extremes, both in dynamics and tempo; this, however, might be charged off to premiere nervousness. Future performances will tell.

Bashkirov poured plenty of power into the Schubert "Wanderer Fantasy" and the Brahms Sonata No. 3, while not underplaying romantic aspects of the latter. The remainder of his program, works by Prokofiev, were given polished, urbane performances, almost devoid of excitement normally associated with this composer. The compositions included an excerpt from the piano suite derived from "Romeo and Juliet" ballet, the Sonata No. 4, and six "Visions Fugitives."

While it is premature to compare Bashkirov with Gilels or Richter in assurance, or even with his younger compatriot, Ashkenazy, for excellence in the romantic repertoire, it is clear that this is a talent with which to reckon, and more very likely will be heard from Bashkirov. Sam Chase.

★ ★ ★

Rubinstein Shows Grand Mastery

Artur Rubinstein, in his first concert of the season at Carnegie Hall, provided one of the great evenings of music of recent seasons. Compared with his performance, the playing of such artists as Richter seems petty and fussy. For this was music-making in the grand manner, of a type almost no other contemporary artist could produce: in turn tender, thunderous, poetic, prodigiously pyrotechnical. That Rubinstein is well past the 70 mark need not be taken into consideration at all, for he is more than a match for all comers regardless of age. And what other artist has extended his mastery into these vintage years, with technique still completely secure?

RCA Victor owes the record-buying public a recording of the Liszt B Minor Sonata as played by Rubinstein. There are but four versions of this keystone work in the catalog at present, and none is remotely in a class with what Rubinstein produced at the concert. That such a standard work has been so neglected on wax is beyond understanding, and there's little doubt that a Rubinstein rendition would be a commercial success. Beautiful playing, ranging from the most lyrical to the incandescent, marked this work.

Rubinstein's way with Chopin's Ballade in F Minor is well known from his recent Victor release of the four Ballades; his treatment of the same composer's Valse in A Minor and Three Etudes proved again that no living pianist brings out the strength as well as the poetry in Chopin as well as Rubinstein.

How easily he can go from one extreme to the other was also well demonstrated in two other Liszt works, with a most beautiful rendition of the "Liebestraum" followed by a thunderous rendition of the "Mephisto Waltz." Schumann's "Fantasiestucke," which opened the concert, also enabled the pianist to show varying sides of his interpretive art. Rubinstein's performance of these lovely works, too, should be preserved. Perhaps as the flip side of the Liszt sonata? Sam Chase.

Lasker Sales Chief at Reprise

Continued from page 2

Rivers had received an impressive build-up during her years on Capitol, the firm that recorded her for the first time. Recording of Lewis is believed to mark the first time within memory that the vet comic will be recorded. The label also has completed a jazz package featuring Ben Webster and Johnny Richards' arrangements.

Mavis Rivers will be recorded next week, with Marty Paich arranging and conducting the orchestral setting. Sammy Davis Jr. is scheduled to be recorded soon, but time and place hasn't been determined. If Davis makes his LP on the Coast, Neal Hefti, formerly with Columbia Records, will accompany him. If Davis' commitments call for the album to be handled in New York, an Eastern-based conductor-arranger will be selected.

Release Slate

Releasing schedule, as it is now shaping up, is as follows: a Sinatra single will be used for the kick-off either in mid or late February; this will be followed in

March by Sinatra's LP, "Ring-A-Ding-Ding," which has been recorded and pressed, ready for shipping; the Rivers and Davis albums will be issued in April.

The label's operating staff is also shaping up. It was started with the appointment of Mo Ostin, Verve's former controller, as its administrative head. Ostin has appointed Merle Shore, Verve's art director, to serve Reprise in a similar capacity. Ostin has also taken with him Estelle Radin from Verve, where she was in charge of handling copyrights, liner material and specialized spoken-word artist and repertoire (she produced the Linus Pauling album, among others).

Appointment of Lasker is expected to complete its staff for the time being. No one will be placed in charge of the firm's a.&r. operation, at least at the outset. Ostin plans to use free-lance producers, fitting the man to the specific artist to be used. In this way, Ostin feels his firm won't be burdened with a large staff, and will still enjoy the flexibility of buying different producing talent.

DECCA HAS THE NO. 1 SINGLE RECORD IN THE COUNTRY

"WONDERLAND BY NIGHT" BERT KAEMPFERT and his orchestra

DECCA 31141

DECCA HAS THE NO. 1 ALBUM IN THE COUNTRY



DL 4101

DL 74101
(stereo)

...And Now Climbing Into the Charts...

"CERVEZA" by BERT KAEMPFERT

30866



DECCA is No. 1 in PHONOGRAPH SALES

JANUARY 16, 1961 BILLBOARD MUSIC WEEK

DEALER INVENTORY CHARTS

Dealers will find these charts a reliable weekly guide to more profitable inventory and display of records, playback equipment and related merchandise.

BEST-SELLING PHONOGRAPHS

These are the nation's best selling phonographs by manufacturer, based upon results of a month-long study using personal interviews with a representative national cross-section of record-phono dealers. A different price group of phonos will be 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 upon the rank order of manufacturers' phono 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 FROM \$31 TO \$60

RANK	BRAND	% OF TOTAL POINTS
1	Decca	29.1
2	Columbia	15.3
3	Voice of Music (V-M)	12.3
4	Webcor	10.5
5	RCA Victor	10.2
6	Capitol	8.4
	Others	14.2

JANUARY 9, 1961 BILLBOARD MUSIC WEEK

DEALER INVENTORY CHARTS

Dealers will find these charts a reliable weekly guide to more profitable inventory and display of records, playback equipment and related merchandise.

BEST-SELLING PHONOGRAPHS

These are the nation's best selling phonographs by manufacturer, based upon results of a month-long study using personal interviews with a representative national cross-section of record-phono dealers. A different price group of phonos will be 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 upon the rank order of manufacturers' phono 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 UNDER \$30

RANK	BRAND	% OF TOTAL POINTS
1	Decca	37.0
2	Columbia	18.2
3	Capitol	12.3
4	Webcor	4.2
5	RCA Victor	3.3
6	Ambassador	3.3
7	Fanon	3.1
	Others	18.6

and No. 1 for '61
in records and phonographs by

DECCA®

OF COURSE!

Old Administration Budgets Music, Amuse. Tax Receipts

By MILDRED HALL

WASHINGTON — Mildly optimistic budget estimates of the outgoing Administration foretell a rise in tax take from admissions, from coin-operated amusements, from manufacturers' excises in the radio-TV-phonograph and musical instrument field—but they predict a standstill in cabaret excise, with no rise in the tax above the fiscal 1961 figure of \$30 million.

The \$80.9 billion budget, released last week, also recommended raised appropriations to send abroad some 43 cultural exchange performances in fiscal 1962 as against 25 of the overseas itineraries by top music, dramatic and sports performers in fiscal 1961. The artist-exchange in the Cultural Exchange Program (no longer entitled the President's Special Program, as it was during previous budgets of the Eisenhower tenure) will require \$2.95 million in fiscal 1962, as against \$2.479,000 in the previous season.

The gross excise tax total expected for fiscal 1962 is over \$13 billion, as against \$12.4 billion in fiscal 1961. Manufacturer excise from the radio-phonograph-musical instrument group will be \$235 million, the budget estimates, up from the previous fiscal total of \$222 million. (The fiscal year 1962 ends June 30, 1962.)

Cabaret tax estimate is for \$30 million at the current 10 per cent rate, just as it was for fiscal 1961. Reduction of this tax from the war-born 20 per cent rate has been a thorn in Treasury's side, and no budget estimate has predicted a higher take since the lowered rate went into effect in May, 1960. Actual cabaret tax total in fiscal

1960, the budget shows, was \$49,605,000.

Admissions taxes, which include movies and sports—will account for \$38 million in 1962. There is a rise of \$2 million over the previous year and one which Broadway producers of live music and drama profoundly hope will come partly from their own busy box offices.

Lumps Coin Totals

Although the budget lumps all types of coin-operated play from juke boxes to gaming machines under one category, the expected \$25 million in coin-operated excise represents a rise in this type of public entertainment over the 1961 tax take of \$23 million. (The tax is \$10 on juke boxes and amusement machines, as against \$250 for gambling devices, annually.)

The Eisenhower budget offers faint comfort to the five major regulatory agencies by noting that as a group, they have had staff appropriation increases of 40 per cent "since 1956." However, the budget asks that the Federal Communications Commission receive a total of \$12,525,000 in fiscal 1962, which represents a rise in operating allowance from the fiscal 1961 appropriation of \$13,085,000, since the latter included \$2 million for an allocations study on Ultra High Frequency for American television, including the experimental station atop the Empire State Building in New York. Some of the additional funds will undoubtedly go into the new Office of Complaints and Compliance, set up by outgoing FCC Chairman Ford, to check locally on payola and other rule violations by stations across the country.

Emphasis on field activities was also recommended for the federal

WORLD'S MUSIC EVENTS LISTED BY COMMITTEE

WASHINGTON — An international competition for a "musical dramatic work for television" will be held in March, in Bilthoven, the Netherlands, and is open to composers of all nationalities under the age of 36. Announcement of this and other international competitions in music was made last week by the President's Music Committee.

Prizes for music for a full-scale theatrical production, chamber music and symphonic scores will be awarded by Prince Ranier in Monaco in April. Bulgaria will hold its first international music competition in Sofia, June 26 to July 10, for young opera singers. In Vienna, the annual International Music Competition will take place May 15, and is open to young pianists. Finally, cellists from all countries will be eligible to compete in Israel, in the third Pablo Casals International Violin Competition beginning September 26.

Details of these competitions are available from the President's Music Committee, 734 Jackson Place, N. W., Washington 6, D. C.

budget. FTC will get a total of \$9,640,000, as against the \$7,507,500 estimated for fiscal 1961. Out of this, the allocation for crackdown of deceptive practices will be \$2,395,000 as against \$1,928,000 in 1961, expressly to "expedite field investigation and trial of deceptive practice cases." FTC is currently engaged in a field study of competitive practices in the record industry.

Ed Forman, Administrative Exec With Victor, to Retire

NEW YORK — Ed Forman, veteran administrative executive with RCA Victor, is one bright-eyed, firm-of-step 65-year-old who takes a frankly dim view of the company policy that says you have to quit the job and put on your slippers for good when you reach that certain age. Forman, now director of special services, who celebrated 50 years as a Victor employee last September, will be retired by the company February 1. He definitely plans to remain active in either the record business or some related field. "Work is like a hobby to me," he says.

Forman went to work for the Victor Talking Machine Company in September 1910. He was hired by the owner and president of the company, Eldridge R. Johnson. Most of that time was spent at the Camden plant of the company. Forman moved to New York, and the company's East 24th Street offices, five years ago.

In a reminiscent mood, Forman recalled the earlier period of the record business. "In the early days, up through a good part of the '20's, it was the Red Seal material that was the big thing in the company. Popular records were never exploited like they are today," he stated.

"Also in that day, all the recording was done in Camden. I can well remember the great names, people like Melba, Gallucurci, Caruso, Schumann-Heink, Kubelik, Tetrizzini, Deluca and Scotti, all coming to Camden for their recording sessions. I can also remember meeting Paul Whiteman, a great man in

his field. His first record for us had two songs they still sing today, 'Whispering' and 'Avalon.'"

Many of these memories will live again in Forman's mind, when he is feted Thursday evening (26) at a dinner at the Hotel St. Moritz here. Many old friends and associates have been invited.

Forman, who has four married children and nine grandchildren, concluded, "It doesn't seem like 50 years, really, and I can tell you I feel great." He expects to announce his plans for continuing in the business shortly.

German TV Show Bills Young Artists

WEST BERLIN—The Deutsche Werbefernsehen GmbH (Commercial TV), Berlin, has created an interesting new series entitled: "Reiseburo der Wunsche" which is built upon new young musical talents; talents such as the Ariola discoveries Gritt Hansen, Reni and Chris, Barbel Ewers. Prominent places are also taken by such stars as Jimmy Mauulis, Tony Sandler, Jean Thome, Macky Kasper and the Kurt Henkels ork.

The shows, the first of which was shown January 14 on SFB (Sender Fries Berlin) TV, are produced by Ralph Lothar, and are quite uncommon for musical productions here in that they are filmed. There are three programs in the series thus far, and Ariola does all the musical production. Plans are for German stations in all broadcasting areas to show the TV's.



Another CANNON BLAST!!

FREDDY CANNON

HITS THE TARGET WITH

MUSKRAT RAMBLE

ON ALL CHARTS
AND CLIMBING

b/w

TWO THOUSAND
EIGHTY-EIGHT

Swan #4066

SWAN RECORDS
1703 Jackson Street • Philadelphia, Pa.
Phone:
HOward 5-7300

THE

SECRET

b/w **STOMPIN'**
Guyden #2047

CLINT BALLARD, JR.

IS

SELLING!

AND THE CHARTS PROVE IT

*IT'S ON EVERYBODY'S LIPS... EVERYBODY'S TURNTABLES
AND EVERYBODY'S SALES COUNTERS*

Jamie / Guyden DISTRIBUTING CORP. PHILADELPHIA, PA.

HIS SECOND HIT ON



STEEL GUITAR RAG

b/w
"The Irish
Washerwoman"



#7024

TOBIN "RUBY DUBY DU" MATTHEWS

R. & B. ACTION IN CHICAGO, MEMPHIS AND NASHVILLE!

"MESSIN' WITH THE KID"

JUNIOR WELLS



#7021

DJ's, Write for samples to:

MEL LONDON CHIEF RECORDS, 1448 S. MICHIGAN, CHICAGO 5, ILL.

Guy Lombardo Homecoming Scene: Maestro Records in Decca Session

NEW YORK—It was quite a scene. The setting was the Pythian Temple where much of Decca's New York recording goes on. The musicians on the stand looked like those of any other band. The difference was the presence of the maestro, who hustled in five minutes before the session was to begin. Guy Lombardo had come home to Decca for his first disk-ing session in five years.

During the afternoon Decca brass all turned up to welcome back to the fold the man who still sells disks for the firm in the hundreds of thousands each year. Beyond this, Lombardo is a phenomenon in other ways. Since appearing as a part of Decca's very first release in 1934, Lombardo has repeatedly bucked every conceivable kind of pop music trend to continue as a favorite artist. It has been estimated that millions of married couples think of Lombardo's band more than any other,

when they recall their carefree dancing courtship days.

Lombardo started his batoning career in Canada in the late '20's. From Toronto he migrated to Cleveland and thence to Chicago. A move to New York in the early '30's brought him to the Pavillon Royal in Valley Stream, N. Y., where he became a summer fixture. He has also been an annual fixture in the Grill Room of the Roosevelt Hotel in New York since about the same time. The Presleys, Sinatras, Crosbys, Glenn Millers and Benny Goodmans aside, Lombardo is quite a legend in himself. In token of this, it was only fitting for the Messers Rackmil, Schneider, Goldberg, Salkin, Salidor and other Decca functionaries to extend him the glad hand of welcome.

Decca Springs Large Package

NEW YORK — Decca Records has uncorked its first major package promotion of the new year, under the theme, "Sales Around the Clock for 1961." Included in the program are 23 new album releases on Decca, Coral and Brunswick labels.

Among the important items are the third edition of Henry Jerome's "sound" series on Coral, titled "Brazen Brass Plays Songs Everybody Knows"; a debut production starring comedienne Carol Burnett; a live performance at Ciro's in Hollywood by Roberta Sherwood, and a new set by Pete Fountain.

There are also new Decca albums by the Castilians, Emilio Reyes, the Charles Henderson Singers, George Russell, Jimmie Davis, Caterina Valente, Vincente Gomez, Jesse Crawford, Gene Rains, Erskine Hawkins (debut album on Decca), Jan Garber, Ethel Smith, Charles Chilton, the Lansdowne Orchestra with the George Mitchell Chorale, and Whoopee John, the Polka Poppa.

The Coral portion of the release has new sets by Big Tiny Little, Liberace, Dick Kesner, Charles (Bud) Dant and the Clark Sisters and Dave Apollon, in addition to the Fountain and Jerome sets. A number of display items are being made available to dealers, in addition to an incentive plan, the details of which are available from Decca factory branches, according to a spokesman.

Decca, meanwhile, also announced a new 10 per cent exchange privilege for dealers, effective with album purchases on or after January 1 of this year. The plan applies to all Decca, Coral or Brunswick product on a dollar-for-dollar basis. Complete details of the new plan will be sent dealers when the exchange becomes available next July 1.

Quality Launches Promo With TV: Dance Party Clips

TORONTO — Promotion with TV stations is being developed by Quality Records along lines similar to that used with radio stations.

Promotion manager Wray Rutledge has been sending out to the various bandstand programs three-and-a-half minute clips—the length of a record single—for use on TV dance parties.

The clips utilize name artists. They have included Conway Twitty, Brook Benton, Clyde McPhatter and Damita Jo.

Rutledge said he has had good reaction to the clips, and said the stations asked for more of the clips.

"They are useful not only because they can help out a dance party, but also because they can be used as fillers," he said.

MENTAL WARD DISK THERAPY

NEW YORK — Although not permitted to make requests, the Occupational Therapy Clinic will gladly receive and acknowledge donations of stereo and hi-fi records suitable for use in its closed mental ward. The ward is made up wholly of World War II and Korean War patients. The most desirable disks are those of softly arranged romantic music, and cheerful singalongs. Records should be sent to Miss Cecilia Sattely, Chief, OTC, Bronx Veterans Hospital, 30 Kingsbridge Road, Bronx 68, N. Y.

CHART FEVER!

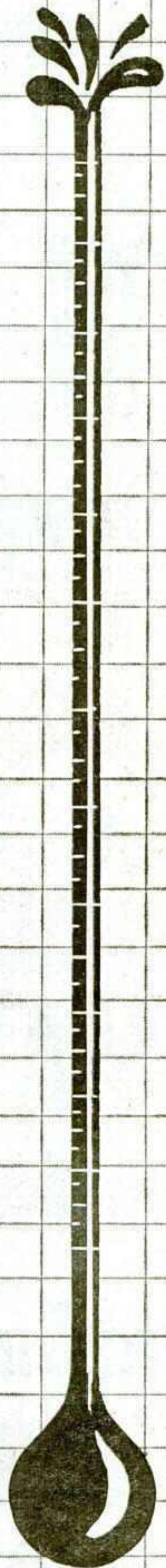
MERCURY'S

CLIMBING

WITH

6 SOLID

HITS



TWO SIDED SMASH AND BOTH ARE INSTRUMENTALS!

TOM & JERRY

SOUTH b/w GOLDEN WILDWOOD FLOWER

71753

PATTI PAGE

DON'T READ THE LETTER
and **THAT'S ALL I NEED TO KNOW**

71745

THE PLATTERS

IF I DIDN'T CARE
and **TRUE LOVER**

71749

JOHNNY PRESTON

LEAVE MY KITTEN ALONE
and **TOKEN OF LOVE**

71761

DAMITA JO

KEEP YOUR HANDS OFF OF HIM
and **HUSH, SOMEBODY'S CALLING MY NAME**

71760

JUNE VALLI

GUESS THINGS HAPPEN THAT WAY
and **TELL HIM FOR ME**

71750






Presents... *Two New*
SMASH WINNERS!

the artist that gave you
"In My Little Black Book"...



Lou Rawls
"80 WAYS"
and
"WHEN WE GET OLD"
#312



Theola Kilgore
"LATER I'LL CRY"
#311



And...
Introducing
A NEW STAR ***

SUE BLACK
"TAKE ME" #313

Watch This One!
Faye Reis
"DONT'CHA BREAK MY HEART"
b/w "HOW MUCH LONGER"
#310

Distributed by CANDIX
A SMASH on the STORM Label!

"OO-MA-LIDDI"
b/w
"Let the Show Begin"
J. J. JACKSON and THE JACKELS
Storm #502

Breaking!
The Frogmen
"UNDERWATER"
b/w
"The Mad Rush"
#314

6425 Hollywood Blvd.



Hollywood 28, California

D. J.'s . . . If You Have Not Received Your Records—Check Your Distributor or Write Us

MUSIC AS WRITTEN

Continued from page 4

eastern rep, **Herb Gordon**, in New York. Chess' **Jack Tracy** is in Michigan, and **Max Cooperstein** leaves shortly for St. Louis and Cleveland. . . . **E. L. Thomas**, Pink Cloud Records, plans an extended tour of New York and Canada, with the label's artists, deejay **Lynn Hollings** and **Wanita Rogers**. Upon their return, Hollings will cut his first LP, an exposition on "way out"

Steve Schickel, who just recently joined Mercury as director of publicity, replacing **Dorothy Deere**, was also named director of advertising last week. **Kenny Myers**, formerly in charge of advertising, will devote full time to his position as vice-president in charge of sales. . . . **Bruce Johnson** of The Johnson Brothers, Wisconsin singing group, has been named a. & r. head of **Cuca Records**, and its sister label, **Sara**, both in Sauk City, Wis. The firm's first r.&b. release comes out this week on Sara by **Ronnie Premier**. . . . **Galewood Records**, custom house here headed by **Oren Stembel**, is doing several Christmas promotions for banks and savings and loan firms. **Galewood** is shopping around for a pressing firm to handle 10-inch LPs on stock of 78 quality (flexite).

Doris Anderson has been named to head the record promotion department of **Allied Music Sales Corporation** (Warner Brothers Records), Detroit. **Doris** recently headed the record department of **S & S Distributing** in the Motor City. . . . **Franz Jackson**, Pinnacle Records, took time out from his duties as Pinnacle head and nitery entertainer to play a recent concert-hour date with the **Original Jazz All-Stars**, at the downtown public library. The performance was presented by the **Music Performance Trust Funds of the American Phonograph Industry** in cooperation with the **Chicago Federation of Musicians**, **Harry W. Gray**, president of Local 208. . . . **Mel London**, Chief, returns from a southern promo tour. Nick Biro.

Nashville

MANUFACTURER NEWS: A delegation of Nashville songwriters, publishers and other representatives of the music business will attend the **Broadcast Music Awards Dinner** at **Hotel Pierre**, New York, Wednesday (25). Local writers slated to receive pop awards include **Roy Orbison**, **Boudleaux and Felice Bryant**, **Don and Phil Everly**, **Floyd Cramer**, **Jackie Fautheree**, **Ronnie Self** and **Dub Allbritten**. Other localites attending the dinner will include **BMI's Frances Williams**, **Cedarwood Publishing Company** president **Jim Denny** and wife, **Dolly**; **Tree Music's Jack Stapp** and **Buddy Killen**, and **Acuff-Rose Publications' Wesley Rose**. While in the big town, the group will take in two **BMI** musicals, "Fiorello" and "Tenderloin." . . . At the **Country Music Association** meeting at the **Park Sheraton**, New York, Friday and Saturday (28-29), Nashville will be represented by **CMA's Jo Walker**, **Bill Denny**, **Jim Denny**, **Owen Bradley**, **Frances Williams**, **Don Pierce**, **Joe Lucus**, **Mac Wiseman** and **Harland Howard**.

PUBLISHER NOTES: **Cedarwood Publishing Company** is elated over the company's current success with **Brenda Lee's** **Decca** etching of "Emotions," co-written by **Mel Tillis**, who is going great guns with his own waxing for **Columbia** of "Walk On Boy." Company's **Bill Denny** says they're also happy about **Webb Pierce's** new **Decca** release, "Let Forgiveness In." . . . **Starday's Don Pierce** infos that copies of **Simon Crum's** **Capitol** release, "Country Music Fiddler," may be obtained by writing **Starday** at P. O. Box 115, Madison, Tenn. Pat Twitty.

Cincinnati

Fraternity Records prexy **Harry Carlson** leaves here Thursday (26) on a week's road tour, accompanied by singer-comic **Jack Larson**, to plug the latter's new **Fraternity** release, "I Like the Way She Laughs" b.w. the public domain tune, "The Hammer Bell Song." The pair will cover deejays and music emporiums in **Detroit**, **Cleveland**, **Pittsburgh**, **Philadelphia**, **Boston**, **New York**, **Baltimore** and **Washington**. The first-named tune was penned by **Edward H. Labuncki**, **Fraternity** a.&r. man. **Carlson** announces that the firm's new femme trio, the **Charmaines**, have a shot coming up on the **Dick Clark** TV-er in February. The gals' initial release on the **Frat** label couples "If You Were Mine" with "Rockin' Ole Man." . . . **Frank Hanshaw**, former head of the local **GAC** office, due in town soon to scan the possibilities of launching his own booking office here. **Hanshaw** left **Cincinnati** several years ago to head the **GAC** office in **Miami Beach, Fla.**, and more recently has been employed in the firm's **New York** office. He resigned his **GAC** post January 1. Bill Sachs

Boston

Paul Magid, for eight years manager and promotion chief with **Mercury Records**, has moved over to **Music Suppliers** (ABC-Paramount) and will be in charge of promotion there. **Don Grady**, formerly in the sales force at **Mercury**, takes over as manager and promotion chief at **Mercury**.

Harry Belafonte's week at the **Donnelly Memorial Theater** (9 through 14) did big things for **RCA Victor** sales on a wide variety of **Belafonte** disks. **Ascher Shuffer**, local sales manager, reports that records were being rushed around to dealers who clamored for more than they could get.

Patti Page, in at **Blinstrub's** big 1,700-seater night club, packed them in and boosted **Capitol's** sales. **Bob Taylor**, **Capitol** chief, reports a run on "Don't Read the Letter" as a result of the week's (9 through 14) stand. . . . **Chet Block** went to **Decca's** promotion department recently, lining up promotion for the visit of **Liberace** the week of January 21 at the suburban **Monticello**.

Ed Masterson at **Columbia** announces that **Sal Ingeme** is now doing the promotional chores for the label and has his hands full with the issue of "Camelot," which is going well in (Continued on page 21)

FOR WEEK ENDING JANUARY 22

BILLBOARD MUSIC WEEK HOT 100

THIS WEEK	LAST WEEK	TITLE	ARTIST	WEEKS ON CHART
1	2	WONDERLAND BY NIGHT	Little Richard, Decca 137	10
2	1	AVE T. P. I. C. E. M. P. T. O. N. E.	Little Richard, Decca 137	10
3	3	EXCUSE	Little Richard, Decca 137	10
4	5	14 20 (1971) THE 1001	Little Richard, Decca 137	10
5	13	22 42 (1971) THE 1001	Little Richard, Decca 137	10
6	7	9 13 (1971) THE 1001	Little Richard, Decca 137	10
7	6	11 (1971) THE 1001	Little Richard, Decca 137	10
8	8	10 8 8 (1971) THE 1001	Little Richard, Decca 137	10
9	23	38 57 (1971) THE 1001	Little Richard, Decca 137	10
10	13	16 17 (1971) THE 1001	Little Richard, Decca 137	10
11	16	12 9 (1971) THE 1001	Little Richard, Decca 137	10
12	12	7 7 (1971) THE 1001	Little Richard, Decca 137	10
13	14	13 11 (1971) THE 1001	Little Richard, Decca 137	10
14	17	15 12 (1971) THE 1001	Little Richard, Decca 137	10
15	18	19 27 (1971) THE 1001	Little Richard, Decca 137	10
16	22	27 62 (1971) THE 1001	Little Richard, Decca 137	10
17	45	57 68 (1971) THE 1001	Little Richard, Decca 137	10
18	59	73 81 (1971) THE 1001	Little Richard, Decca 137	10
19	65	79 87 (1971) THE 1001	Little Richard, Decca 137	10
20	67	83 91 (1971) THE 1001	Little Richard, Decca 137	10
21	71	89 97 (1971) THE 1001	Little Richard, Decca 137	10

TOMAHAWK

by
Teddy and the Rough Riders

45-778

TILT

RECORDS

ONE OF THE **LONDON GROUP** OF HIT LABELS

LONDON RECORDS, INC. 539 WEST 25th STREET, NEW YORK 1, NEW YORK



**MANCINI
PLAYS**

“THE GREAT IMPOSTOR”

(But the cash is for real)



c/w "LOVE MUSIC"
47/61/37/68-7830

Here's a sizzling single by HENRY MANCINI of "PETER GUNN" and "MR. LUCKY" fame. It's from the new Universal-International movie and it's going to be a big one. **RCA VICTOR**



ASK YOUR RCA VICTOR DISTRIBUTOR ABOUT THE COMPACT 33, THE NEWEST IDEA IN RECORDS,

Top Disk Artists Continue Travels Around the Globe

NEW YORK — The new year shows no let-up in the international travels of top record artists from pop to rock and roll acts. Bobby Rydell left last week for his second tour of Australia, with a one-week stop-over in Hawaii after the Down Under concerts. And February 12, the young singer will start a six-week European trek, visiting London, Paris, Milan, Rome, Brussels, Stockholm and Luxembourg.

Jerry Vale will take off February 8 for a 12-day tour of Australia. And Steve Lawrence and Eydie Gorme have skedded their first personal appearance in England in the spring. The husband-wife team will open at the Pigalle night club in London for four weeks starting June 18. It is the first overseas engagement for the pair.

On the classical side, Milan Horvat, director and conductor of the Zagreb Philharmonic and leading conductor of the Zagreb Opera, arrived in the U. S. last week. On Friday (20) he made his U. S. debut with the Cincinnati Symphony.

Chicago Jock Indicted for Tax Evasion

CHICAGO—Martin F. (Marty) Hogan, former local disk jockey and, until recently, general manager of radio station WCFL, faces a five-year prison sentence and a \$50,000 fine if convicted on a five-count indictment for income tax evasion.

Hogan was indicted last week (17) on government charges that he had willfully failed to file income tax returns during a five-year period—1954 through 1958—though his gross income for those years was \$273,372.

William A. Barnett, attorney for Hogan, termed the charges "misdemeanors," since taxes amounting to \$47,000 were withheld from Hogan's earnings. However, Asst. U. S. Attorney Harvey Silets said if Hogan had filed proper returns, he would have been required to pay an additional \$59,000.

His income was derived from salaries, personal appearance fees and, according to the indictment, "certain fees received as kickbacks from advertising agencies . . . for obtaining advertising to be placed with advertising media."

Hogan had actually filed no tax return for 11 years—1948 through 1958—but a six-year statute of limitations prohibited prosecution for the years before 1954.

He told investigators that during his early years he did not have the money to pay his taxes, and as he grew financially he was afraid to file returns because of his previous violations.

Earlier this month, Hogan resigned his position at WCFL without explanation. In recent years, he and William A. Lee, president of the Chicago Federation of Labor which owns the station, had been involved in a controversy with members of the union over the station's financial affairs.

Although the station's finances remained secret, except for confidential quarterly reports to the Federal Communications Commission, Lee admitted that WCFL had been "making a lot of money."

Lee was unavailable for comment in regards to Hogan's present situation.

N. Y. Philharmonic To Tour Alaska, Japan in Spring

NEW YORK — The New York Philharmonic under Leonard Bernstein will visit both Japan and Alaska on its spring tour, starting April 17. This will mark the Philharmonic's first visit to the Orient and its first appearance in Alaska.

The orchestra's trip is being backed financially by the Columbia Broadcasting System. CBS, which has carried the weekly Philharmonic concerts for 31 years on radio, also assisted the tour of Hawaii, U. S. and Canada by the orchestra in the summer of 1960.

The Philharmonic will be in Japan for two weeks (April 24-May 8) and will participate in a music festival in Tokyo, and give concerts in that city as well as Shizuoka, Nagoya, Osaka and Kyoto. The orchestra will play its date in Alaska in Anchorage May 9.

Prior to its Japan dates, the Philharmonic will give concerts in Baltimore, Richmond; Raleigh, N.C.; Columbia, S. C., and Vancouver, B. C. After returning from Anchorage, a concert will be given in Winnipeg and three concerts in Toronto where the tour will end May 14.

WITH THE COUNTRY JOCKEYS

Shirley Collie, Liberty recording artist and wife of Biff Collie, well-known c.&w. deejay on KFOX, Long Beach, Calif., had a grand opening last week at a San Gabriel, Calif., hospital. The major surgery was performed to tie up a wandering kidney. Shirley says she feels more like now than she did when she got there. . . . A new country music show squired by Jim Herbert, formerly top man at WAMO, Homestead, Pa., kicked off in the Pittsburgh sector January 17. The show emanates from WAZZ-FM, Homestead, daily from 6-9 a.m. Herbert says he's in need of records and tapes from artists. . . . Harold Moon, of BMI of Canada and a vice-president of the Country Music Association, infos from the West Coast, where he's presently on a business trip, that KPOK, Scottsdale, Ariz., has just switched to an all-country format. According to Herb Sims, KPOK deejay, the station has been airing four hours of c.&w. platter music daily.

Smiley Monroe, of KTYM Radio, Inglewood, Calif., writes: "Have just started a contest in which other deejays may be interested. It involves Marty Robbins' new Columbia release, 'Don't Worry.' The listening audience is asked to guess what instrument is featured in the instrumental part of the record. Winner wins a transistor radio. Contest pulled more than 1,000 letters in four days." Monroe says he's keeping busy in the area with his jockeying, personals and appearances on "Town Hall Party." . . . Ben Worthy, now spinning the c.&w. stuff on Station WALM, Albion, Mich., puts in a plea for c.&w. records, both past and present. Ben is on the air daily at 3:05 p.m. and at 6 a.m. and 10:30 a.m. on Saturdays. He says he can also use tape intros from the artists.

Jimmy Brogdon, who does six hours of country each night on KUDE, Oceanside, Calif., features an LP each night but says he can't hold out much longer unless he receives more LP's. . . . Those jocks who may have missed service on Warren Smith's new one on Liberty, "Odds and Ends" b.w. "A Whole Lot of Nothin'," may obtain copies by hollering to Slick Norris at Highlands, Tex. Norris also has available copies of Webb Pierce's new Decca release, "Let Forgiveness In."

Joe Carlton Guest On TV Quiz Show, 'Play Your Hunch'

NEW YORK — Carlton Record president, Joe Carlton, will make one of his rare TV appearances when he will be a guest on the "Play Your Hunch" quiz show Thursday (26). Carlton, who admits to being a bit of a ham, is preening himself for the slot, in which he will be introduced by emcee Merv Griffin as "The Record Manufacturer Who Ruined My Life." Tie here is with Griffin's Carlton waxing of "Banned in Boston," due this week. The disk will be played on the show.

The record firm also sent wires to key deejays in the Boston area, reading: "Merv Griffin is a sure hit, but it'll be 'banned IN Boston.'" Among the leading spinners receiving the telegram were Paul Coss, WCOP; Bob Clayton and Fred Cole, WHDH; Dave Manard, WBZ, and Arnie Ginsberg, of WMEX.

More Complications in Mercury-Platters Suit

CHICAGO — Mercury Record Corporation is seeking a new trial in its contract litigation with Tony Williams, lead singer of the Platters, but the case is being further complicated by separate breach of contract claims by Mercury and the Platters themselves.

A hearing on the retrial motion is scheduled in U. S. District Court here, January 27. Williams was awarded judgment in the same court here some three weeks ago (The Billboard Music Week, January 9).

The court ruled in essence that an individual member of a performing group was not bound by the group's exclusive recording contract. The decision, if upheld, could have substantial implications in the field of artist-diskery contracts.

Williams, who had signed a standard 5 per cent recording contract with Mercury, as a member of the Platters, thus became free to appear or record for another company, as a soloist or member of another group, without violating his Mercury pact.

The latest development—breach of contract claims by the Platters and Mercury—arose last week when Richard Shelton, attorney for the Platters, notified Mercury that the singing group was available for recording.

The Platters in turn, through their manager, Buck Ram, were advised by Mercury's a. & r. chief, David Carroll, that the Platters would not be recorded unless Tony Williams sang lead. Ram now claims this condition is in violation of the Platters' recording pact with the diskery and that the singing group itself has the right to decide who is to sing each role.

Mercury attorney Irving Levin, however, points out that in the past, Carroll has made all arrangements for Platter recording dates and that Carroll has designated who is to sing lead, and that the Platters have always gone along with Carroll's direction before.

Levin noted that late in 1959 Mercury recorded nine sides with the Platters without Williams singing lead, and that Mercury now wanted him to sing lead on the next nine sides. Levin said that in past years, out of some 141 sides that Mercury has recorded with the Platters, Williams has sung lead on better than 50 per cent of the sides, and that Mercury felt it was entitled to continue under this arrangement.

Mercury adds that under its recording contract with the singing group, it is stated that each recording shall be subject to Mercury's approval as satisfactory for manufacturer and sale and it (the diskery) feels if Williams doesn't sing lead on at least 50 per cent of the sides, as he has in the past, the sides are not satisfactory.

The difficulty in the entire matter is that Sunny Turner replaced Williams on all personal appearance dates with the Platters some nine months ago. Turner is singing lead on most Platter arrangements, replacing Williams.

Williams has since gone out on his own for personal appearance purposes. Williams is willing to continue recording with the Platters for Mercury but the diskery wants him in the lead role, while the singing group contends it has the right to pick its own soloist.

Representatives of all parties—Williams, the Platters and Mercury—are expected to meet in Chicago this week to attempt to straighten out the situation.

Saul Lampert Opens Outlet

PHILADELPHIA — Saul Lampert has opened his own distributorship here. Lampert is a former partner in A & L Distributors, Inc., in association with Mel Grant. The distrib will handle Warwick, Tag, Concordisc, Boston, Bruno, Master Sound, Playtime and other lines.

MUSIC AS WRITTEN

Continued from page 19

the Hub. . . . Herb Dale, who is distributing his own label as well as several others, has moved his quarters to Cecil Steen's Records Inc. building.

Pittsburgh

Billy Marshall goes to Palm Beach, Fla., for a 12th season to preside over the music and entertainment at the exclusive Everglades Club there. Between the Southern excursions, he manages the local office for Meyer Davis. . . . Frank Slay, composer and arranger for the Silhouettes, is moving to Philadelphia to become the a.&r. man for the Swan label there. . . . Concert promoters still passing up the jazz names with February offerings including an evening on the 3d with Lenny Bruce at Town Hall; Josh White's folk singing the following Friday (10), also at Town Hall; while the Philadelphia Mummies String Band take over Convention Hall for a full week starting February 12 for their 25th annual "Show of Shows." . . . Teddy Kellem, president of the Record Promotion Managers of Philadelphia, is heading up local publicity for Columbia Records, succeeding Harry Ascola, who has moved into a national spot with the company.

Maurie H. Orodener.

Toronto

Quality Records held a cross-Canada sales convention here, drawing 30 people for information on the company's new product on the various labels it handles, including MGM, Mercury, King, Dot and Quality, among others. . . . Arc label, owned by Phil Anderson, plans releases by Canadian artists the Rhythm Pals, the Picadilly Club dance orchestra headed by Ken Stanley as well as fiddle music by Victor Pasowisty. Arc has discovered a great desire by ethnic groups in this country for music of their native lands, with the results they plan a new album to cater to the Ukrainians now living in this country.

Barry Nesbitt of CKFH, who has a weekly program of Scottish music on Sundays, is planning an album of his own. . . . Whitey Haines of Capitol has been working to set up displays for Leonard Pennario's appearance with the Toronto Symphony Orchestra. . . . Capitol Records of Canada has designed a special wall display for Angel Records as well as new browser box cards. Covers are changed monthly.

Harry Allen Jr.

WANTED

RECORDED MASTERS

One of America's LARGEST record companies is looking for RIGHT MATERIAL. Will pay REWARD for full rights, lease, or distribution rights.

REWARD payable upon ACCEPTANCE

DO NOT SEND TAPE OR DUB—FIRST WRITE DETAILS TO: BOX A-234, % Billboard 1520 N. Gower, Hollywood 28, Calif.

Mills' HIT REMINDERS

BLUE TANGO

Bill Black's Combo (Hi)

Lester Lanin (Epic)

CORRINA, CORRINA

Ray Peterson (Dunes)

THEME FROM "THE APARTMENT"

Ferrante & Teicher

(United Artist Single & LP)

Hits of yesterday joining hits of today

WHEN MY SUGAR COMES DOWN THE STREET

Mary Kaye Trio (Verve)

I CAN'T GIVE YOU ANYTHING BUT LOVE

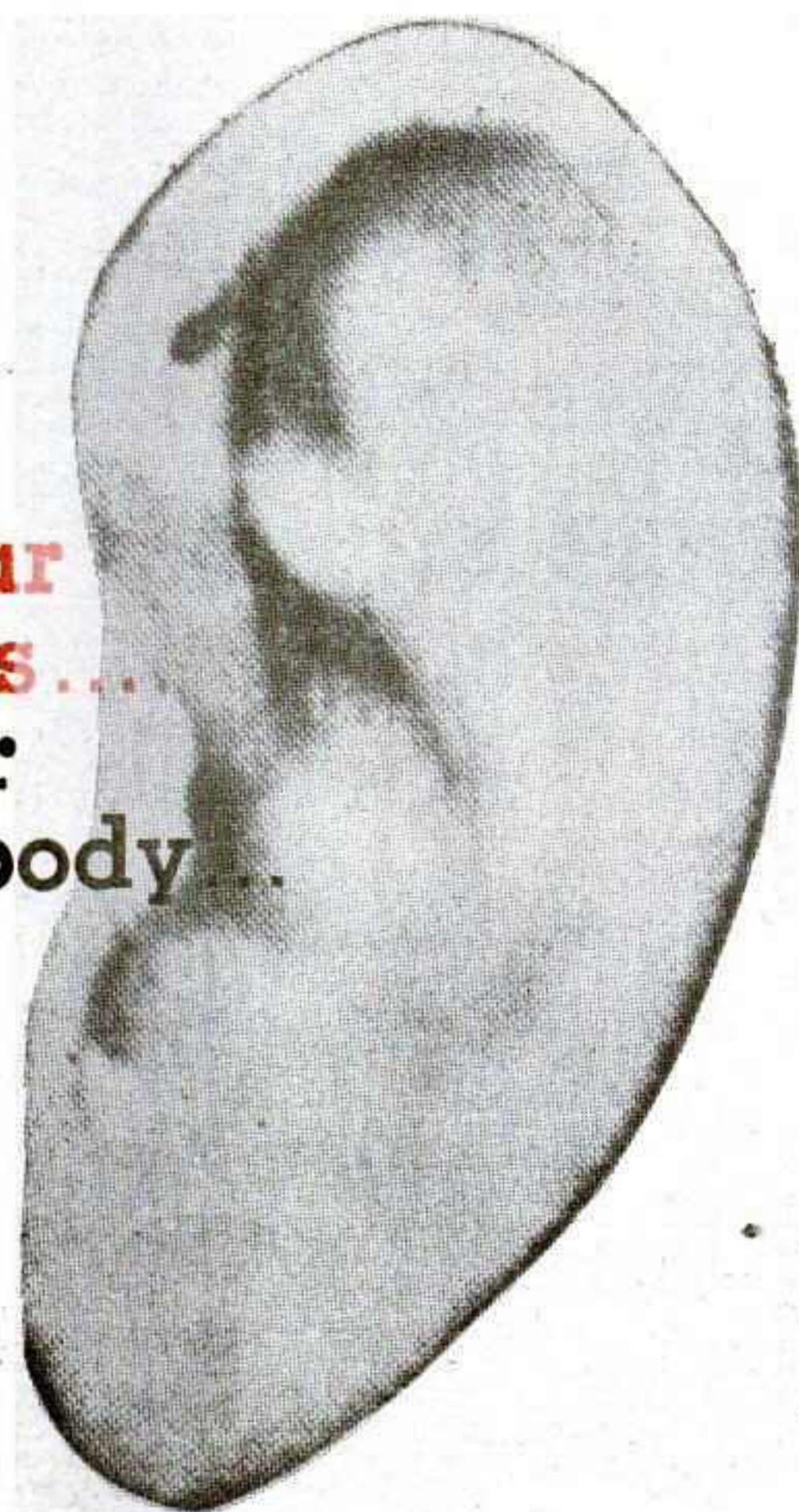
Joni James (MGM)

mills music, 1619 Bdw., New York 19

ON 20th FOX

ALL YOU HEAR IS BEAUTY

more ears hear
addit records...
than any other
parts of the body...



'SPECIALLY...

AGE FOR LOVE

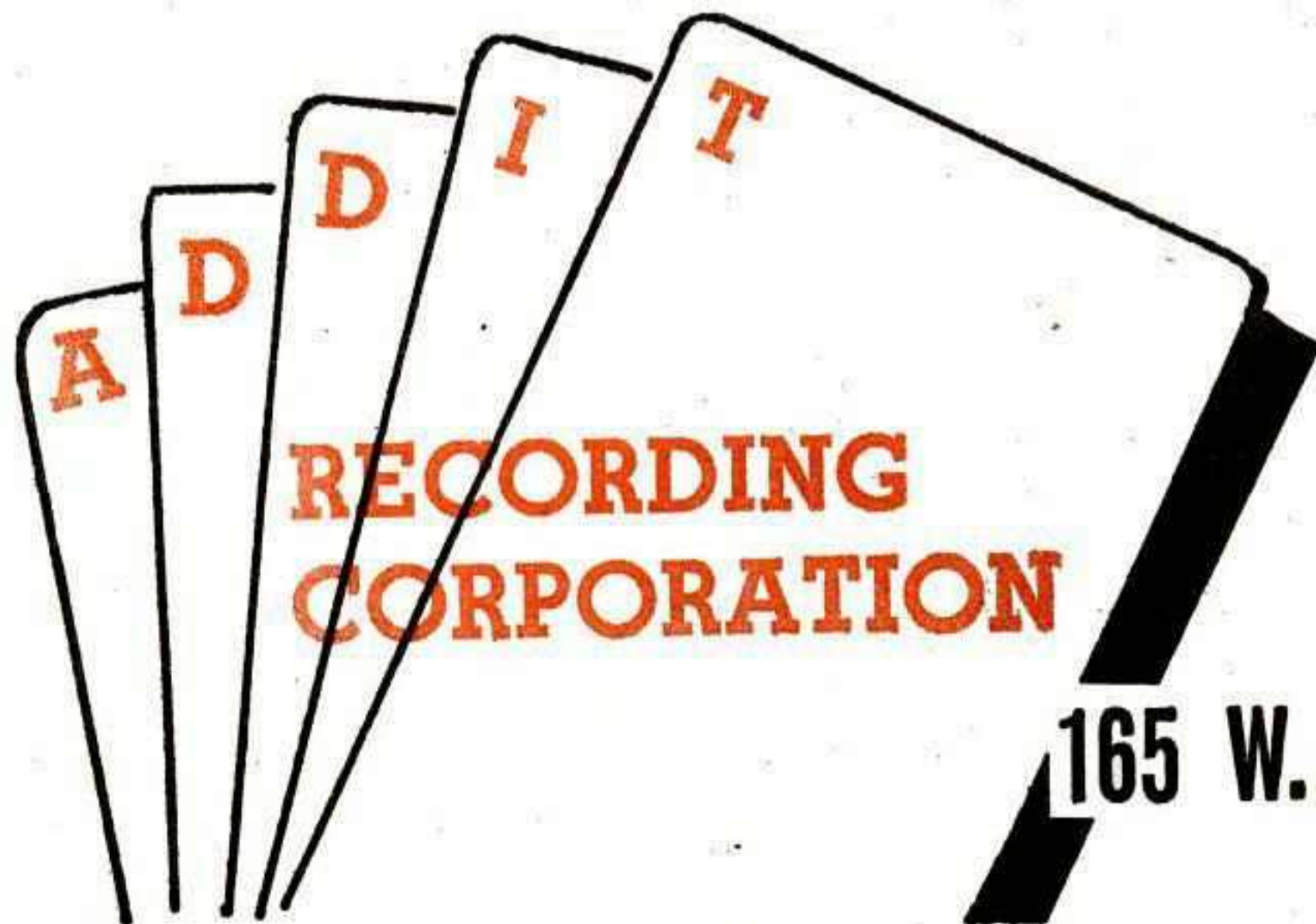
P1003

by Jimmy Charles
b/w Follow the Swallow

GINNY BELL

P2180

by Paul Dino
b/w Bye-Bye



2 New Smashes
from
The House of Hits!

165 W. 46 ST., NEW YORK 36, N.Y.

BRITISH NEWSNOTES

100 EMI Staffers Huddle to Pick Eurovision Song Contest Entries

By DON WEDGE
News Editor,
New Musical Express

EMI brought in 100 members of its factory staff to help select the disks it will be putting in BBC-TV's program to select Britain's entrant for the Eurovision Song Contest.

Decca and Philips joined EMI, each submitting three disks for the BBC-TV show—called "A Song for Europe"—and scheduled for February 15. The disk artists chosen will also perform on television and the winner, picked by a jury scattered through the BBC's provincial studios, will go on to the Eurovision final to be held in Cannes in March. Show will be seen in 13 countries simultaneously.

The winning song is bound to get heavy exploitation, based on the experience of recent years. The same week, AR and the other ITV companies are staging a similar contest with no European tie-in. There is \$4,900 in prize money for the winning writers.

PERSONALS: The Chris Barber band made an agency switch from Lyn Dutton to the Harold Davison office. It becomes effective February 24 and ends a seven-year association. Two U. S. trips this year are being worked on.

VISITORS: Van Johnson arrived from Paris for his lead role in the London version of "Music Man." From New York came Bob Merriman, who will direct.

TO THE U. S.: First trip to New York for Harold Shampian, head of the Rank Organization's music publishing subsidiary, Filmusic.

TALENT TOURS: Bobby Rydell will get a "Sunday night at the London Palladium" book-

ing from ATV during his European visit next month. Five British concert dates follow... The Andrews Sisters now plan to return to the U. S. January 28, at the end of their two-month season at the Talk-of-the-Town. A proposed concert tour has been abandoned, but they may return in April.

NEW TIE: Ember Records has scheduled six LP's from 20th Century-Fox, which until last year was linked with Top Rank. Ember is a new indie unit. It plans to market the albums at the old Rank price of \$3.50, which is not favored by any of the other labels.

FILMS: The European premiere of "Pepe" has been put back and now takes place at the Columbia Theater, London, on February 27... Elvis Presley's "Flaming Star" is due for its London opening at the Rialto, February 23... Marty Wilde, who clicked in America with "Bad Boy" on Epic a year ago, is in "The Hellions"... Filmusic has commissioned Reg Owen to write the score of "Payroll," an Independent Artists production.

PROMOTION: Launching his American-style record promotion-publicity outfit this month, former Top Rank executive Pat Skinner collected two indie disk labels, Ember and Philharmonic, and Decca's promising newcomer, Jess Conrad, as his first client.

EMI Chairman Sir Joseph Lockwood presented Cliff Richard with his seventh silver disk—awarded for singles sales of more than 250,000... The two-year old dispute between Shirley Bassey and her manager, Michael Sullivan, got settled out of court... The Ted Heath ork is recording a series of programs for the BBC's Transcription Service—which packages for overseas radio stations—featuring British singers for the first time.

NEW ALBUMS: Delta Records, which specializes in off-beat lines, is marketing an LP series of nursery rhymes sung by the choir of the London School of Economics.

NEW SINGLES: EMI-Columbia brought forward by a week its scheduled release of Ricky Valance's "Jimmy's Girl," to launch it last weekend. Decca, which handles Cadence, got wind of the move and on Monday (16) announced that Johnny Tillotson's version would be available by the weekend. Tillotson is, however, still selling strongly with "Poetry in Motion"... Other releases included Frankie Avalon's "A Perfect Love" (HMV from Chancellor), Conway Twitty's "C'est Si Bon" (MGM) and the Shirelles' "Will You Love Me Tomorrow" (Top Rank from Scepter).

RECORD SALES: Elvis Presley's "Are You Lonesome Tonight" made the No. 2 spot in its first week of release... Among other chart newcomers were Russ Conway's cover of "Pepe" (Columbia), "Pitdown Rides Again" (Capitol) and the Olympics' "I Wish I Could Shimmy" (Vogue). First of the three versions of "Rubber Ball" to show was Marty Wilde's (Philips). Both he and Presley have two separate chart disks now as have Peter Sellers and Sophia Loren—This duo's latest novelty, "Bangers and Mash," also entered the charts in its first week of release... Fast-moving sides include Duane Eddy: "Pepe"; King Brothers: "Doll House," and Johnny Burnette: "You're Sixteen."

Best-Selling Pop Records in GERMANY

Table with columns: Last Week, This Week, Rank, Song, Artist, Label. Lists top 30 records for the week ending January 20, 1961.

GERMAN NEWSNOTES

More German Hits to U. S.; Gus Backus Eyes Austria

By BRIGITTE KEEB
Music Editor, Automaten-Markt, Braunschweig, Germany

An increasing number of top German artists are due to have their hit recordings released in the United States in the coming month.

The Ted Herold waxing of "Moonlight," a chart rider for months here, will be published in the U. S. by the Aberbach-Hill group, and is to be released on either the Decca or Kapp labels with an English lyric. The tune has sold a half million here to date. Mills Music has the rights for Great Britain where the song is already on the market. The Polydor diskery also reports that their LP, "Peter Kraus Sings Evergreens," will soon be released in the States.

Paul Siegel, who represents the Amiga East German Record firm, has offered the Iron Curtain hit "Chant Sans Parole" (Song Without Words) to Mercury's president, Irving Green. The firm will receive the American and world rights on the instrumental version composed by Jurgen Hermann. The lyric was done by Charly Schmitz. It is backed by "Adriane," which was composed by Amiga producer Kahne. The tune will soon be released in Western Germany in a vocal version by Siw Malmkvist on Metronome entitled "Sieben Weibe Rosen" (Seven White Roses).

In another area, this season's carnival hit "Schnaps, Das War Sein Lettes Wort," (Cognac Was His Last Word), sung by comedian Willy Millowitsch, has been picked by the Pincus Publishing Company and will soon be released in the United States in its original version. The tune is approaching a 300,000 sales mark in Germany.

And finally, Hedi Bruhl's "Wir Wollen Niemals Auseinandergeh'n" on Columbia, will be issued in the States with an English lyric by the thrush under the title "A Ring of Gold."

APPOINTMENTS: Five lead- (Continued on page 26)

By JIMMY JUNGERMANN
Producer, Bayerischer Rundfunk Munich

TALENT TOURS: Ex-G.I. Gus Backus will tour Austria in March. "Running Bear" and "Wooden Heart" are his top numbers at the moment.

PERSONALS: Dance and jazz music vet Willy Berking quits with Teldec, joins the Polydor label... Vico Torriani returns in March on the stage of Hamburg's "Haus Vaterland" with his own show.

RADIO: "Sounds of the Roaring Twenties" is a feature of Radio Bremen... Doris Day's "Here We Go Again" gets good airing over AFN and German radio stations, as does the German version, "Schau Nicht Auf Die Uhr," by Barbara Klein, both on the Philips label.

NEW RELEASES: "Great Tunes for Small Bands" a new Capitol 10-inch disk featuring Art Van Damme, Jonah Jones, and George Shearing among others... Jazz singer Nina Simone is being introduced in Germany on the Sonet-Storeyville label.

The Ariola label has issued one more record of "Pepe" sung by French singer Dalida... Belgian singer Angele Durand returns on the German market with a new Electrola disk featuring "Oh, Oh, Antonio" and "Mais Oui"... Jupiter issued a medley from the new German musical "Herr Kayser Und Die Nachtigall" by Ralph Maria Siegel, played by the Munich Tan-Rhythmiker, conducted by Ulrich Sommerlatte.

Polydor issued a record from Venezuela with Hugo Blanco and his Llanos harp which will be heard the first time in Europe. The titles are "Orquidea" b-w "Moliando."

JAPANESE NEWSNOTES

Music Fest Sets Classic Program

By SHUSAKU FUJITA
Yokohama Correspondent

The World Music Festival of Tokyo is scheduled to run from April 17 through May 6. Among the artists and musical groups to appear in the Festival will be the Julliard String Quartet, New York Philharmonic with Bernstein, and Isaac Stern, Belgium Royal Music Chamber Ork, the Royal Ballet Troupe of England, and India Classic Ballet Troupe. Negotiations are now under way with the Indonesia Ballet Troupe for the Festival.

The Osaka International Festival opening April 13 for about four weeks will be featured in appearances by Leipzig Gewandhaus Ork., Canada Montreal Bach Chorus, Branch, Seebom, Kije quintet and violinist A. Grumiaux.

In March, Smetacheck and Dorati are visiting Japan to conduct Japanese orchestras. Such internationally known pianists as F. Rau, Malcuzyński, Hallashevitch and J. Demus are also expected here for a series of piano recitals. Virtuoso Pablo Casals will also visit Japan.

NEW RELEASES: King Records, distributor of Mercury, London, and Telefunken, is releasing one stereo album representing Japanese contemporary music cut by NHK Symphony Orchestra. This is the first commercial recording for the orchestra. It is celebrating its 30th anniversary and just completed its around-the-world performance tour.

Vienna pianist Paul Badura- (Continued on page 26)

FRENCH NEWSNOTES

Philips Issues Jazz for Fans

By EDDIE ADAMIS
92, Quai du Marechal Joffre
Courbevoie (Seine)

Philips Records has issued a collection entitled "Philips Jazz Gallery." Five EP's by Gerry Mulligan, Louis Armstrong and His All-Stars, King Oliver, Ahmad Jamal and Charles Mingus are included. These records are intended to allow jazz fans to complete their personal collection by getting the essential recordings representing the different styles of jazz. Five other EP's offer a Duke Ellington selection from the time of his debut. The Philips Gallery, inaugurated two months ago, already has eight 45's by Louis Armstrong, Sidney Bechet, Art Blakey's Jazz Messengers, the Miles Davis Quintet, Duke Ellington, Lionel Hampton, Billie Holiday, Lester Young with Count Basie and an LP by the Erroll Garner Trio.

HOT WAX: Dimitri Tiomkin's sound track of "The Alamo" is a best seller for Philips, followed by the Brothers Four's version of "Green Leaves of Summer"... Marcel Amont, who scored one of the last year's biggest hits with "Bleu, Blanc, Blond" (French version of "True, True Happiness") is on the way to a follow-up hit with "Ma Petite Symphonie" One Finger Symphony)... French record-

ings (instrumental and vocal) of "Green Leaves of Summer" have come up to a total of 24, not counting the eight American records already on the market... RCA Records claim that Elvis Presley's "It's Now or Never" has been its biggest seller in the last four months and that it is still going strong.

PUBBER ROW: Francis Day has given David Kapp the publishing rights to "Jerusalem" and "Notre Petit Caniche"... Japanese publisher Susei Sha has bought the rights to "Papa Aime Maman," already sold in six other countries... Chappell's "Les Amants Merveilleux" has been translated into Dutch and German.

TO THE U. S.: French guitarist-singer Sacha Distel will be in New York January 22-31 to record a special album for Columbia Records.

PERSONAL: Mr. Froment, general manager of Decca and RCA Records, has been re-elected, unanimously, chairman of the Records Industry Union.

VISIT-OUT: Jacques Seignette, artist and repertoire chief of French Polydor Records, will attend the finals of San Remo Festival.

RECORD SALES: American records total 65 per cent of RCA Records global sales... Vogue (Continued on page 26)

Best-Selling Pop Records in BRITAIN

Table with columns: Last Week, This Week, Rank, Song, Artist, Label. Lists top 30 records for the week ending January 20, 1961.

The Billboard's Phonograph Directory

Under \$30

Company	Model Number	Portable, Table or Console	Manual or Automatic	Stereo or	Power
Arvin	9008				
Arvin	8				
Boetsch					
Boetsch	0				
Capitol	1				
Columbia	C-11				
Columbia	C-12				
Columbia	C-125				
Decca	DP-3				
Decca	DP-38				
Decca	SMB/DB				
Decca	DP-20				
Electron	66				
Electron	64				
Electrophone & Parts	423/11				
Emerson	923				
Emerson	946				
Fanon Electronic	610				
Fanon Electronic	620				
Fanon Electronic	630				
Major Electronics	450				
Major Electronics	450TF				
Major Electronics	300				
Mitchell	6018				
Olympic	MM101				
Philco	132				
Admiral	Y4049	Portable			
Arvin	90P39	Portable			
Boetsch	SD654	Portable			
Columbia	C-1211	Portable			
Columbia	C-1215	Portable			
Decca	DP-330	Console			
Decca	DP-238	Portable			
Edmonico	MDRT	Portable (plus disc recorder)			
Electron	65	Portable			
Emerson	938	Portable			
Fanon	740	Portable			
Fanon	750	Portable			
General Electric	RP 1135	Portable			
Magnavox	1-SC242	Portable			
Major	550	Portable			
Major	500	Portable			
Major	15X	Portable			
Mitchell	6023	Portable			
Motrola	SF15	Portable			
Olympic	RP-9	Portable			
Olympic	SA185	Portable			
Olympic	727	Console			
Philco	1425	Portable			
Phonola (Meters Conley)	1760	Portable			
Steelman	409	Portable	Automatic	Stereo	6
Sylvania	45P18	Portable	Automatic	Stereo	4
Symphonic	1719	Portable	Automatic	Stereo	6
Tele-Tone	8608	Portable	Automatic	Stereo	8
Tele-Tone	9907	Portable	Automatic	Stereo	10
Tele-Tone	9908	Portable	Automatic	Stereo	12
Traveler	1120	Console	Automatic	Stereo	

Single or Dual Diamond or Sapphire Stylus	AM, FM or AM-FM Tuner	Cabinet Material	Model	Type	Control	Features	Price
Dual Diamond-Sapphire	Optional	Hardwood	1762	Console	Automatic	Stereo	20
Dual Diamond-Sapphire	Optional	Hardwood	1764	Console	Automatic	Stereo	25
Dual Diamond-Sapphire	Optional	Hardwood	WC1195 FC1195	Console	Automatic	Stereo	10
Dual Sapphire	AM-FM (Simulcast)	Grained Mah.	MC1071 BC1071 WC1071	Console	Automatic	Stereo	60
Dual Sapphire	AM-FM (Simulcast)	Grained Mah.	805	Console	Automatic	Stereo	20
Dual Sapphire	AM-FM (Simulcast)	Grained Mah.	815	Console	Automatic	Stereo	—
Dual Sapphire	AM-FM (Simulcast)	Grained Mah.	817	Console	Automatic	Stereo	—

BILLBOARD MUSIC WEEK

RADIO-TV PROGRAMMING • RECORD-PHONOGRAPH MERCHANDISING • COIN MACHINE OPERATING
 THE BILLBOARD PUBLISHING COMPANY • Billboard Music Week Overseas Edition—Amusement Business—Vend—High Fidelity

Announcing BILLBOARD MUSIC WEEK's 1961 WINTER PHONO BUYING ISSUE

Remember Billboard's Phonograph Directory, published in the September 19, 1960 issue? This annual feature is probably the record-selling phono dealer's one most valuable equipment buying guide.

And now, in 1961, Billboard Music Week's February 20 Winter Phono Buying Issue will take a detailed check of all of the new phonographs introduced by manufacturers since early fall, and package them into the same kind of...

A CONVENIENT UP-TO-THE-MINUTE PHONOGRAPH BUYING DIRECTORY

Like the master list, it is certain to be read...and kept...and used...for both buying and selling purposes for months and months--right into next fall, when the new 1962 directory is published.

That's real exposure--factual, practical exposure of the kind that stimulates genuine buying interest and enthusiasm!

May we suggest that you make plans now to dramatize your phonograph sales story in a strong dominating advertisement in Billboard Music Week's Winter Phono Buying Issue? The date is February 20...the ad deadline, February 15.

Sincerely,

Dan Collins
New York Office

NEW YORK • WASHINGTON • GREAT BARRINGTON • CINCINNATI • CHICAGO • ST. LOUIS • HOLLYWOOD

Model	Type	Control	Features	Price
42"x19"x29"				From \$399.00
56"x16"x23"				From \$330.00
30"x46 1/2"x17"				\$399.95
36"x24"				\$389.00
31 1/2"x38"x17 1/4"				\$315.00
30"x27 3/4"x19 1/2"				

27"x25"x16"	From \$129.9
2"x18" (40 lbs.)	\$139.95
4"x20" (45 lbs.)	\$149.95
"x18" (41 lbs.)	From \$119.
3"x32"x16"	\$119.95
"x22 1/2" (33 lbs.)	\$139.95
"x18 3/4" (45 lbs.)	\$139.9
"x24"x16 3/4"	/ \$139.9
"x16"x32"	From \$13
"x24"x16 3/4"	\$149.4
4"x16 5/8"	\$119.4
"x14 7/8" (27 lbs.)	\$129.
16 1/4" (32 lbs.)	\$129
4 1/8" (35 lbs.)	\$149
1/8" (44 lbs.)	\$11
18 1/2" (40 lbs.)	\$13
"x16 1/4"	\$14
1/4" (26 lbs.)	\$
2 5/8" (37 lbs.)	\$12

(Continued on p

Arvin	3
Arvin	4
Boetsch	8
Columbia	—
Decca	—
Electron	—
Emerson	—
Fanon	—
General Electric	—
Magnavox	—
Major	—
Mitchell	—
Motrola	—
Olympic	—
Olympic	—
Philco	—
Phonola	—
Steelman	2
Sylvania	2
Symphonic	4
Tele-Tone	2
Traveler	2

Arvin	3
Arvin	4
Boetsch	8
Columbia	—
Decca	—
Electron	—
Emerson	—
Fanon	—
General Electric	—
Magnavox	—
Major	—
Mitchell	—
Motrola	—
Olympic	—
Olympic	—
Philco	—
Phonola	—
Steelman	2
Sylvania	2
Symphonic	4
Tele-Tone	2
Traveler	2

**BIG SOUND
BIG VOICE
BIG HIT**



**STEVE
LAWRENCE**

**PORTRAIT OF
MY LOVE**

ORCHESTRA CONDUCTED BY DON COSTA

UNITED ARTISTS UA 291

IT'S  **ALL THE WAY!**

UNITED ARTISTS RECORDS, INC. • 729 SEVENTH AVENUE • NEW YORK 19, NEW YORK

HOLLAND NEWSNOTES

New Presley Disk In Strong Demand

By FRITS VERSTEEG

P.O. Box 26, Amersfoort

Owing to frequent airplays by German stations and Radio Luxembourg, Elvis Presley's "Wood-

Best-Selling Pop Records in HOLLAND

Week ending January 20, 1961
(Courtesy Foon-Plateau Amersfoort)

Last Week	This Week	Record
1	1	RAMONA—The Blue Diamonds (Decca)
—	2	SAVE THE LAST DANCE FOR ME—The Drifters (London)
2	3	O SOLE MIO—Elvis Presley (RCA)
5	4	BARCELONA—De Wilmary's (Fontana)
7	5	ROCKIN' BILLY—Ria Valk (Fontana)
12	6	MY GIRL JOSEPHINE—Fats Domino (Imperial)
13	7	ONLY THE LONELY—Roy Orbison (London)
4	8	EVERYBODY'S SOMEBODY'S FOOL—Connie Francis (MGM)
—	9	WOODEN HEART (Muss I Denn)—Elvis Presley (RCA)
3	10	NEVER ON SUNDAY—At least four best selling versions: Melina Mercouri (London)—Dalida (Barclay)—Anneke van Hooff (CNR)—Lale Anderson (HMV)
—	11	I LOVE YOU—Cliff Richard (Columbia)
8	12	TELEPHONE BABY—Johnny Otis (Capitol)
—	13	SUCU-SUCU—Ping, Ping (Tivoli)
—	14	MAN OF MYSTERY—The Shadows (Columbia)
—	15	DANS NOG EENMAAL MET MIJ—The Fouryo's (Decca)
11	16	APACHE—The Shadows (Columbia)
18	17	ARE YOU LONESOME TONIGHT?—Elvis Presley (RCA)
—	18	I'LL SAVE THE LAST DANCE FOR YOU—Damita Jo (Mercury)
—	19	KANGAROO—Cocktail Trio (Cid)
15	20	HELL HAVE TO GO—Jim Reeves (RCA)

DANISH NEWSNOTES

Cleffer Scores on 'Klaus Jorgen'

By TED WOLFRAM

Care of American Express
Copenhagen

Andy Anderson, the Swedish composer of "Klaus Jorgen," is racking up royalties on three different versions of the disk made in Scandinavian countries. The Danish version by Grethe Soncke sold 87,000 copies; Lil Babs' Swedish version has reached the 112,000 mark; while a Norwegian waxing by Norak Brocksted has topped the 32,000 figure. His take so far has been 80,000 Swedish crowns, or \$4,210 in American money. In addition, the Soncke recording has been released in the United States on Colpix, and the Babs version is on Columbia.

en Heart" record was rush-released by Inelco-Holland last week. The record moved quickly into the Top 20 and Presley now has three records in our hit parade. His "G.I. Blues" movie has its premiere this week at Amsterdam.

HOT WAX: "Save the Last Dance for Me" by the Drifters and the answer by Damita Jo reached top positions within a few weeks after release. . . . The Dutch version of it, "Kom Dans Nog Eenmaal Met Mij," by the Fouryo's is selling well. . . . Bovema's Columbia rushed out a single of Edith Piaf's "Non Regrette Rien," which the diskery expects to be as big as "Milord."

PERSONAL: Coen Solleveld has been appointed to the board of directors at the ELA department of Philips at Eindhoven. He left Phonogram (sales organization for Philips, Decca, Fontana and London records) as managing director. Theo van der Meer will be his successor.

GOLD RECORDS: There were two golden records in January: Blue Diamonds' "Ramona" and Malando's "Ole Guapa." Both reached the 100,000 singles mark.

NEW DEVELOPMENTS: Heliodor—which has a collection of wonderful Westminster recordings—moved from Artone to the Nederlandse Siemens Mij. at The Hague. The French Pathe label from Nederlandsche Grammofoon Mij. to Bovema. Heemstede under supervision of Frank Visser who already handles MGM label. The Nederlandsche Grammofoon Mij. has prepared a heavy promotion of the German Ariola label which has been represented by Dureco.

Best-Selling Pop Records in ITALY

Week ending January 20, 1961
(Courtesy Musica e Dischi, Milan)

Last Week	This Week	Record
1	1	WHAT A SKY—Nico Fidenco (RCA)
2	2	IL CIELO IN UNA STANZA—Mina (Italdisc)
3	3	SASSI—Gino Paoli (Ricordi)
5	4	I' TE VURRIA VASA—Peppino Di Capri (Carisch)
4	5	DUE NOTE—Mina (Italdisc)
7	6	LES ENFANTS DU PIRE—Dalida (Barclay)
6	7	DOVE SEI—SUMMER'S GONE—Paul Anka (Columbia)
8	8	SE CI SEI—Umberto Bindi (Ricordi)
10	9	NOTTE DI LUNA CALANTE—Domenico Modugno (Fonit)
13	10	LOOK FOR A STAR—Garry Mills (Top Rank)
9	11	LIEBELEI—Rolf Bauer (Voce del Padrone)
11	12	IT'S NOW OR NEVER—Elvis Presley (RCA)
12	13	TELL LAURA I LOVE HER—Ricky Valance (Columbia); Ray Peterson (RCA)
14	14	APACHE—The Shadows (Columbia)
15	15	MILORD—Dalida (Barclay); Edith Piaf (Columbia)
18	16	ERA SCRITTO NEL CIELO—Marino Marini (Durium)
16	17	IL PULLOVER—Gianni Meccia (RCA Camden)
20	18	MULE SKINNER BLUES—The Fendermen (Top Rank)
17	19	NESSUNO AL MONDO—Peppino Di Capri (Carisch)
—	20	JEALOUS OF YOU—Connie Francis (MGM)

French Newsnotes

Continued from page 23

Records represent 30 per cent of the total amount of French records export trade.

ADDRESS CHANGE: Vogue Records, which represents among others, Dot, Coral, King, Apollo, Mercer, Blue Note, Signature, and Gene Norman, has transferred its offices to: 82 rue Maurice - Grandcoing, Villetaneuse, Seine.

NEW RELEASES: Arranger Armand Migiani has recorded three U. S. standards, "Many Tears Ago," "Makin' Whoopee" and "Green Leaves of Summer" for Polydor Records, under the name of "Billy's Six." . . . New-comer Frankie Jordan has come out on Decca with "Tu Parles Trop" (French version of "You Talk Too Much") backed by Eddie Vartan and his orchestra. . . . Italian singer Audrey Arno, who records in five languages (she has just recorded in German, "La Pachanga") has done a new version of the oldie "Narcissus" for Polydor Records. . . . Laurie Sisters' "Leave It Up," is an American version of Chappell's French hit, "Salade de Fruits," and has come out on MGM label. . . . Merino Costa has recorded for Polydor "L'amour Fait la Loi," French version of "Apache."

Japanese Newsnotes

Continued from page 23

Skoda, now in Japan, made stereo recordings of 15 pieces by Beethoven, Brahms and Chopin for Nippon Westminster — distributor of Westminster, Vega, Nixa, Disneyland. The stereo package is being released at the end of this month. The diskery has an exclusive right for distribution to the world market and will put on sale together with three albums cut by Vienna Konert-haus quartet.

A small piece of "Cadena" by Beethoven was played for the first time in the world by Skoda in Tokyo, January 7. NHK Symphony Orchestra, with German conductor Wilhelm Schuchter conducting, accompanied the pianist.

VISITING: Yves Montand arrived here January 11 for film shootings in Japan of "My Geisha" to be produced by Paramount Pictures. The internally famed chanson singer-film star was expected here last year for a series of recitals, but his tight shooting schedules in the U. S. made this impossible.

ITALIAN NEWSNOTES

Hitch in San Remo TV Plans

By SAM'L STEINMAN

Piazza San Anselmo 1, Rome

This is the week when the Italian world of records, music, radio and television looks in only one direction—San Remo. The 11th Festival of Canzone Italiana will take place January 26, 27 and 28 with 38 singers presenting 24 new songs. While half of the singers represent Italy's top names and the other half newcomers, each will receive 100,000 Lire (\$160) whether they appear, one, two, three or four nights. The fourth night will take place a week later, Monday February 6, following a nation-wide "Votofestival," which selects the winners. The pool with prizes for correct guesses as to the final order of the public vote, will also be announced.

Greatest hitch at present is the decision of RAI-TV to allot coverage of only the two final evenings (instead of all four). Should this stand continue, the preliminary voting will have to be based upon the in-person audience instead of the hoped-for juries of TV viewers throughout the country. However, the public is now making its will known with thousands of telegrams and letters asking for all four evenings.

Three disk houses stand out with the major number of participants in the festival—CGD with five, and Columbia-Voce del Padrone, and RCA Italiana, with four each. Singers who have accepted the terms of San Remo have also agreed to take part in the five-week tour which includes the following stands: February 25-26, Berlin; February 27, Munich; March 4-19, Rio de Janeiro, Sao Paulo, Montevideo and Buenos Aires; March 19-24, Caracas and Mexico City; March 26-31, the Ed Sullivan show, New York and Chicago. All of the top winners will make the tour.

TV: Tina Louise has been signed to emcee a new Eurovision musical show, entitled "Intertel." . . . Domenico Modugno has written "Young Love" during his hospitalization. . . . Miranda Martino who sings "There Were Clouds" as part of the sound track of "The Ambitious Ones," will appear five times on Gorni Kramer's new Saturday night series, "Winter Garden."

CINEBOX: The new Cinebox,

By MARIO De LUIGI

Musica e Dischi, Milano

The coming Festival has the His Master's Voice "big four" participating as singers; they are Sergio Bruni, Bruno Martino, Tony Renis, and Pino Donaggio. The last three are presenting their own compositions. Singer-composer Pino Donaggio is considered the youngest composer or singer ever accepted for the San Remo Festival. He is 19 years old.

NEW RELEASES: The sound track of the film, "Crimen," in which Silvana Mangano, Alberto Sordi, and Vittorio De Sica are co-starring, has been recorded by Maestro Calvi on Columbia. Another sound track which will be released in the immediate future is the recording of "La Notte," which was composed by Maestro Gaslini. It has a very pretty melodic line but adheres to the jazz style.

The first competition for composers of five countries (Europe, Africa, America, Asia and Australia) conducted by RAI-TV ended recently. Composers from these countries were invited to submit a Christmas song. From among these songs (included was a song by Paul Anka) an appointed jury chose a song of Italy's Renato Rascel. Entitled "La Stel di Natale" (Christmas Star), this tune is to be recorded with Piccoletto.

Rascel has completed a children's 45-speed EP which contains four of the loveliest and most delicate melodies for children all over the world. Two notable songs are by Rascel himself: "Ninna Nanna Piccoletto" (Lullaby Little One) and "Ninna Nanna Del Cavallino." "Erano Nuvole" (There Were Clouds) by Miranda Martino for RCA Italiana is the song that she sings on the sound track of the film, "Le Ambiziose" (The Ambitious).

which shows color films of popular singers was previewed for the press at the International Music Salon at EUR. They are ready for installation throughout the country. American rights belong to Barnett Glassman, president of Pathe News, who made the deal here a year ago, using his company's musical library as part of the deal.

More German Hits to U. S.

Continued from page 23

ing employees of the Electrola and Carl Lindstrom Gesellschaft have been appointed directors of that firm. Max Ittenbach is the new production director; Rudolph Engleder is the sales director; Dr. Gerhard Hundertmark is commercial director; Kurt Damm, the plant director; and Peter Burkowitz is studio director. Dr. Rudi Thalheim, the corporation's director, is also a member of the firm's board, which is presided over by Dr. Ladislaus Veder.

PERSONALS: Theodore Seeger, chief of Peer Music's Hamburg affiliate of the big Peer International organization, will celebrate his 70th birthday February 13. . . . The new Lale ("Never on Sunday") Anderson recording is slated to be kicked off on a German TV show in early April.

NEW RELEASES: Polydor is preparing for the release of a vocal version of Hoffmann's Barcarole entitled "Adieu Lebewohl, Goodbye," by Peter Kraus. One version is already on the market, on Decca, by Gerhard

Bottcher. Horst Fucks will record on Decca the follow-up to "Wonderland By Night" by composer Klaus Neumann. The name of the new tune is "Holiday in Heidelberg." It is being published by Paul Siegel and will be available on either RCA or London in the United States.

These were the most aired tunes on the American Forces Network during the last two weeks:

1. "Alley Oop" (Hollywood Argyles)
2. "It's Now or Never" (Elvis Presley)
3. "Harbor Lights" (Platters)
4. "I Love Paris" (Frank Sinatra-Maurice Chevalier)
5. "Why" (Frankie Avalon)
6. "Please Help Me, I'm Falling" (Hank Locklin)
7. "Wonderland By Night" (Bert Kaempfert)
8. "Clementine" (Bobby Darin)
9. "I Want to Be Wanted" (Brenda Lee)
10. "Itsy Bitsy" (Brian Hyland)

BABY OH BABY IT'S ONLY THE BEGINNING!

BIG SALES NOW—
AND BIGGER SALES TO COME!

"BABY OH BABY"
THE SHELLS

JOHNSON J-104

JOHNSON RECORDS

1619 Broadway, New York 19, N. Y.

PL 7-2696

ATTENTION

- BRENDA LEE
- JIM REEVES
- CONNIE FRANCIS
- ERNIE FORD
- PATTI PAGE
- PAT BOONE
- DELLA REESE
- THE ELVIS
- and all of Hollywood

Who Will Be the First to Cut This Beauty?

Handwritten musical score for the song "You're Breaking My Heart 'Cause You've Found Some One New". The score is written on ten staves of music. The lyrics are written below the notes, and guitar chords are indicated above the notes. The chords include C, C7, F, E^b DIM, G7, D⁷, and D7. The lyrics are: "YOU'RE BREAKING MY HEART 'CAUSE YOU'VE FOUND SOME-ONE NEW, SOME-ONE TO MAKE YOUR DREAMS COME TRUE BUT I'LL HANG A-ROUND TILL AT LAST YOU HAVE FOUND TRUE LOVES ARE FAR A-WAY AND FEW. AF - TER A - WHILE, WHEN YOU TIRE OF HIS SMILE, YOU'LL COME TO ME, AND WANT MY SYM - PA - THY. YOUR BREAKING MY HEART 'CAUSE YOU'VE FOUND SOME ONE NEW, SOME ONE WHO'LL ON - LY MAKE YOU BLUE." The word "COPYRIGHTED" is written at the bottom right of the score.

CALL LAKEWOOD, N. Y. 9397 DAY OR NITE

BILLBOARD MUSIC WEEK

BEST SELLING

NOTE: The listings on this spread are the nation's best selling LP's in the period specified above. They include approximately 200 albums which must be regarded as essential inventory for dealers and as outstanding programming for broadcasters. For convenience in using this material for inventory, display or programming, the listings have been broken into leading categories. The LP's then are listed alphabetically rather than in sales order within each category.

The letter M following a title indicates that only the Monophonic version of that LP is a best seller; the letter S indicates that only the Stereo version is a best seller; the letters M-S indicate that both Mono and Stereo versions are best sellers.

The best selling new LP's, on the charts nine weeks or less, are listed in rank order according to sales in the Action Album charts, in the center of this spread.

BEST SELLING POP VOCAL LP'S

Listed Alphabetically

MALE VOCALISTS

- Anka at the Copa (M)
Paul Anka... ABC-Paramount ABC 353
- Paul Anka Sings His Big 15 (M)
..... ABC-Paramount LP 323
- Belafonte at Carnegie Hall (M-S)
Harry Belafonte... RCA Victor LOC 6006;
LSO 6006
- Belafonte Returns to Carnegie Hall (M-S)
Harry Belafonte... RCA Victor LOC 6007;
LSO 6007
- Calypso (M)
Harry Belafonte... RCA Victor LPM 1248
- Come Dance With Me (M-S)
Frank Sinatra... Capitol W 1069;
SW 1069
- Come Fly With Me (M)
Frank Sinatra... Capitol W 920
- Darin at the Copa (M-S)
Bobby Darin... Atco 122; SD 122
- Elvis Is Back (M-S)
Elvis Presley... RCA Victor LPM 2231;
LSP 2231
- Faithfully (M-S)
Johnny Mathis... Columbia CL 1422;
CS 8219
- Gunfighter Ballads and Trail Songs (S)
Marty Robbins... Columbia CS 8158
- Heavenly (M-S)
Johnny Mathis... Columbia CL 1351;
CS 8152
- Buddy Holly Story (M)
..... Coral CRL 5-7326
- Johnny's Greatest Hits (M)
Johnny Mathis... Columbia CL 1133
- Johnny's Moods (M-S)
Johnny Mathis... Columbia CL 1526;
CS 8326
- Love Is the Thing (M)
Nat King Cole... Capitol W 824
- More Gunfighter Ballads and Trail Songs (M)
Marty Robbins... Columbia CL 1481
- More of Johnny's Greatest Hits (M-S)
Johnny Mathis... Columbia CL 1344;
CS 8150
- More Songs by Ricky (M)
Ricky Nelson... Imperial 9122
- Nice 'n' Easy (M-S)
Frank Sinatra... Capitol W 1417;
SW 1417
- No One Cares (M-S)
Frank Sinatra... Capitol W 1221;
SW 1221
- Only the Lonely (M-S)
Frank Sinatra... Capitol W 1053;
SW 1053
- Open Fire, Two Guitars (M-S)
Johnny Mathis... Columbia CL 1270;
CS 8056
- That's All (M)
Bobby Darin... Atco 104
- This Is Darin (M-S)
Bobby Darin... Atco 115; SD 115
- Warm (M)
Johnny Mathis... Columbia CL 1078
- Wild Is Love (M-S)
Nat King Cole... Capitol WAK 1392;
SWAK 1392

FEMALE VOCALISTS

- Inneffe Sings Anka (M)
..... Vista BV 3302
- Brenda Lee (M)
..... Decca DL 4039
- Johnny's Greatest Hits (M)
Connie Francis... M-G-M E 3793
- Italian Favorites (M)
Connie Francis... M-G-M E 3791
- I've Got a Right to Sing the Blues (M)
Eileen Farrell... Columbia CL 8256
- Latin a la Lee (M-S)
Peggy Lee... Capitol T 1290; ST 1290
- Mack the Knife—Ella in Berlin (M-S)
Ella Fitzgerald... Verve MG 4041;
MGV 64041
- More Italian Favorites (M-S)
Connie Francis... M-G-M E 3871; SE 3871
- This Is Brenda (M)
Brenda Lee... Decca DL 4082
- Unforgettable (M-S)
Dinah Washington... Mercury MG 20572;
SR 60232
- What a Difference a Day Makes (M)
Dinah Washington... Mercury MG 20479

DUOS AND GROUPS

- Date With the Everly Brothers (M)
..... Warner Bros. WB 1395
- Encores of Golden Hits (M)
Platters... Mercury MG 20472
- Fabulous Style of the Everly Brothers (M)
..... Cadence 3040
- From the hungry i (M)
Kingston Trio... Capitol T 1107
- Here We Go Again (M-S)
Kingston Trio... Capitol T 1258; ST 1258
- Kingston Trio (M-S)
..... Capitol T 996; ST 996
- Kingston Trio at Large (M-S)
..... Capitol T 1199; ST 1199
- Sold Out (M-S)
Kingston Trio... Capitol T 1352; ST 1352
- String Along (M-S)
Kingston Trio... Capitol T 1407; ST 1407
- Weavers at Carnegie Hall, Vol. 2 (M)
..... Vanguard VRS 9075

CHORUSES

- Fireside Sing Along With Mitch (M)
Mitch Miller... Columbia CL 1389
- Folk Song Sing Along With Mitch (M-S)
Mitch Miller... Columbia CL 1316;
CS 8118
- March Along With Mitch Miller (M)
..... Columbia CL 1475
- Memories Sing Along With Mitch (M-S)
Mitch Miller... Columbia CL 1542;
CS 8342
- More Sing Along With Mitch (M-S)
Mitch Miller... Columbia CL 1243;
CS 8043
- Party Sing Along With Mitch (M-S)
Mitch Miller... Columbia CL 1331;
CS 8138
- Saturday Night Sing Along With Mitch (M)
Mitch Miller... Columbia CL 1414;
CS 8211
- Sentimental Sing Along With Mitch (M-S)
Mitch Miller... Columbia CL 1457;
CS 8251
- Sing Along With Mitch (M-S)
Mitch Miller... Columbia CL 1160;
CS 8004
- Still More Sing Along With Mitch (M-S)
Mitch Miller... Columbia CL 1283;
CS 8099

BEST SELLING COMEDY LP'S

Listed Alphabetically

- An Evening With Mike Nichols and Elaine May (M)
..... Mercury OCM 2200
- Button-Down Mind of Bob Newhart (M)
Bob Newhart... Warner Bros. 1379
- Button-Down Mind of Bob Newhart Strikes Back (M)
Bob Newhart... Warner Bros. 1393
- Down to Earth (M)
Jonathan Winters... Verve MG 15011
- Edge of Shelley Berman (M)
Shelley Berman... Verve MG 15013
- Inside Shelley Berman (M)
Shelley Berman... Verve MG 15003
- Kick Thine Own Self (M)
Brother Dave Gardner... RCA Victor LSP 2239
- Knockers Up (M)
Rusty Warren... Jubilee JLP 2029
- Laughing Room (M)
Woody Woodbury... Stereoditties MW 2
- Mort Sahl at the hungry i (M)
Mort Sahl... Verve MG 15012
- My Name Is Jose Jimenez (M)
Bill Dana... Signature SM 1013
- Outside Shelley Berman (M)
Shelley Berman... Verve MG 15007
- Rejoice Dear Hearts (M)
Brother Dave Gardner... RCA Victor LPM 2083
- Wonderful World of Jonathan Winters (M)
Jonathan Winters... Verve MG 15009
- Woody Woodbury Looks at Love and Life (M)
Woody Woodbury... Stereoditties MW 1

BEST SELLING SHOW MUSIC LP'S

Listed Alphabetically

ORIGINAL CAST

- Bye Bye Birdie (M-S)
Original Cast... Columbia KOL 5510;
KOS 2025
- Camelot (M-S)
Original Cast... Columbia KOL 5620;
KOS 2031
- Fiorello (M-S)
Original Cast... Capitol WAO 1321;
SWAO 1321
- Flower Drum Song (M-S)
Original Cast... Columbia OL 5350;
OS 2009
- Gypsy (M-S)
Original Cast... Columbia OL 5420;
OS 2017
- Irma La Douce (M)
Original Cast... Columbia OL 5560
- Music Man (M-S)
Original Cast... Capitol WAO 990;
SWAO 990
- My Fair Lady (M-S)
Original Cast... Columbia OL 5090;
OS 2015
- The Sound of Music (M-S)
Original Cast... Columbia KOL 5450;
KOS 2020
- South Pacific (M)
Original Cast... Columbia OL 4180
- Tenderloin (M-S)
Original Cast... Capitol WAO 1492;
SWAO 1492
- Unsinkable Molly Brown (M-S)
Original Cast... Capitol WAO 1509;
SWAO 1509
- West Side Story (M-S)
Original Cast... Columbia OL 5230;
OS 2001
- Wildcat (M)
Original Cast... RCA Victor LOC 1060

SOUND TRACK

- The Alamo (M)
Sound Track... Columbia CL 1558
- Ben-Hur (M-S)
Rome Symphony Orchestra (Savina)... M-G-M 1E1; 1SE1

- Can Can (M-S)
Sound Track... Capitol W1321; SW 1321
- Carousel (M)
Sound Track... Capitol W 694
- Exodus (M-S)
Sound Track... RCA Victor LOC 1058;
LSO 1058
- G. I. Blues (M-S)
Elvis Presley... RCA Victor LPM 2256;
LSP 2256
- Gigi (M-S)
Sound Track... M-G-M E 3641;
SE 3641 ST
- King and I (M-S)
Sound Track... Capitol W 740; SW 740
- Never On Sunday (M)
Sound Track... United Artists UAL 4070
- Oklahoma! (M-S)
Sound Track... Capitol WAO 595;
SWAO 595
- Porgy and Bess (M-S)
Sound Track... Columbia OL 5410;
OS 2016
- South Pacific (M-S)
Sound Track... RCA Victor LOC 1032;
LSO 1032

- Student Prince (M)
Mario Lanza... RCA Victor LM 1837
- Theme From The Apartment (M)
Sound Track... United Artists 3105

MUSIC FROM MUSICALS, FILMS AND TV

- Ballads and Rhythms of Broadway (M-S)
Johnny Mathis... Columbia C2L 17;
C2S 803
- Broadway in Rhythm (M-S)
Ray Conniff... Columbia CL 1252;
CS 8064
- Camelot (Music From) (M-S)
Percy Faith... Columbia CL 1570;
CS 8370
- Exodus (M-S)
Hollywood Studio Orchestra... United Artists UAL 3123; UAS 6123
- Film Encores, Vol. 1 (M-S)
Mantovani... London LL 1700; PS 124
- Film Encores, Vol. 2 (M-S)
Mantovani... London LL 3117; PS 164
- Great Motion Picture Themes (M-S)
Various Artists... United Artists UAL 3122; UAS 6122

ACTION

On the Charts

MONOPHONIC

This Week	Last Week	Title, Artist, Label and Number	Weeks on Charts
1	1	WONDERLAND BY NIGHT Bert Kaempfert, Decca DL 4101	4
2	3	EXODUS Sound Track, RCA Victor LOC 1058	2
3	2	MUSIC FROM EXODUS AND OTHER GREAT THEMES Mantovani, London LL 3231	6
4	—	CAMELOT Original Cast, Columbia KOL 5620	1
5	4	LAST DATE Lawrence Welk, Dot DLP 3350	5
6	10	UNsinkable MOLLY BROWN Original Cast, Capitol WAO 1509	5
7	6	BELAFONTE RETURNS TO CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6007	4
8	8	THE ALAMO Sound Track, Columbia CL 1558	7
9	11	DATE WITH THE EVERLY BROTHERS Warner Bros. W 1395	6
10	12	BRAHMS CONCERTO Sviatoslav Richter; Chicago Symphony Orch./Leinsdorf, RCA Victor LM 2466	5
11	9	TEMPTATION Roger Williams, Kapp KL 1217	3
12	16	IRMA LA DOUCE Original Cast, Columbia OL 5560	8
13	7	CAMELOT (MUSIC FROM) Percy Faith Ork, Columbia CL 1570	3
14	13	MORE ITALIAN FAVORITES Connie Francis, MGM E 3871	4
15	14	HIS HAND IN MINE Elvis Presley, RCA Victor LPM 2328	3
16	—	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAL 3122	1
17	18	MILLION DOLLARS' WORTH OF TWANG Duane Eddy, Jamie J 2014	5
18	22	THEME FROM THE APARTMENT Sound Track, United Artists 3105	3
19	17	THEME FROM "THE SUNDOWNERS" Billy Vaughn, Dot DLP 3349	2
20	19	WALK, DON'T RUN Ventures, Dolton BLP 2003	4

LP'S by CATEGORY

FOR WEEK ENDING
JANUARY 29

Mr. Lucky (M-S)
Henry Mancini...RCA Victor LPM 2198;
LSP 2198

**Music From Exodus and Other
Great Themes (M-S)**
Mantovani...London LL 3231; PS 224

Operetta Memories (M)
Mantovani...London LL 3181

Peter Gunn (M-S)
Henry Mancini...RCA Victor LPM 1956;
LSP 1956

Theme From A Summer Place (M-S)
Billy Vaughn...Dot DLP 3276;
DLP 25276

Persuasive Percussion, Vol. II (M-S)
Terry Snyder and the All Stars...
Command RS 808; RS 808 SD

Pertinent Percussion Cha, Cha (M)
Enoch Light...Command RS 814

Provocative Percussion, Vol. I (M-S)
Enoch Light and the Light Brigade...
Command RS 806; RS 806 SD

Provocative Percussion, Vol. II (M-S)
Enoch Light and the Light Brigade...
Command RS 810; RS 810 SD

Taboo (S)
Arthur Lyman...Hi Fi SR 806

**BEST SELLING
PERCUSSION, SOUND LP'S**

Listed Alphabetically

Bongos (M-S)
Los Admiradores...Command RS 809;
RS 809 SD

Bongos, Flutes and Guitars (M-S)
Los Admiradores...Command RS 812;
RS 812 SD

**BEST SELLING
INSTRUMENTAL &
MOOD LP'S**

Listed Alphabetically

Always (M)
Roger Williams...Kapp KL 1172

Blue Hawaii (M-S)
Billy Vaughn...Dot DLP 3165;
DLP 25165

Concert in Rhythm, Vol. II (M)
Ray Conniff...Columbia CL 1415

Continental Encores (S)
Mantovani...London TS 147

Gems Forever (M-S)
Mantovani...London LL 3032; PS 106

It's the Talk of the Town (M-S)
Ray Conniff...Columbia CL 1334;
CS 8143

Jealousy (S)
Percy Faith...Columbia CS 8292

Last Date (M-S)
Lawrence Welk...Dot DLP 3350;
DLP 25350

Look for a Star (M-S)
Billy Vaughn...Dot DLP 3322;
DLP 25322

Near You (M-S)
Roger Williams...Kapp KL 1112;
KL 1112-S

The Other Chet Atkins (M)
...RCA Victor LPM 2175

'S Marvelous (M)
Ray Conniff...Columbia CL 1074

'S Wonderful (M)
Ray Conniff...Columbia CL 925

Sail Along Silvery Moon (M)
Billy Vaughn...Dot DLP 3100

Say It With Music (M-S)
Ray Conniff...Columbia CL 1490;
CS 8282

Songs to Remember (M)
Mantovani...London PS 193

Strauss Waltzes (M-S)
Mantovani...London LL 685; PS 118

Temptation (M-S)
Roger Williams...Kapp KL 1217;
K 3217-S

Theme From "The Sundowners" (M-S)
Billy Vaughn...Dot DLP 3349;
DLP 25349

Till (M-S)
Roger Williams...Kapp KL 1081;
KL 108-S

Wonderland by Night (M-S)
Bert Kaempfert...Decca DL 4101;
DL 7-4101

Young at Heart (M)
Ray Conniff...Columbia CL 1489

**BEST SELLING
JAZZ LP'S**

Listed Alphabetically

**Bernstein Plays Brubeck, Brubeck Plays
Bernstein (M-S)**
N. Y. Philharmonic, Dave Brubeck
Quartet-Leonard Bernstein...
Columbia CL 1466; CS 8257

But Not for Me (M)
Ahmad Jamal...Argo 628

Ray Charles in Person (M)
...Atlantic 8039

Pete Fountain's New Orleans (M-S)
...Coral CRL 57282; CRL 7-57282

Genius of Ray Charles (M)
...Atlantic 1312

Like Love (M)
Andre Previn...Columbia CL 1437

Time Out (M)
Dave Brubeck...Columbia CL 1397

White Saffin (M-S)
George Shearing...Capitol T 1334;
ST 1334

**BEST SELLING
CLASSICAL &
SEMI-CLASSICAL LP'S**

Listed Alphabetically

**Arthur Fiedler Conducts a Boston Pops
Concert (Everything But the Beer) (M-S)**
Boston Pops Orchestra (Fiedler)...
RCA Victor LM 6082; LSC 6082

Brahms: Piano Concerto No. 2 (M-S)
Sviatoslav Richter, Chicago Ork...
RCA Victor LM 2466; LSC 2466

Concerto Under the Stars (M-S)
Leonard Pennario...Capitol P-8326;
SP 8326

Gershwin: Rhapsody in Blue (M-S)
Leonard Bernstein...Columbia ML 5413;
MS 6091

Gershwin: Rhapsody in Blue (M-S)
Leonard Pennario...Capitol P-8343;
SP 8343

Grofe: Grand Canyon Suite (M-S)
Morton Gould...RCA Victor LM 2433;
LSC 2433

Grofe: Grand Canyon Suite (M-S)
Philadelphia Orchestra (Ormandy)...
Columbia ML 5286; MS 6003

**Lanza Sings Caruso — Caruso Favorites
(M-S) Mario Lanza, Enrico Caruso...
RCA Victor LM 2393; LSC 2393**

Mussorgsky: Pictures at an Exhibition (M)
Philadelphia Orchestra (Ormandy)...
Columbia ML 4700

Puccini: Turandot (M-S)
Tebaldi, Nilsson, Bjoerling, Tozzi. Rome
Opera House Orchestra (Leinsdorf)...
RCA Victor LM 6149; LSC 6149

Rachmaninoff: Piano Concerto No. 2 (M-S)
Artur Schnabel...RCA Victor LM 2068; LSC 2068

Rachmaninoff: Concerto No. 3 (M-S)
Van Cliburn...RCA Victor LM 2355;
LSC 2355

Ravel: Bolero (M-S)
Morton Gould...RCA Victor LM 2345;
LSC 2345

Respighi: Pines of Rome (S)
Phila. Orchestra (Ormandy)...
Columbia MS 6001

Rodgers: Victory at Sea, Vol. I (M-S)
RCA Victor Symphony Orchestra (Ben-
nett)...RCA Victor LM 2335; LSC 2335

Rodgers: Victory at Sea, Vol. II (M-S)
RCA Victor Symphony Orchestra (Ben-
nett)...RCA Victor LM 2226; LSC 2226

Schumann: Concerto in A Minor (M-S)
Van Cliburn...RCA Victor LM 2455;
LSC 2455

**Sixty Years of Music America Loves Best,
Vol. I (M)**
Various Artists...RCA Victor LM 6074

**Sixty Years of Music America Loves Best,
Vol. II (M)**
Various Artists...RCA Victor LM 6088

**Tchaikovsky: 1812 Overture; Capriccio
Italian (M-S)**
Minneapolis Symphony Orchestra
(Dorati). Mercury MG 50054; SR 90054

**Tchaikovsky: 1812 Overture; Ravel: Bolero
(M-S) Morton Gould...
RCA Victor LM 2345; LSC 2345**

**Tchaikovsky: 1812 Overture; Romeo &
Juliet; Marche Slav (M)**
Phila. Symphony Orchestra (Ormandy)
...Columbia ML 4997

Tchaikovsky: Nutcracker Suite (M-S)
Boston Pops Orchestra (Fiedler)...
RCA Victor LM 6803; LSC 6803

Tchaikovsky: Piano Concerto No. 1 (M-S)
Van Cliburn...RCA Victor LM 2251;
LSC 2251

**BEST SELLING
TEEN BEAT LP'S**

Listed Alphabetically

Encore (M)
Santo and Johnny...Canadian-American
CALP 1002

Especially for You (M)
Duane Eddy...Jamie J 3006

Have Twangy Guitar, Will Travel (M)
Duane Eddy...Jamie J 3000

Million Dollars' Worth of Twang (M)
Duane Eddy...Jamie J 3014

Oldies But Goodies (M)
Assorted Artists...Original Sound 5001

Santo and Johnny (M)
...Canadian-American SCALP 1001

Solid and Raunchy (M)
Bill Black's Combo...Hi HL 12003

Twang's the Thing (M)
Duane Eddy...Jamie J 3009

Twist (M)
Chubby Checker...Parkway P 7001

Walk, Don't Run (M)
The Ventures...Dolton BLP 2003

**BEST SELLING
MISCELLANEOUS LP'S**

Listed Alphabetically

RHYTHM & BLUES

Genius Hits the Road (M)
Ray Charles...ABC-Paramount ABC 335

COUNTRY & WESTERN

He'll Have to Go (M)
Jim Reeves...RCA Victor LPM 2223

**RELIGIOUS, SACRED &
SPIRITUAL**

His Hand in Mine (M)
Elvis Presley...RCA Victor LPM 2328

Hymns (M)
Tennessee Ernie Ford...Capitol T 756

The Lord's Prayer (M-S)
Mormon Tabernacle Choir...
Columbia ML 5386; MS 6068

Nearer the Cross (M)
Tennessee Ernie Ford...Capitol T 1005

Sing a Hymn With Me (M)
Tennessee Ernie Ford...Capitol TAO 1332

Spirituals (M)
Tennessee Ernie Ford...Capitol T 818

KIDDIE

Alice in Wonderland (M)
Cyril Ritchard...Riverside 1406

Huckleberry Hound (S)
Sound Track...Colpix SCP 202

**BEST SELLING
LOW PRICE LP'S**

(List Price \$2.98 or less)

Listed Alphabetically

LOW PRICE POP

Back Street Symphony (S)
101 Strings...Stereo Fidelity SF 11500

B. B. King Wails (M)
B. B. King...Crown 5115

Concerto Under the Stars (S)
101 Strings...Stereo Fidelity SF 6700

East of Suez (S)
101 Strings...Stereo Fidelity SF 11200

Ebb Tide (M-S)
Frank Chacksfield...Richmond 20078;
S 30078

Hawaii in Hi Fi (M)
Leo Addeo...Camden CAL-510

John J. McCormack Sings Irish Songs (M)
John J. McCormack...Camden CAL 407

Music Man (S)
Various Artists...Lion SL 70091

101 Strings-Play the Blues (S)
101 Strings...Stereo Fidelity SF 5800

Opera Without Words (S)
101 Strings...Stereo Fidelity SF 8700

Perry Como Sings Just for You (M)
Perry Como...Camden 440

Quiet Hours (S)
101 Strings...Stereo Fidelity SF 10200

Silver Screen (S)
101 Strings...Stereo Fidelity SF 7000

Soul of Spain, Vol. I (S)
101 Strings...Stereo Fidelity SF 6600

Soul of Spain, Vol. II (S)
101 Strings...Stereo Fidelity SF 9900

Symphony for Lovers (S)
101 Strings...Stereo Fidelity SF 4500

You Do Something to Me (M)
Mario Lanza...Camden 450

LOW PRICE SPECIALTY

**Good Housekeeping Reducing Off
the Record (M)...Harmony 7143**

ALBUMS

Nine Weeks or Less

20	ALICE IN WONDERLAND	3
Cyril Ritchard, Riverside 1406		
21	STRAUSS WALTZES	3
Mantovani, London LL 685		
24	BERNSTEIN PLAYS BRUBECK, BRUBECK PLAYS BERNSTEIN	3
New York Philharmonic, Dave Brubeck Quartet/Leonard Bernstein, Columbia CL 1466		
—	MORT SAHL AT THE HUNGRY I	2
Verve MGV 15012		
25	TENDERLOIN	2
Original Cast, Capitol WAO 1492		

STEREOPHONIC

This Week	Last Week	Title, Artist, Label and Number	Weeks on Charts
1	3	EXODUS Sound Track, RCA Victor LSO 1058	2
2	2	MUSIC FROM EXODUS AND OTHER GREAT THEMES Mantovani, London PS 224	7
3	5	WONDERLAND BY NIGHT Bert Kaempfert, Decca DL 7-4101	3
4	4	LAST DATE Lawrence Welk, Dot DLP 25350	6
5	9	BRAHMS CONCERTO NO. 2 Sviatoslav Richter, Chicago Symphony Orch./Leinsdorf, RCA Victor LSC 2466	7
6	15	UNSINKABLE MOLLY BROWN Original Cast, Capitol SWAO 1509	2
7	—	CAMELOT (MUSIC FROM) Percy Faith Ork, Columbia CS 8370	1
8	6	BELAFONTE RETURNS TO CARNEGIE HALL Harry Belafonte, RCA Victor LSO 6007	5
9	—	MORE ITALIAN FAVORITES Connie Francis, MGM SE 3871	3
10	—	UNFORGETTABLE Dinah Washington, Mercury SR 60232	1
11	—	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAS 6122	1
12	7	THEME FROM "THE SUNDOWNERS" Billy Vaughn, Dot DLP 25349	6
13	11	MACK THE KNIFE—ELLA IN BERLIN Ella Fitzgerald, Verve MGVS 6163	9
14	—	SATURDAY NIGHT SING ALONG WITH MITCH Mitch Miller, Columbia CS 8211	1
15	13	BERNSTEIN PLAYS BRUBECK, BRUBECK PLAYS BERNSTEIN New York Philharmonic, Dave Brubeck Quartet/Leonard Bernstein, Columbia CS 8257	6

Here's the Girl Who
Made the Hit!



"GEE
WHIZ
(LOOK AT
HIS EYES)"

ATLANTIC 2086

Carla
Thomas

Do not confuse this
with any other record
on any other label!

ATLANTIC
RECORDING CORPORATION
157 WEST 57 STREET, NEW YORK 19, N. Y.

the pick of the new releases:

SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Pop

THE ORFINAL HITS-VOLUME 2



Various Artists. Liberty LRP 3180—Here's a smashing collection of hits by some of the top artists in the pop field. Sides include "You're Sixteen" with Johnny Burnette, "Smokie" Part II, with the Bill Black Combo, "Rubber Ball" with Bobby Vee, plus hit sides by the Ventures, Buddy Knox, the Little Dippers, Eddie Cochran, Larry Williams, the Fleetwoods and the Cadets. Solid wax for the teen LP market.

JOHNNY BURNETTE



Liberty LST 7183 (Stereo & Monaural)—Johnny Burnette has now had a number of single hits in a row, including "Dreamin'," and "Sweet Sixteen." Both of these are in this new album, plus "Oh, Lonesome Me," "Singing the Blues," "Dream Lover" and "You're So Fine." Some of these latter could turn into single hits, too, with Burnette's solid performances. An album with solid appeal for both teens and the young pop adult LP buyer.

SURE THINGS



Little Willie John. King 739—Here's a collection of Little Willie John hits that should have solid appeal to his many pop and r.&b. fans. The sides include "Sleep," "Heartbreak," "A Cottage for Sale," "I'm Shakin'," "Walk Slow" and "You Hurt Me." They are all sung by John in his plaintive and meaningful style. Disk could be a solid seller.

FOR THE YOUNG AT HEART



Perry Como. RCA Victor LPM 2343—Perry Como lends his lush baritone to a group of "Young"-type themes. The spinnable line-up includes "Like Young," "Hello Young Lovers," "Young Love," "You Make Me Feel So Young," etc. His Wednesday night TV show, of course, is a solid sales booster.

BOBBY VEE



Liberty LST 7181 (Stereo & Monaural)—Bobby Vee's two big hits—"Devil or Angel" and "Rubber Ball"—are featured in this package, along with "Mister Sandman," "Long Lonely Nights," etc. An attractive picture of the youngster on the cover gives the package strong teen-appeal for displays.

SPOTLIGHT ON HANK BALLARD



Hank Ballard and the Midnighters. King 740—Ballard and the Midnighters are hot in the singles field, and this package should bring them similar success in the album market. The boys' exuberant vocal stylings are showcased on such bouncy items as "The Hoochi Coochi Coo," "Let's Go, Let's Go, Let's Go," "Just One More Chance," and others.

DO RE MI



Original Cast. RCA Victor LOCD 2002—Phil Silvers, Nancy Walker and company romp through this gay and happy new score by the successful team of Jule Styne, Betty Comden and Adolph Green. The show is a critical smash and easily the hottest new musical of the season on Broadway. These factors alone should combine to produce a solid, long-term response for the set, once it gets into stores nationally. The die-cut cover, behind which the disk sleeve in red day-glo ink peeks through, is highly effective. It even glows in the dark, making it a natural for window display.

RAY CHARLES



DEDICATED TO YOU (ABC-Paramount, ABC 355)—Ray Charles is a hot singles property right now and his recent click "Ruby" is included in this LP along with "Nancy," "Margie," "Marie" and other "girl tag" tunes. Charles' exuberant vocal showmanship is spotlighted on all but one side, "Josephine," which features his equally sock piano solo work. A solid dual-market sales item.

Pop Low Price

LIVING STRINGS PLAY ALL THE MUSIC FROM CAMELOT



RCA Camden CAL 657—The lush pageantry of the new Lerner-Loewe musical "Camelot" is elegantly reflected in this instrumental treatment of the show's score. A solid sales item for the low-priced market. The entire score is presented—"How to Handle a Woman," "Follow Me," "If Ever I Would Leave You," etc.

THE UNSINKABLE MOLLY BROWN



Elliot Lawrence Ork & Chorus. RCA Camden CAL 667—A very attractive version of 10 selections from Meredith Willson's Broadway musical. The Elliot Lawrence ork and chorus provide outstanding performances, with Sandy Stewart's vocalizing a particular highlight. One of the better low-priced show albums, this one should get a strong public response.

(Continued on page 32)

ATTENTION!

DISTRIBUTORS • RACK JOBBERS
ONE STOPS • RETAILERS
DISCOUNT OPERATIONS

Major LP's & EP's, Singles (all labels, all artists), Accessories. Any quantity of factory-new records (not used). 33 1/3's, 45's, 78's, EP's—available to you at cost of less than manufacturer's. Send for a free listing of prices and type records we can supply.

All overseas accounts please inquire:
Salient Export Agencies
1133 Broadway, New York 10, N. Y.

HAM-MIL DISTRIBUTING CO.

1520 N. Broad St., Philadelphia 21, Pa.
Phone: POplar 3-0585

"TALK TO
ME BABY"

b/w

"I Love You Baby"

F-369

FROM

"ANNETTE SINGS ANKA"

BV-3302



"I'M ON
MY WAY"

Bobby Sanders

#618

Kaybo
Recording Corp.

7212 Sunset Blvd. Hollywood, Calif.

A
MOST
RELIABLE
HIT-PICKING
SERVICE!

It's a
statistically
proven fact
that 7 out of
10 of tomorrow's
100 Hottest
Records are
advertised in
Music Week
TODAY—and
four of
them will
soon reach
the
best-seller
class!



BROKE WIDE OPEN IN CLEVELAND*

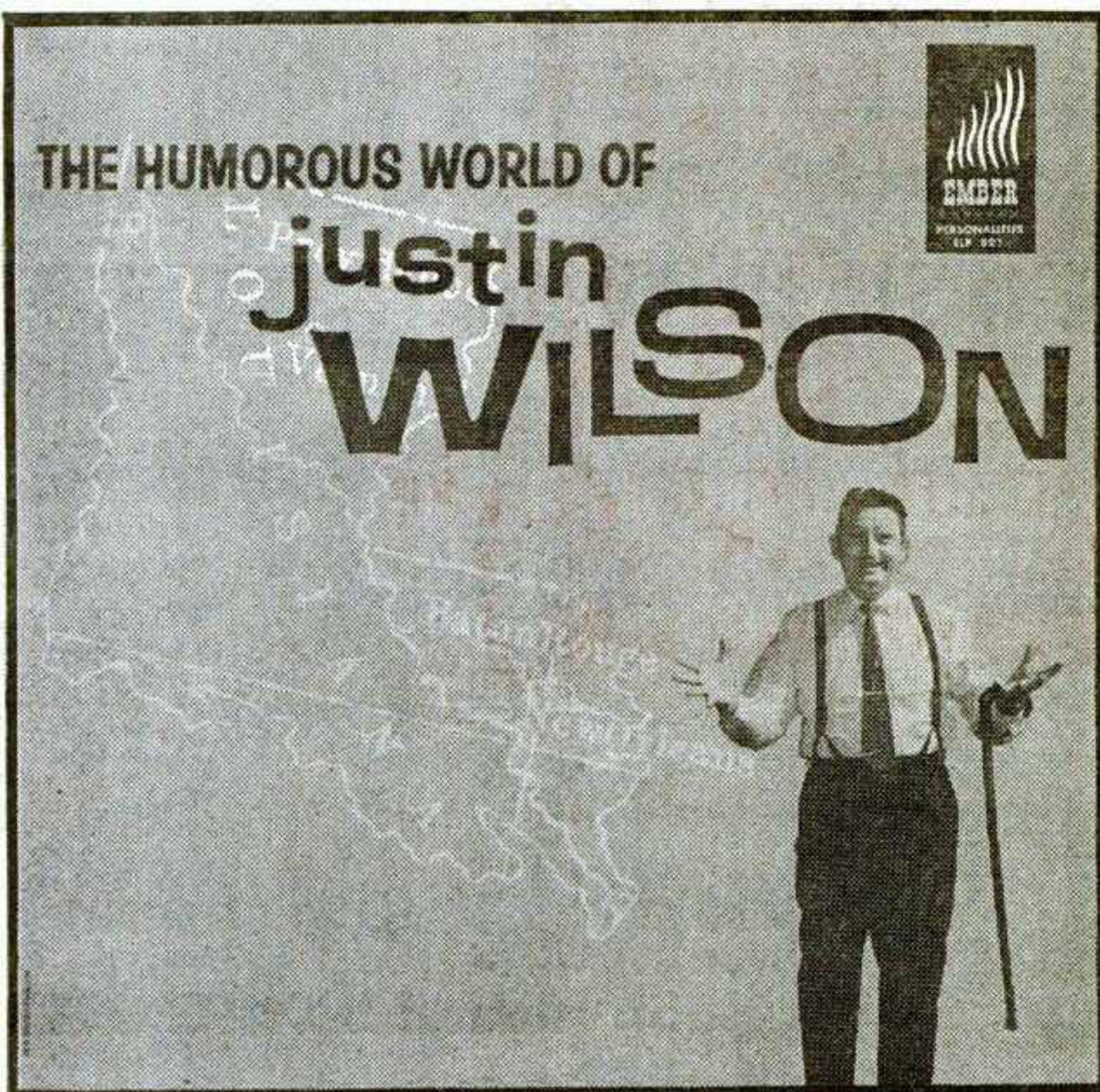
**THANKS: Bill Randle, Radio Station WERE, Cleveland, and your entire staff*

THE HUMOROUS WORLD OF JUSTIN WILSON

**OVER 60,000 ALBUMS SOLD
IN FIRST 4 WEEKS**
*and now spreading
nationally*

**DESTINED TO BE THE TOP
COMEDY ALBUM for 1961**

DJ's: Excerpts from specially edited version on 7" 33 1/3 records now available at your local distributor, or contact us direct.



THE HUMOROUS WORLD OF JUSTIN WILSON / EMBER LP 801 / SUGGESTED LIST \$4.98

DEALERS: Order from your nearest Ember Distributor! • **JOCKEYS: He has a copy for you!**

ALBANY, NEW YORK
Delta Dist.
1122 Broadway
ATLANTA, GA.
Dixie Dist. Co.
1238 Techwood Drive, N.W.
BOSTON, MASS.
Dale Enterprises
792 Commonwealth
BUFFALO, NEW YORK
M & N Dist.
620 Washington Ave.
CHARLOTTE, N. C.
Bertoz Sales Co.
2214 Moorehead

CHICAGO, ILL.
All State Dist.
1450 S. Michigan Avenue
CINCINNATI, OHIO
Cosnat Dist.
27-29 W. Court St.
CLEVELAND, OHIO
Cosnat Dist.
1233 W. 9th St.
DALLAS, TEXAS
Big State Dist.
1337 Chemical St.
DENVER, COLO.
Pan American Dist.
86 S. Santa Fe Dr.

DETROIT, MICH.
Aurora Dist.
3731 Woodward Ave.
EAST HARTFORD, CONN.
Trinity Dist.
477 Park Avenue
EL PASO, TEXAS
M. B. Krupp
309 S. Santa Fe St.
GREAT FALLS, MONT.
Music Service
204 S. 4th St.
HIALEAH, FLA.
Tone Dist.
495 S.E. 10th Court

HONOLULU, HAWAII
Microphone Music
1244 College Walk
HOUSTON, TEX.
United Dist.
1613 St. Emanuel St.
INDIANAPOLIS, IND.
Hoosier Record Dist.
726 Russell Ave.
LOS ANGELES, CALIF.
Record Merchandising
2580 West Pico Blvd.
MEMPHIS, TENN.
Music Sales Co.
1117 Union Ave.

MILWAUKEE, WISC.
John O'Brien Dist.
2830 West Villet St.
MINNEAPOLIS, MINN.
Jather Dist.
730 Lyndale St., N.
NASHVILLE, TENN.
Southern Dist.
147 Lafayette St.
NEWARK, N. J.
Cosnat Dist.
415 Halsey St.
NEW ORLEANS, LA.
Pelican Record Dist.
616 Girard St.

NEW YORK, N. Y.
Alpha Dist.
457 West 45th St.
OKLAHOMA CITY, OKLA.
B & K Dist.
608 N. Hudson St.
PHILADELPHIA, PA.
Chips Dist.
1415 N. Broad St.
PITTSBURGH, PA.
Cosnat Dist.
2226 5th Ave.
SALT LAKE CITY, UTAH
Great Western Dist.
1364 South 2nd St.

SAN FRANCISCO, CALIF.
Eric Dist.
1251 Folsom
SEATTLE, WASH.
C & C Dist.
3711 Hudson St.
ST. LOUIS, MO.
Robert's Record Dist.
1906 Washington St.
WASHINGTON, D. C.
Schwarz Bros.
901 Girard St., N. E.
WEST TORONTO, CANADA
Raleigh Record Sales, Ltd.
108 Wellington St.

ATLANTIC'S BIG LP KICK-OFF FOR 1961!

\$4.98 mono  1300 SERIES  \$5.98 stereo

THE BALLAD ARTISTRY OF MILT JACKSON

#1342

John Coltrane COLTRANE JAZZ


#1354

Bobby Scott A TASTE OF HONEY

#1355

Lurlean Hunter BLUE & SENTIMENTAL

#1344

\$3.98 mono  8000 SERIES  \$5.98 stereo

The Leiber-Stoller Big Band YAKETY-YAK

#8047

CHAMPION JACK'S NATURAL AND SOULFUL BLUES

#8045

Raymond Lefevre

and his Continental Dance Orchestra

ROMANTICA

#8044

ATLANTIC RECORDS

Continued from page 30

Country

A LIVING LEGEND



Bob Wills and Tommy Duncan. Liberty LST 7182 (Stereo & Monoaural)—The Wills and Duncan team have been active in the country singles field of late and here the boys turn in the same kind of swingin' country and western band sound in album form. These are the same stylings familiar to fans, with Duncan's pleasing straight vocals, backed up by the shouting hoots of encouragement from Wills and the bandmen. There's a lot of breezy rhythm here, great for dancing and getting up sagging spirits. Solid merchandise, particularly for the hinterland territories.

Spoken Word

JOSE JIMENEZ AT THE HUNGRY I



Bill Dana. Kapp KS 3238 (Stereo & Monoaural)—Here is the third Jimenez album and the second to appear on the Kapp label. In this production, the funny man with the south of the border, sing-song dialect, works the live performance gambit from the well-known hungry i club in San Francisco. Except for one band, where Jimenez tells of how he developed his act, it's all on the live performance kick with typical zaniness. In another seg, he's the first astronaut, while in a third, he trades banter with his "creator," Bill Dana. Another "question and answer" perod is also included. Funny stuff that fans should dig.

Folk

SPIRITUALS AND BLUES



Josh White. Elektra EKL 193—This is a wonderful package. Here Josh thrusts aside stacey commercialism and brings his full, mature art to spirituals and blues. Some of the material is reminiscent of White's earliest religious packages on Columbia 78's, when he was known as Joshua White and his Carolinians. The arrangements here are simple and forceful, with Bill Lee on bass and Walter Perkins on drums. Dealers should demonstrate some of these performances and jocks should spin them. Connoisseurs will realize their value. Included are "Just a Closer Walk With Thee," "I've Got That Pure Religion," "Black Snake," etc.

Sound

DYNAMICA



Ray Martin Ork. RCA Victor LSA 2287 (Stereo Only)—This is one of the first in the label's new "Stereo Action" series, and it should prove a delight to all sound bugs and stereo fans. It features wide separation of channels and the sound ping-pongs from one speaker to another in entrancing fashion. The tunes are tastefully arranged for stereo and the Ray Martin ork plays them with gusto. Songs include "Mood Indigo," "Bye Bye Blues," "Indian Summer," "The Flight of the Bumble Bee" and "Malaguena." An outstanding album for the sound market. De Luxe packaging should aid sales, too.

Sacred

THE STATESMEN OUT WEST



With Hovie Lister. RCA Victor LSP 2281 (Stereo & Monoaural)—The Statesmen turn out their familiar and splendid brand of performance, this time focussing their attention on religious songs of a basically Western, or what might be called cowboy orientation. There's a lot of guitar, banjo and clip-clop kind of sound here. The quartet, as usual, features the standout bass and tenor solo sound as well as the memorable group harmony. Songs include "At the End of the Trail," "A New Range in the Sky," "Riding the Range for Jesus," etc.

SPECIAL MERIT SPOTLIGHTS

The following albums have been picked for outstanding merit in their various categories because, in the opinion of The Billboard Music Staff, they deserve exposure.

(See Reviews Elsewhere in This Issue)

Pop

★★★★ **ETTA JONES SINGS**—King 707

Pop Talent

★★★★ **IN LOVE FOR THE VERY FIRST TIME**—Wanda Stafford, Roulette R 25140

Jazz

★★★★ **A TASTE OF HONEY**—Bobby Scott, Atlantic 1355

International

★★★★ **MUSIC OF THE TOREADOR**—Raimundo Nunex and Orchestra, Mercury SRI 600

(Continued on page 35)

LAST WEEK!
AUDIO FIDELITY
Records
January Anniversary Program

THE FABULOUS STYLE OF THE EVERLY BROTHERS



CADENCE RECORDS



"LITTLE MISS BLUE"

DION
LAURIE 3070

Breaking Out Nationally

The Dreamers
TEENAGE VOWS OF LOVE

Goldisc #3015

GOLDISC RECORDS

1650 Broadway New York, N. Y.

The BIG ONE for '61!

DID YOU EVER SEE A DREAM WALKING

b/w **BABY, WHERE YOU ARE**

RANDY LEE

Everest #19398

EVEREST RECORDS

360 Lexington Ave., New York 17, N. Y.

"Merv Griffin's first Carlton record looks like a big hit. But I'll bet it'll be banned in Boston."

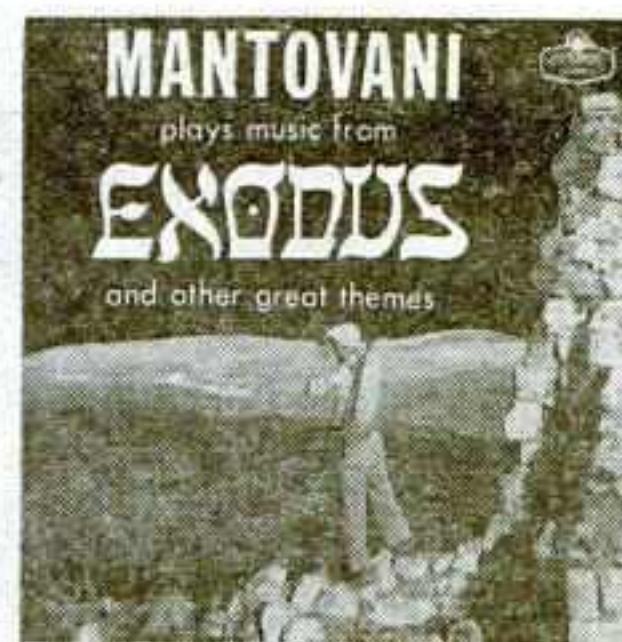
PROVEN LP HITS

from the

LONDON GROUP

Something for every taste...selling in every territory

THEME



Already No. 2 in Billboard

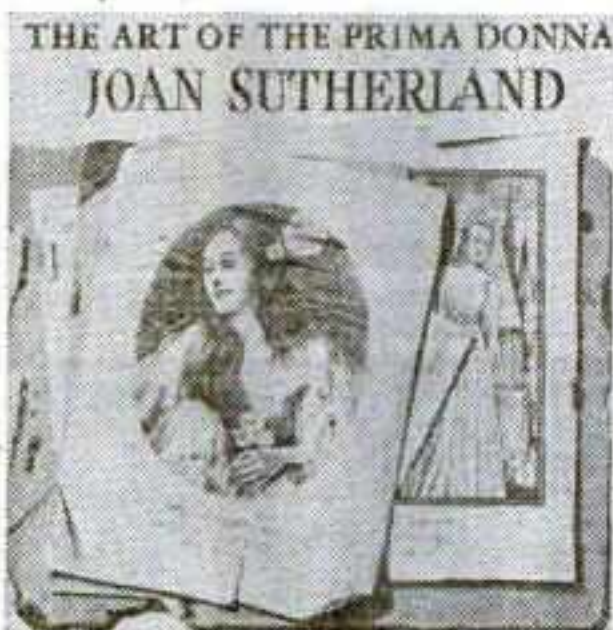
Main Theme from "Exodus"; Karen; Theme from "A Summer Place"; Green Leaves Of Summer; Song Without End; Seventy-Six Trombones; Theme from "The Sun-downers"; Irma la Douce; I Love Paris; Mr. Wonderful; The Carousel Waltz; The Sound Of Music

Stereo: PS 224

Mono: LL 3231

LONDON RECORDS

OPERA



"One of the most spectacular songfests ever!"
—Herald Tribune

Arne: Artaxerxes "The Soldier Tird"; Handel: Samson "Let The Bright Seraphim"; Bellini: Norma "Casta Diva"; Bellini: I Puritani "Son Vergin Vez-zona"; Thomas: Hamlet (The Mad Scene); Delibes: Lakme "The Bell Song"; others.
Royal Opera House Orchestra and Chorus conducted by Francesco Molinari-Pradelli

Stereo: OSA 1214

Mono: A 4241

LONDON RECORDS

SYMPHONIC



Ansermet and Beethoven—a natural hit... for the 1st time in stereo on ONE record.

Stereo: CS 6143

Mono: CM 9033

LONDON RECORDS

LIGHT ORCHESTRA



"On both versions the London sound is nothing short of marvelous."
—High Fidelity

The Merry Widow Waltz (Lehar); My Hero from "The Chocolate Soldier" (Strauss); Play Gypsies, Dance Gypsies from "Countess Maritza" (Kalman); The Count Of Luxembourg Waltz (Lehar); Die Fledermaus Overture (Strauss); 5 others

Stereo: PS 202

Mono: LL 3181

LONDON RECORDS

THEME



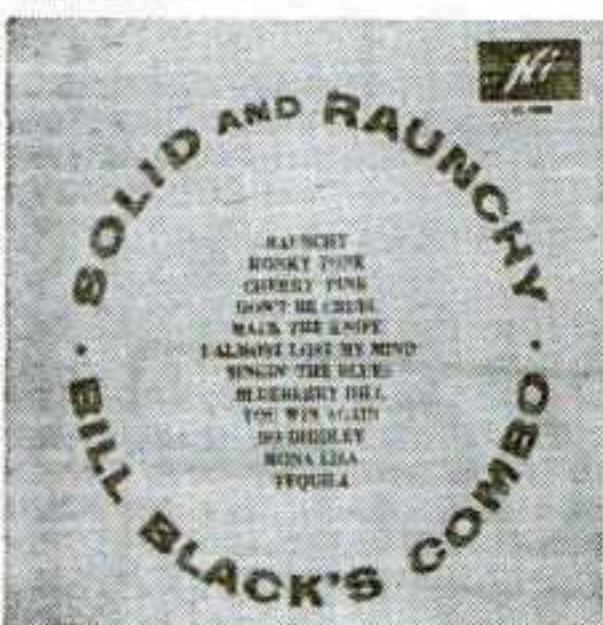
Network TV exposure making this one zoom.

The "Harry Lime" Theme; Visions Of Vienna; Danube Dreams; The Cafe Mozart Waltz; Anton Karas Second Theme and others

Mono: LL 1560

LONDON RECORDS

TEENAGE BEAT



"Best Instrumentalist 1960"
—Cashbox

Raunchy; Honky Tonk; Cherry Pink; Don't Be Cruel; Mack The Knife; I Almost Lost My Mind; Singin' The Blues; Blueberry Hill; You Win Again; Bo Diddley; Mona Lisa; Tequila

Mono: HL 12003

Hi RECORDS

IRISH SING-A-LONG



No. 1 best selling Irish LP.

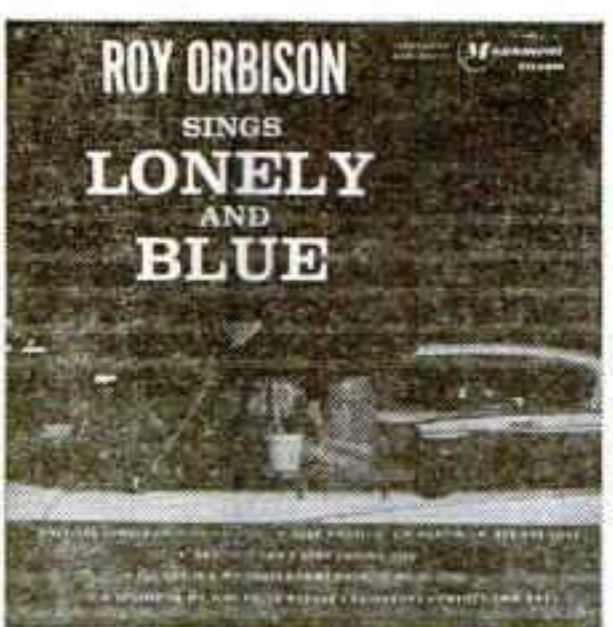
25 great songs from the happy Emerald Isle including such favorites as: When Irish Eyes Are Smiling; Danny Boy; Peg O' My Heart; Sweet Rosie O'Grady; Too-Ra-Loo-Ra-La-Rai; The Rose Of Tralee; MacNamara's Band

Stereo: SW 99005

Mono: TW 91234

LONDON RECORDS

TEENAGE VOCAL



Has to be No. 1 with I'm Hurtin', Blue Angel & Only The Lonely.

Only The Lonely; Blue Angel; I'm Hurtin'; Bye-Bye Love; Cry; I Can't Stop Loving You; I'll Say It's My Fault; Come Back To Me; A Legend In My Time; Blue Avenue; Raindrops; Twenty-Two Days

Mono: M 4002

Monument RECORDS

SYMPHONIC



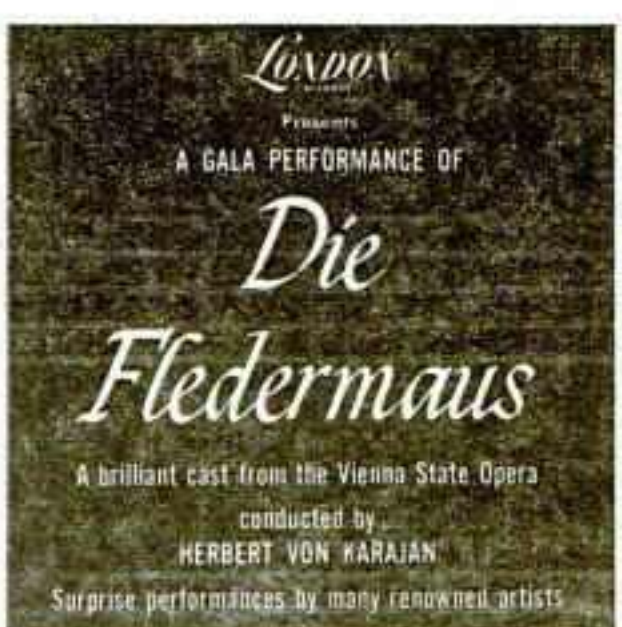
Fritz Reiner... need more be said.

Stereo: CS 6198

Mono: CM 9267

LONDON RECORDS

OPERA



"Of all star studded releases... the most incredible."
—Newsweek

Guden; Köth; Resnik; Zampieri; Kment; Berry; Wächter; Kunz. With Guest Performances by: Tebaldi; Nilsson; Simonato; Sutherland; Berganza; Price; del Monaco; Bjoerling; Bastianini; Corena and Weltsch. Vienna Philharmonic Orchestra conducted by Herbert Von Karajan

Stereo: 1319

Mono: A 4347

LONDON RECORDS

GERMAN SING-A-LONG



Top German LP for 10 weeks.

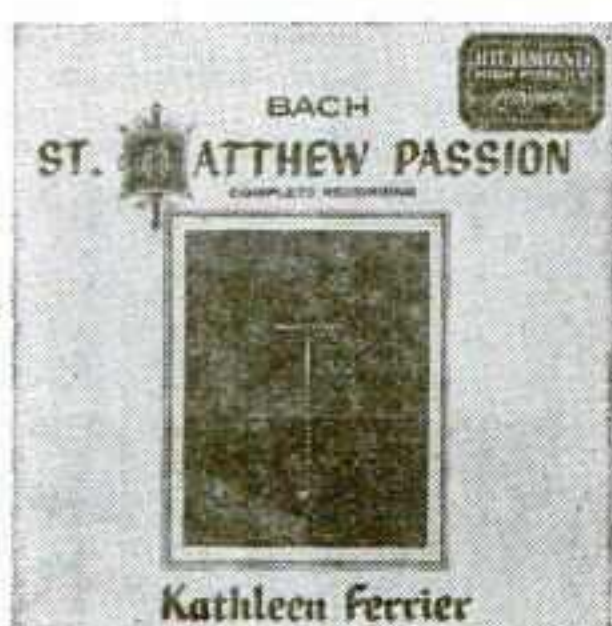
Germany's greatest popular hits played for sing-along enjoyment. Such favorites as: Beer Barrel Polka; Lili Marlene; O du Lieber Augustin; Auf Wiederseh'n; O Mein Papa; Liechtensteiner Polka and many others

Stereo: SW 99009

Mono: TW 91237

LONDON RECORDS

FOR THE ECONOMY MINDED

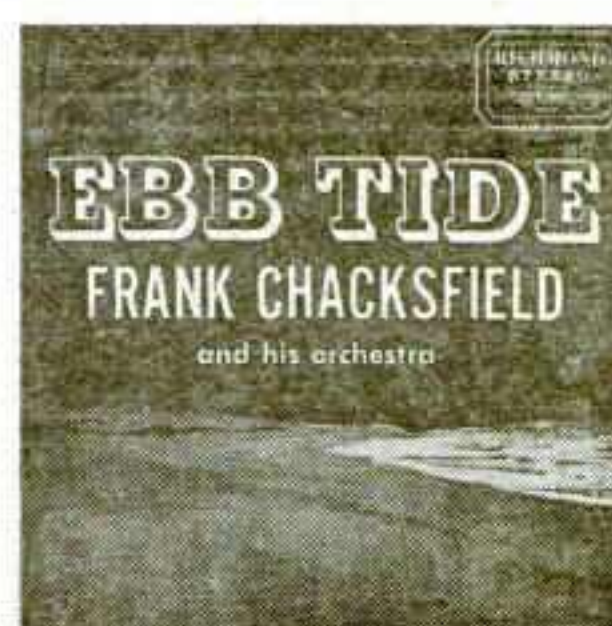


\$5.94

3 12-inch Mono LP's

Mono: BA 43001

RICHMOND HIGH FIDELITY



\$1.98

Mono

\$2.98

Stereo

Stereo: S 20078

Mono: B 30078



BROADWAY, RIGHT NOW!—Margaret Whiting & Mel Tormé—Orchestra conducted by Russell Garcia, MG V-2146*



GERRY MULLIGAN MEETS JOHNNY HODGES, MG V-8367*



OSCAR PETERSON PLAYS PORGY AND BESS, MG V-8340*

Include these new album releases in

VERVE'S '61 PREP PLAN!

FULL
15% DISCOUNT
ON VERVE'S
ENTIRE
ALBUM CATALOG--
THIS MONTH ONLY



STAN GETZ AT LARGE (2 records), MG V-8393-2*



RAY BROWN—JAZZ CELLO, MG V-8390*



THANK YOU, CHARLIE CHRISTIAN—THE HERB ELLIS QUINTET, MG V-8381*



LEISURE TIME WITH STAN WILSON, MG V-2140*



LIVE DATE!—THE BUDDY DeFRANCO SEPTETTE, MG V-8383*

Eight new, potent traffic generators to plus your profits in '61! Over 800 others...mono or stereo... Best sellers, like:



Beverly Hills

*STEREO, TOO



LET NO MAN WRITE MY EPITAPH—ELLA FITZGERALD, MG V-4043*



THE NEXT PRESIDENT—MORT SAHL, MG V-15021*



A PORTRAIT OF DUKE ELLINGTON—DIZZY GILLESPIE & HIS ORCHESTRA, MG V-8386*



THE EDGE OF SHELLEY BERMAN, MG V-15013*



GERRY MULLIGAN—THE CONCERT JAZZ BAND, MG V-8368*



HELLO LOVE—ELLA FITZGERALD, MG V-4034*



UP FRONT!—THE MARY KAYE TRIO, MG V-2142*



DOWN TO EARTH JONATHAN WINTERS, MG V-15011*

Reviews and Ratings of New Albums

Continued from page 32

POPULAR ★★ ★★

★★★★ **ETTA JONES SINGS**
King 707 — The veteran jazz and blues chanteuse has turned up a sterling collection of standards fashioned into her own style. Backed by a small but fine combo, the former vocalist for the J. C. Heard and Earl Hines groups belts out such choice items as "Mountain Greenery," "Don't Worry 'Bout Me," "Sposin'," and "People Will Say We're in Love." After selling the lyrics straight, she improvises the vocalistics the second time around, in instrumental jazz fashion. Fine quality that only needs exposure to sell.

★★★★ **SEND FOR ME**
Julie London. Liberty LST 7171 (Stereo & Monaural)—A swingy, torchy and blue set of sides make up this latest LP by Miss London. There are definitive and strong touches of jazz throughout the set and much of its success must be credited to pianist-arranger-conductor Jimmy Rowles who was in charge of the backing. Many of the tunes are unusual and in the jazz-blues groove. Some of them are "Evenin'," "Everday," "Yes, Indeed" and "Tain't What You Do."

★★★★ **BACK WITH MORE**
Bill Doggett. King 723—The swinging sound of Bill Doggett, his organ and his group is powerfully evident on this LP. Some of the Hammond giant's best tunes are represented on the disk in the likes of "Smokie," "Buttered Popcorn" and "Goofy Organ." Fine sax and guitar solos are also included. Set should sell strongly to teenagers and Doggett fans in general.

★★★★ **A STARRY NIGHT**
Nelson Eddy. Everest LPBR 9004—The famous baritone deserts the more typical operetta fare for which he is best known, in favor of a flock of pleasantly familiar love songs, like "Strange Music," "My Reverie," "It's Love, Love, Love," and the title song. Eddy scored well in an earlier Everest album with his night club partner, Gale Sherwood, and here he registers solidly on a solo basis, to the neat accompaniment of a band under the baton of Skitch Henderson. For the sentimental, who like

the old songs well sung, this is a rewarding set with the singer in fine form.

★★★★ **THE VENTURES**
Dolton BST 8004 (Stereo & Monaural)—The Ventures follow up several successful singles efforts, including "Walk, Don't Run," and here's the logical next step, an album featuring the same rockin', dancing rhythm. The three guitar and drum combo have selected an interesting mixture of the familiar ("Hawaiian War Chant," "Harlem Nocturne," etc.) and less known items ("Torquay" and "Ram Bunk Shush"). Good sound all the way and teenagers especially will find it solid for the living room prom scene.

★★★★ **YOU TALK TOO MUCH**
Joe Jones. Roulette R 25143—Joe Jones' bright, exuberant delivery is highlighted in this package on the title theme—a big singles hit for him—and 11 other infectious ditties. A dual market package which should pull plenty of spins in the r.&r. field.

★★★★ **DANCING ON A CLOUD**
The Three Suns. RCA Victor LPM 2307—Here's a danceable package, featuring 41 oldies and standards, wrapped up in the Three Suns' bright, catchy instrumental style. Medleys include "Ain't She Sweet," "Begin the Beguine," "I'll See You Again," "Avalon," and other nostalgic items. Fine wax for terp fans.

★★★★ **SAILOR, SAILOR AND LOLITA'S GREATEST HITS**
Kapp KL 1219—The Viennese thrush has a big hit on the charts right now with "Sailor (Your Home Is in the Sea)," and this package should find ready acceptance among her new American fans. In addition to "Sailor," she sings here in expressive German on "La Luna," "Souvenir D'Amour," "Paper Roses" (with new German lyrics), "El Paso" and others. Unusual jockey wax.

★★★★ **IN LOVE FOR THE VERY FIRST TIME**
Wanda Stafford. Roulette R 25140—Wanda Stafford is a young lass who created a big stir at The Roundtable in New York when she made her Gotham debut a few months ago. And no wonder. For Miss Stafford has a voice, a style and a feeling for a song that bodes a successful future. She has traces of June Christy and Chris Connor in her singing style, but she still comes through on her own. On this first album, she turns in warm and most attractive performances on "I Feel Pretty," "Let There Be Love," "Hooray for Love," and "I Enjoy Being a Girl." Bill Russo's arrangements are satisfactory, but the album belongs to the thrush. Watch this girl, she's good.

★★★★ **SWEET DREAMS**
Don Gibson. RCA Victor LPM 2269—Extremely tasteful sides, which have the Chet Atkins Nashville sound—which is so big in the pop field today. The arrangements include choruses. Tunes are "Hurtin' Inside," "The World Is Waiting for the Sunrise," "What About Me," etc.

★★★★ **AN EVENING AT THE CAFE CARLYLE WITH GEORGE FEYER**
Cadence CLP 3051—Wherever he has been on the disk front, Feyer and his Continental styled piano have been good sellers, and this debut Cadence performance can do just as well as earlier packages and perhaps make new friends as well. In this case, Feyer (with bass and guitar) was recorded at his familiar spot, New York's Carlyle Hotel, performing 14 of his most requested songs at the Intime Club. Result of all this is restful and tasty background music. The disk should do good, long-haul business.

★★★★ **ON THE TOWN**
Original Cast. Columbia OL 5540—Finally, more than 16 years after the show's opening, a nearly complete recording of "On the Town" has been released. Betty Comden and Adolph Green, who

wrote book and lyrics (to Leonard Bernstein's music) and acted in the show, are heard in their original roles, as are Nancy Walker and Cris Alexander. Among the fine songs that stand up well are "New York, New York," "Lonely Town" and "Lucky to Be Me." This release could win them new popularity, and should be of interest to all theater fans.

★★★★ **WISH YOU WERE HERE**
Original Cast. RCA Camden CAL 621—The 1952 Harold Rome musical wasn't a critical success, but it chalked up a solid box-office run. Collectors of Broadway show wax and summer theater fans will welcome the chance to pick up the original cast item at a bargain price. The score includes Eddie Fisher's old hit, "Wish You Were Here." The capable cast is headed by Jack Cassidy, Patricia Marand, and Sheila Bond.

★★★★ **DANCE, DANCE, DANCE! VOLUME 3**
Geraldo and his Orchestra. RCA Camden CAS 652 (Stereo & Monaural)—Camden has a good thing in Geraldo, whose society ork is very large in England and has begun to win a like reputation here from two previous Camden releases. The music in this set is all from the prolific pen of Irving Berlin. The treatment varies, with medleys, fast steps, fox trots, waltzes and cha chas. For dancing, this is a top notch release. The ork turns in first-class jobs with thoroughly modern and agreeable arrangements.

★★★★ **MUSICAL NIGHTCAP**
Armando Trovajoli and Ork. RCA Camden CAS 598 (Stereo & Monaural)—Mixing lush strings and occasional bits of jazz, pianist Armando Trovajoli turns out a highly acceptable set of mood sides here. The well-paced set swings from the Latin-flavored "Ponto Final" to the up-tempo "The Lady Is a Tramp" and on to a lush "Gigi." Set also includes such well-regarded standards as "Canadian Sunset," "Lisbon Antigua" and the Andre Previn flavored "On the Street Where You Live." Trovajoli also plays harsichord on the LP.

POPULAR ★★ ★★

★★ **SHALL WE DANCE?**
Jack Jones. Kapp KL 1228—Allan Jones' son, Jack, combines his father's rich vocal quality and technical proficiency with his own youthful exuberance and hip phrasing on this spinnable album. Billy May provides swinging backing on such great oldies as "Carioca," "Shall We Dance," "Dancing on the Ceiling," etc. A solid jockey package.

★★ **GUS FARNEY AT THE GIANT FIVE MANUAL WURLITZER PIPE ORGAN**
Warner Bros. W 1409—Here's a fine album for "sound" bugs. Farney provides standout organ solo work playing the Colossus at the Bray Organ Loft in Salt Lake City. The Colossus is one of the surviving spectacular movie theater organs. Selections appropriately feature tunes of the twenties—"Doll Dance," "My Melancholy Baby," etc.

★★ **DAY IN DAY OUT**
Gloria Lynne. Everest LPBR 5101—Gloria Lynne shows again on this new album that she is one of the better singers in the business today. On this new set, her fourth for the label, she comes through with strong performances of a group of familiar standards, infused with new vitality as a result of her vocals. She is ably supported by the Ernie Wilkins crew. Tunes include "Cheek to Cheek," "Day in Day Out" and "The Song Is You." Gloria Lynne's following should approve this new set.

★★ **GREAT AMERICAN COUNTRY HITS**
The Honey Bees. Everest LPBR 5111—The Honey Bees, three young pop thrushes, come through with listenable performances here of a group of hit country tunes. They handle them persuasively, in pop fashion, aided strongly by the support of the Billy Mure Ork. The tunes include "Slowpoke," "I Love You So Much It Hurts," "Bouquet of Roses," "Your Cheatin' Heart," etc. Those interested in country songs will enjoy this fine collection.

★★ **CLASSICS GO LATIN**
Irving Fields. King 724—This is an incongruous collection which uses the capable Irving Fields trio to poor advantage. The id of playing certain classics, near-classics and a few non-classics with a Latin beat is not new, nor does it pan out well here. Fans of the classical idiom will find the results flip and distasteful, while Latin bugs couldn't care less. Some of the selections are "Vienna Woods Cha Cha," "Melody in F Cha Cha," "Poet and Peasant Rumbature," and "Blue Danube Merengue." Despite this, some Fields fans will buy.

★★ **PLAY ONE FOR ME**
Frankie Carle. RCA Camden CAL 585—Frankie Carle, usually as a soloist, and occasionally with orchestra, turns in his usual warm and happy readings here of a group of well-known standards. The tunes range from "Please" and "Until," to "Anytime" and "You Were Meant for Me." Carle plays them all in his easy, listenable manner, and it adds up to a good piano set for the price.

(Continued on page 36)

ATTENTION MR. DEALER

ELEKTRA'S SPECIAL DISCOUNT DEAL ENDS JANUARY 31ST!

You have only seven days left. Seven days to take advantage of the full catalog ONE FREE FOR TEN offer during ELEKTRA'S Tenth Anniversary Jubilee. Make every minute count. Make extra profits with the best selling ELEKTRA albums.

CALL YOUR ELEKTRA DISTRIBUTOR NOW!



ELEKTRA RECORDS
116 West 14th Street • New York 11, N. Y. • OR 5-7137

THE HITS COME FROM



ON ALL THE CHARTS!

"AT LAST"

ETTA JAMES
ARGO 5380

"WATUSI THE VIBRATIONS"

DANSATIONAL!
CHECKER 969

NEW GROUP SMASH

GREEN STAMPS

by the
T-BIRDS
CHESS 1778
CHESS PROD. CORP. 2120 S. Michigan, Chicago 5

CLIMBING! "YOUR FRIENDS" DEE CLARK



LATEST RELEASE THERE'S A NEW MAN IN THE WHITE HOUSE

Sung by
The Senators
#10178



ATTENTION, DISC JOCKEYS & DEALERS

BOB HELLER RECORD DISTRIBUTING CO., INC.
and
GENE CANTER 663-665 N. ST., PHILA. 23, PA.

Our Philadelphia Distributor Picks

'CRAZY MIXED UP WORLD'

By ROGER BLUE
CALL #102

DJ'S, WRITE OR CALL

CALL RECORD CO.

924 BEWLEY AVE., MODESTO, CALIF.

LAMBERT 4-9697

THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING JANUARY 29

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	WONDERLAND BY NIGHT	By Kaempfert—Published by Roosevelt (BMI)	9
2	2	EXODUS	By Gold—Published by Chappell (ASCAP)	8
3	4	CALCUTTA	By Gaze-Bradtke—Published by Pincus-Symphony House (ASCAP)	4
4	3	ARE YOU LONESOME TONIGHT	By Roy Turk-Lou Handman—Published by Bourne-Cromwell (ASCAP)	10
5	7	(WILL YOU LOVE ME) TOMORROW	By Carol King-Jerry Goffin—Published by Aldon (BMI)	6
6	5	LAST DATE... MY LAST DATE (WITH YOU)	By Floyd Cramer—Published by Acuff-Rose (BMI) By Skeeter Davis, Boudelaux Bryant, Floyd Cramer—Published by Acuff-Rose (BMI)	13
7	8	ANGEL BABY	By Rose Hamlin—Published by Figure (BMI)	6
8	14	SHOP AROUND	By Gordy-Robinson—Published by Jobbett (BMI)	4
9	10	RUBBER BALL	By A. Schroeder-A. Orlowski—Published by Arch (ASCAP)	7
10	16	CALENDAR GIRL	By Greenfield-Sedaka—Published by Aldon (BMI)	3
11	6	NORTH TO ALASKA	By Phillips—Published by Robbins (ASCAP)	13
12	11	CORINNA, CORINNA	By Parish-Chapman-Williams—Published by Mills (ASCAP)	6
13	9	A THOUSAND STARS	By Pearson—Published by Bryden (BMI)	12
14	12	SAILOR (YOUR HOME IS IN THE SEA)	By Scharfenberger-Busch—Published by Garland Music (ASCAP)	10
15	23	ONCE IN A WHILE	By Green and Edwards—Published by Miller (ASCAP)	2
16	13	YOU'RE SIXTEEN	By Sherman-Sherman—Published by Blue Grass (BMI)	9
17	27	EMOTIONS	By Mel Tillis and Ramsey Kearney—Published by Cedarwood (BMI)	2
18	17	LONELY TEENAGER	By Tepper-DePaola-Faraci—Published by Schwartz (ASCAP)	8
19	25	WINGS OF A DOVE	By Bob Ferguson—Published by B Gee Music (BMI)	4
20	18	HE WILL BREAK YOUR HEART	By Butler, Mayfield and Carter—Published by Conrad (BMI)	11
21	21	THEME FROM THE APARTMENT	By Charles Williams—Published by Mills (ASCAP)	21
22	22	BABY, O' BABY	By Johnson-Bouknight-Coleman—Published by Figure Music (BMI)	4
23	26	I COUNT THE TEARS	By Pomus and Shuman—Published by Brenner (BMI)	2
24	—	MY EMPTY ARMS	By Al Kasha-Hank Hunters—Published by Merrimac (BMI)	1
25	28	MY GIRL JOSEPHINE	By Domino-Bartholomew—Published by Travis (BMI)	8
26	—	LOVEY DOVEY	By Curtiz-Nuggy—Published by Progressive (BMI)	1
27	—	PEPE	By D. Langdon-H. Wittstatt—Published by Shapiro-Bernstein (ASCAP)	1
28	—	HOOCHIE COOCHIE COO	By Billy Miles-Hank Ballard—Published by Stebrite (BMI)	1
29	15	MANY TEARS AGO	By Scott—Published by Roosevelt (BMI)	10
30	19	POETRY IN MOTION	By Kaufman & Anthony—Published by Meridian (BMI)	14

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

RECORDING AVAILABLE

(Best Selling Record Listed in Bold Face)

1. **WONDERLAND BY NIGHT** — Anita Bryant, Carlton 537; Bert Kaempfert, Dec 31141; Louis Prima, Dot 16151.
2. **EXODUS** — Ferrante and Teicher, United Artists 274; Mantovani, London 1953; Medallion Strings, Medallion 602.
3. **CALCUTTA** — Werner Muller, Dec 31189; Four Preps, Capitol 4508; Vico Torriani, London 1965; Valiants, Columbia 41931; Lawrence Welk, Dot 16161.
4. **ARE YOU LONESOME TONIGHT** — Al Jolson, Dec 27043; Jaye P. Morgan, MGM 12752; Elvis Presley, Vic 7810.
5. **(WILL YOU LOVE ME) TOMORROW** — Shirelles, Scepter 1211.
6. **LAST DATE** — Floyd Cramer, Vic 7775; Skeeter Davis, Vic 7825; Joni James, MGM 12933; Dick Lory, Liberty 55393; Lawrence Welk, Dot 16145.
7. **ANGEL BABY** — Charles Brown, King 5439; Rosie and the Originals, Highland 500; Sandra Teen, Impact 4.
8. **SHOP AROUND** — Miracles, Tamla 5403.
9. **RUBBER BALL** — Bobby Vee, Liberty 55287.
10. **CALENDAR GIRL** — Neil Sedaka, Vic 7829.
11. **NORTH TO ALASKA** — Johnny Horton, Columbia 41782.
12. **CORINNA, CORINNA** — Ray Peterson, Dunes 2002.
13. **A THOUSAND STARS** — Kathy Young and the Innocents, Indigo 108.
14. **SAILOR (YOUR HOME IS IN THE SEA)** — Lolita, Kapp 349.
15. **ONCE IN A WHILE** — Chimes, Tag 444; Sensationals, Candix 306.
16. **YOU'RE SIXTEEN** — Johnny Burnette, Liberty 55285.
17. **EMOTIONS** — Brenda Lee, Dec 31195; Don Reno/Red Smiley, King 579.
18. **LONELY TEENAGER** — Dion, Laurie 3070.
19. **WINGS OF A DOVE** — Ferlin Husky, Capitol 4406; Kitty White, Dot 16157.
20. **HE WILL BREAK YOUR HEART** — Jerry Butler, Vee Jay 354.
21. **THEME FROM THE APARTMENT** — Ferrante and Teicher, United Artists 231; Jack Lemmon, Epic 9399.
22. **BABY, O' BABY** — Shells, Johnson 104.
23. **I COUNT THE TEARS** — Drifters, Atlantic 2087.
24. **MY EMPTY ARMS** — Jackie Wilson, Brunswick 55201.
25. **MY GIRL JOSEPHINE** — Fats Domino, Imperial 5704.
26. **LOVEY DOVEY** — Clovers, Atlantic 1022; Buddy Knox, Liberty 55290; Clyde McPhatter, Atlantic 2018.
27. **PEPE** — Ronnie Aldrich, London 1951; Les Baxter Ork & Chorus, Capitol 4489; Duane Eddy, Jamie 1175; Shirley Jones, Colpix 180; Stu Phillips, Colpix 174; Jack Pleis, Dec 31184.
28. **HOOCHIE COOCHIE COO** — Hank Ballard and the Midnighters, King 5430.
29. **MANY TEARS AGO** — Connie Francis, MGM 12964.
30. **POETRY IN MOTION** — Lloyd Reese, Coral 62225; Johnny Tillotson, Cadence 1384.

Reviews and Ratings of New Albums

Continued from page 35

JAZZ ★★★★★

★★★★ A TASTE OF HONEY
Bobby Scott, Atlantic 1355 — Scott plays his own original jazz background music, which he wrote for the Broadway dramatic hit, "A Taste of Honey." The pianist, who also appears in the show—playing behind the action with a small group on the side of the stage—offers richly expressive interpretations of his varied dramatic themes. An unusual item with appeal for legit fans and dramatic students as well as jazz buffs.

★★★★ YOU'N ME
The Al Cohn-Zoot Sims Quintet, Mercury SR 60606 (Stereo & Monaural)—Tenor sax stars Zoot Sims and Al Cohn have a highly swinging and entertaining jazz album in this their latest set as a team. Besides an exciting group of standards which includes "You'd Be So Nice to Come Home To" and "On the Alamo," an unaccompanied improvisation for two tenor saxes, and a bowed bass solo by Major Holly make this an unusual set. The swinging is of the highest order which should get it air play, and the growing stature of the two instrumentalists could make it a leading jazz item. Stereo separation, too, adds to the attractiveness of the LP.

★★★★ NEW HORN IN TOWN
Richard Williams, Candid 8003—This is Richard Williams' first starring album, and he makes the most of the chance through his trumpet work on the disk. Williams plays his horn with a sharp, driving attack, and yet, at the same time, is able to play lyrical and romantic passages with true feeling. He gets a chance to do this on "Over the Rainbow," and "I Remember Clifford," and displays his swinging qualities on "Ferris Wheel," "Raucous Notes." He is backed up by Leo Wright, sax; Richard Wylands, piano; Reginald Workman, bass, and Bobby Thomas, drums. Good wax here for the new label that should interest modern jazz fans.

★★★★ MOON FACED AND STARRY EYED
Max Roach Plus Four, Mercury SR 60215 (Stereo & Monaural)—The famed drummer Roach stays far in the background on this new package of combo jazz, preferring to lay down the steady and persistent thumping beat for some emotional, yet virile younger jazz men all of whom have plenty of talent and understanding of the modern genre. These are Tommy and brother Stanley Turrentine from Pittsburgh, who blow trumpet and tenor respectively; trombonist Julian Priester; Ray Bryant, piano; Bob Boswell, bass, and Roach on drums. Abbey Lincoln throws in a pair of warm vocal stints. Material consists of standards. A most agreeable set.

★★★★ BLUE AND SENTIMENTAL
Lurlene Hunter, Atlantic 1344 — Miss Hunter has one of her best outings on records so far with this fine set of performances of truly standout tunes, none of which have yet suffered from overexposure. The gal's pipes are rich, mellow and unfettered on the Fats Waller tune, "Blue Turning Gray Over You," plus "Just Imagine," "Then I'll Be Tired of You," etc. The gal is accompanied by an effective septet, which includes "Sweets" Edison, Bud Freeman, Rudy Rutherford, along with rhythm. Good cover, too.

★★★★ CHARLES MINGUS PRESENTS CHARLES MINGUS
Candid 8005 (Stereo & Monaural)—The fiery Charles Mingus lights his chargers on this date to wild and crackling crescendos. Those chargers are Eric Dolphy, alto sax and bass clarinet; Ted Curson, trumpet; and Dannie Richmond, drums. One of the wildest is the protest piece, "Fables" in which personal as well as musical invective is hurled at the Arkansas Governor. Devotees of the Mingus Jazz Workshop will dig this one.

★★★★ WE INSIST—MAX ROACH'S FREEDOM NOW SUITE
Candid 8002 (Monaural and Stereo)—The Roach group is joined for this striking suite by singer Abbey Lincoln, tenor saxist Colman Hawkins, and Nigerian drummer Michel Baba Olaturinji. The music and the art work of the album go hand-in-hand in that they both are framed in the fight for racial equality. The playing is superb and Miss Lincoln's vocal obligatto on the "Prayer, Protest and Peace" segment is truly moving.

★★★★ JOHNNY SMITH PLUS THE TRIO
Roost LP 2243—The impeccable artist of the jazz guitar is accompanied here by George Roumanis, bass, drummer Moussey Alexander, and pianist Bob Pancost. The set is pleasingly paced with alternate up-tempo, swing, and mood ballad tunes. Standards like "Over the Rainbow" and "I Can't Get Started," "Out of Nowhere" and "Un Poco Loco," all out of the regular Smith repertoire, should get much deejay play and should appeal to the hip pop as well as the jazz buyer.

JAZZ ★★★

★★★ OTIS SPANN IS THE BLUES
Candid 8001—Here are a pair of deeply talented blues cats with much of the old time Southern flavor. Otis Spann, who plays piano with Muddy Waters' band in Chicago, plays a whole lot of down home piano, sometimes with strong boogie woogie touches and he alternates in vocals with Robert Lockwood, another man with a lot of vocal soul. Lockwood also performs on guitar in this program. This is one of the opening round of packages from the new label, and it features not only excellent performances but a fine hunk of cover work as well.

★★★ PERCUSSION AND BASS
Jo Jones and Milt Hinton, Everest LPBR 5110—One of the most unusual jazz albums of the season, this features the duo of Jo Jones on drums and Milt Hinton on bass. They do some remarkable things in this set, with Hinton occasionally switching from plucking to bowing with potent effect, as in "Shoes on the Ruff." Other outstanding tracks are their versions of "Blue Skies" and "Joshua Fit the Battle of Jericho." Not all jazz fans may go for this odd duo, but those who like the unique should be tipped to this disk.

CLASSICAL ★★★★★

★★★★ SHOSTAKOVICH: FIVE PRELUDES AND FUGUES, OP. 87
Richter (piano)
CONCERTO NO. 2 FOR PIANO AND ORCHESTRA, OP. 101
Prague Symphony Orchestra (Jiracek) Arta ALP 173 — The acclaim accorded Sviatoslav Richter on his recent tour in the U. S. should make this album a strong seller. It features the Russian pianist as soloist on Five Preludes and Fugues by Shostakovich's Concerto No. 2 for Piano and Orchestra with Michael Voskresensky, and the Prague Symphony. Richter's performance is exceptional, and should please his many new American fans. The Concerto is played with spirit by Voskresensky and the orchestra.

★★★★ BEETHOVEN: SYMPHONY NO. 3 IN E FLAT MAJOR OP. 55 (EROICA)
London Symphony Orchestra (Krips) Everest LPBR 6087 (Stereo & Monaural)—Josef Krips, who is regarded as one of the top Beethoven interpreters among contemporary conductors, does a masterful and moving job on the "Eroica." The London Symphony under his direction surges and soars in the majestic composition. In the third and fourth movements especially the reading is acute and powerful.

★★★★ SIBELIUS: SYMPHONY NO. 5 IN E FLAT MAJOR, OP. 82; FINLANDIA—TONE POEM, OP. 26
Rochester Philharmonic Orchestra (Bloomfield), Everest LPBR 6068—One of three current stereo versions of this work, this performance can measure up well with the best of them. The symphony in this case must take second fiddle, as it were, to the far more familiar work, the tone poem, "Finlandia," which is also included on this wax, providing a double-pronged sales edge. An interesting and rather faithful drawing of the composer on the cover, quickly identifies the set for display purposes. Long-range sales prospects would be good here.

★★★★ TCHAIKOVSKY: VIOLIN CONCERTO IN D MAJOR, OP. 35
Tosy Spivakovsky (Violin); London Symphony Orchestra (Goehr), Everest LPBR 6049—Tosy Spivakovsky brings a warm tone, ingratiating performance and formidable virtuosity to this warhorse, which also has the advantages of Everest's fine sound. The result is one of the best renditions in the catalog. However, its sales potential will be restricted by the tremendous competition of some 30 other versions, including disks by some of the most commercial names among contemporary fiddlers.

CLASSICAL ★★★

★★★★ MOZART: PIANO CONCERTO NO. 24 IN C MINOR, K. 491; SCRIABIN PIANO CONCERTO IN F MINOR, OP. 20
Dimitri Bashkurov (Piano); USSR State Radio Orchestra (Kondrashin), Arta ALP 168—Young Bashkurov has just made his U. S. debut, and the virtually unheralded Soviet pianist made a solid impression. This disk is being released in advance of his tour of 16 U. S. and Canadian cities, and should benefit from the resultant publicity. The Mozart concerto is played gracefully and altho there are very strong competitive versions of this work, this release should be aided by the attractive coupling with the seldom heard but lovely and lyrical Scriabin work, which is often reminiscent of Chopin. This could be a sleeper.

COUNTRY & WESTERN ★★★★★

★★★★ BROKEN HEARTED MELODIES
Cowboy Copas, King 720—Copas has been selling well, both in singles and pack-

(Continued on page 57)

BILLIE JEAN HORTON

**20th CENTURY
FOX**

PROUDLY PRESENTS A GREAT NEW RECORDING STAR, BILLIE JEAN HORTON. AFTER MUCH PERSUASION BY JOHNNY HORTON'S PERSONAL MANAGER AND HIS MANY FRIENDS, BILLIE JEAN HAS CONSENTED TO RECORD FOR 20th-FOX RECORDS.

THIS, HER FIRST RECORDING, INTRODUCES A GREAT TALENT TO THE MUSIC/RECORD WORLD. HER SONG IS ONE THAT IS DESTINED FOR THE GREATNESS THAT COMES WITH A HIT RECORD.



ANGEL HANDS

20th FOX #238

Exclusive Management:

TILLMAN FRANKS
V.P. & Genl. Mgr.

JOHNNY HORTON ENTERPRISES
604 COMMERCIAL BLDG., SHREVEPORT, LA. PHONE: 4-235886



20th FOX

A SUBSIDIARY OF 20TH CENTURY FOX FILM CORPORATION

Distributed in Canada by Quality Records Co. Ltd. and in all foreign countries by licensees of 20th Century Fox Record Corporation.

FOR WEEK ENDING JANUARY 29

BILLBOARD MUSIC WEEK

HOT 100

Table with columns: THIS WEEK, ONE WEEK AGO, TWO WEEKS AGO, THREE WEEKS AGO, TITLE, Artist, Company, Record No., STEREO, WEEKS ON CHART. Includes songs like 'Wonderland by Night', 'Exodus', 'Calcutta', etc.

Table with columns: THIS WEEK, ONE WEEK AGO, TWO WEEKS AGO, THREE WEEKS AGO, TITLE, Artist, Company, Record No., STEREO, WEEKS ON CHART. Includes songs like 'Wheels', 'Magnificent Seven', 'There's a Moon Out Tonight', etc.

Table with columns: THIS WEEK, ONE WEEK AGO, TWO WEEKS AGO, THREE WEEKS AGO, TITLE, Artist, Company, Record No., STEREO, WEEKS ON CHART. Includes songs like 'Dedicated to the One I Love', 'Age for Love', 'Don't Read the Letter', etc.

& TOMORROW'S TOPS

BUBBLING UNDER THE HOT 100

1. HONKY TONK, PART 2.....Bill Doggett, King 4950
2. YOUR FRIENDSDee Clark, Vee Jay 372
3. CLOSE TOGETHERJimmy Reed, Vee Jay 373
4. WE BELONG TOGETHER..Robert & Johnny, Old Town 1086
5. BECAUSE I LOVE YOU.....Dee Clark, Vee Jay 372
6. I'LL NEVER BE FREE
.....La Vern Baker and Jimmy Ricks, Atlantic 2090
7. LITTLE BOY SAD.....Johnny Burnette, Liberty 55298
8. DON'T SAY YOU'RE SORRY
.....Paul Anka, ABC-Paramount 10168
9. WAIT A MINUTE.....Coasters, Atco 6186
10. DON'T WORRY (LIKE ALL THE OTHER TIMES)
.....Marty Robbins, Columbia 41922
11. FREETy Hunter, Anna 1123
12. A TEXAN AND A GIRL FROM MEXICO
.....Anita Bryant, Carlton 538
13. YOU'RE THE BOSS
.....La Vern Baker and Jimmy Ricks, Atlantic 2090
14. KEEP YOUR HANDS OFF OF HIM
.....Damita Jo, Mercury 71760
15. WE BELONG TOGETHER.....Belmonts, Laurie 3080
16. CERVEZABert Kaempfert, Decca 30866

TOP MARKET BREAKOUTS

NEW YORK

- I REMEMBER (In the Still of the Night), Five Satins, Ember
- YOU GOTTA LOVE HER WITH A FEELING, Freddy King, Federal
- DON'T BELIEVE HIM, DONNA, Lenny Miles, Scepter
- WHEN I FALL IN LOVE, Etta Jones, King
- DEDICATED TO THE ONE I LOVE, Shirelles, Scepter

CHICAGO

- WHEELS, Billy Vaughn, Dot
- LOST LOVE, H. B. Barnum, Eldo
- PONY TIME, Don Corvay and the Goodtimers, Arnold
- FIRST TASTE OF LOVE, Ben E. King, Atco
- CHILLS AND FEVER, Ronnie Love, Dot

LOS ANGELES

- I REMEMBER, Maurice Williams and the Zodiacs, Herald
- WHEN I FALL IN LOVE, Etta Jones, King
- LEAVE MY KITTEN ALONE, Little Willie John, King
- DEDICATED TO THE ONE I LOVE, Shirelles, Scepter
- DON'T BELIEVE HIM, DONNA, Lenny Miles, Scepter

PHILADELPHIA

- WHEN I FALL IN LOVE, Etta Jones, King
- DEDICATED TO THE ONE I LOVE, Shirelles, Scepter

- I REMEMBER, Maurice Williams and the Zodiacs, Herald

DETROIT

- JIMMY'S GIRL, Johnny Tillotson, Cadence
- DEDICATED TO THE ONE I LOVE, Shirelles, Scepter

BOSTON

- AGE FOR LOVE, Jimmy Charles, Promo
- BABY SITTIN' BOOGIE, Buzz Clifford, Columbia
- WHEELS, Billy Vaughn, Dot
- YES, I'M LONESOME TONIGHT, Thelma Carpenter, Coral

SAN FRANCISCO

- DEDICATED TO THE ONE I LOVE, Shirelles, Scepter
- BABY SITTIN' BOOGIE, Buzz Clifford, Columbia
- STORY OF MY LOVE, Paul Anka, ABC-Paramount
- DON'T BELIEVE HIM, DONNA, Lenny Miles, Scepter
- AT LAST, Etta Jones, Argo

CLEVELAND

- LEAVE MY KITTEN ALONE, Little Willie John, King
- WHEN I FALL IN LOVE, Etta Jones, King
- GIFT OF LOVE, Van Dyke, Donna
- HONKY TONK, Bill Doggett, King

BUFFALO

- FLAMINGO EXPRESS, Royaltones, Goldisc

BALTIMORE-WASHINGTON

- WHEN I FALL IN LOVE, Etta Jones, King
- BABY SITTIN' BOOGIE, Buzz Clifford, Columbia
- STORY OF MY LOVE, Paul Anka, ABC-Paramount
- YES, I'M LONESOME TONIGHT, Dodie Stevens, Dot
- THEM THAT GOT, Ray Charles, ABC-Paramount

CINCINNATI

- LEAVE MY KITTEN ALONE, Little Willie John, King
- DON'T BELIEVE HIM, DONNA, Lenny Miles, Scepter
- DEDICATED TO THE ONE I LOVE, Five Royales, King
- WHEN I FALL IN LOVE, Etta Jones, King
- HONKY TONK, Bill Doggett, King

SEATTLE

- WHEN I FALL IN LOVE, Etta Jones, King
- STORY OF MY LOVE, Paul Anka, ABC-Paramount
- YES, I'M LONESOME TONIGHT, Dodie Stevens, Dot
- OH, HOW I MISS YOU TONIGHT, Jeanne Black, Capitol
- WHAT AM I GONNA DO, Jimmy Clanton, Ace

HOT 100: A TO Z

A Thousand Stars	15
Age for Love	69
Ain't That Just Like a Woman	82
All in My Mind	47
Angel Baby	5
Angel on My Shoulder	57
Apache	94
Are You Lonesome Tonight	4
At Last	64
Baby O' Baby	24
Baby Sittin' Boogie	85
Blue Tango	40
Bumble Bee	52
Calcutta	3
Calendar Girl	32
C'est Si Bon	25
Charlene	100
Chills and Fever	72
Corinna, Corinna	10
Dedicated to the One I Love (Royales)	88
Dedicated to the One I Love (Shirelles)	68
Bolt House	48
Don't Believe Him, Donna	51
Don't Read the Letter	70
Emotions	13
Exodus (Ferrante & Teicher)	31
Exodus (Mantovani)	3
Exodus Song (This Land Is Mine)	90
First Taste of Love	61
Flamingo Express	82
Gee Whizz	39
Ghost Riders in the Sky	91
Gift of Love	98
Ginny Bell	88
Good Time Baby	53
Happy Days	71
He Will Break Your Heart	21
Hoochie Coochie Coo	30
I Count the Tears	25
I Gotta Know	45
I Remember	86
I Remember (In the Still of the Night)	99
If I Didn't Care	50
I'm Hurrin'	74
Jimmy's Girl	74
Last Date (Cramer)	11
Last Date (Wolk)	75
Leave My Kitten Alone	79
Lonely Teenager	23
Lost Love	25
Love Doves	35
Magnificent Seven	67
Many Tears Ago	37
Muskrat Ramble, The	65
My Empty Arms	17
My Girl Josephine	28
My Last Date (With You) (Davis)	26
My Last Date (With You) (James)	38
No One	66
North to Alaska	12
Oh, How I Miss You Tonight	97
Once in a While	14
Pepe	54
Phidias	54
Pony Time (Checker)	49
Pony Time (Corvay)	87
Puppet Song	96
Ram-Bunk-Shush	93
Rubber Ball	9
Sad Mood	76
Sailor (Your Home is in the Sea)	18
Shop Around	7
Sound-Off	77
Spanish Harlem	45
Stay	59
Story of My Love, The	67
Sugar Bee	80
Teardrop	60
Them That Got	85
There She Goes	41
There's a Moon Out Tonight	26
Tonight—Tonight	92
Trouble in Mind	95
Utopia	44
What a Price	78
What Am I Gonna Do	56
What Would I Do	73
Wheels	34
When I Fall in Love	84
Where the Boys Are	42
(Will You Love Me) Tomorrow	4
Wings of a Dove	16
Wonderland by Night (Bryant)	1
Wonderland by Night (Kaempfert)	37
Wonderland by Night (Prima)	19
Yes, I'm Lonesome Tonight (Carpenter)	58
Yes, I'm Lonesome Tonight (Stevens)	63
You Are the Only One	33
You Don't Want My Love	89
You're Sixteen	20

REVIEWS OF

THIS WEEK'S SINGLES

SPOTLIGHT WINNERS OF THE WEEK

the pick of the new releases:

Strongest sales potential of all records reviewed this week.

Pop

BROOK BENTON



FOR MY BABY (Play, BMI) (2:40)—**THINK TWICE** (Play, BMI) (2:30)—Two more fine sides by hit maker Brook Benton. "For My Baby" is a groovy medium tempo item which Benton sings with charm; "Think Twice" is a tender ballad sold meaningfully by the chanter. Bel-ford Hendricks backings are smooth. Mercury 71774

EVERLY BROTHERS



EBONY EYES (Acuff-Rose, BMI) (2:54) — **WALK RIGHT BACK** (Cricket, BMI) (2:18) — The Everly Brothers could have their biggest hit to date with "Ebony Eyes," a tragedy song, with recitation about a girl who dies in a plane wreck. The flip is an appealing weeper sparked by a clever arrangement. Warner Bros. 5199

MARK DINNING



TOP FORTY, NEWS, WEATHER AND SPORTS (Acuff-Rose, BMI) (2:20)—This is one of the best novelty records since "Let's Think About Living." Dinning sings about radio programs, with their top 40 tunes and current events. And it's handled in infectious style. Flip is "Sud-denly (There's Only You)" (Acuff-Rose, BMI) (2:35). MGM 12980

JOHNNY BURNETTE



LITTLE BOY SAD (Cedarwood, BMI) (2:01)—Johnny Burnette will have three smashes in a row with this new disk. He sings the rhythm tune with real feeling over a substantial ork and chorus backing. Flip is "(I Go) Down to the River" (Blen-Asa, ASCAP) (2:01). Liberty 55298

LOLITA



THEME FROM A SUMMER PLACE (Witmark, ASCAP) (2:14) — **COWBOY JIMMY JOE** (Schaeffer, BMI) (2:29) —The German lass comes through with two fine follow-ups to her current hit "Sailor" here. She sings the "Theme" in German and the backing is excellent. The flip is a bright novelty. Kapp 370

DION



HAVIN' FUN (Rumbalero, BMI) (2:16)—**NORTH EAST END OF THE CORNER** (Wemar, BMI) (2:33)—Dion can do it again with these sock sides. "Havin' Fun" is on the style of his current hit "Lonely Teenagers." On the flip he shows off his swinging style on a clever piece of material. Laurie 3081

JOHNNY MASTRO



MODEL GIRL (Winneton, BMI) (2:14)—Johnny Mastro, former lead of the Crests, bows as a soloist with a fine performance on a bright song with strong backing. This could go. Flip is "We've Got to Tell Them" (Winneton, BMI) (2:43). Coed 545

DON GIBSON



WHAT ABOUT ME (Acuff-Rose, BMI) (2:09)—**THE WORLD IS WAITING FOR THE SUNRISE** (Chappell, ASCAP) (2:40)—Don Gibson for a song here that sounds a lot like "Oh Lonesome Me" and could be as big a hit. Side II is the fine standard, handled tastefully by Gibson and the group. RCA Victor 7841

RAY PETERSON



I'M TIRED (Cedarwood, BMI) (1:55)—**MY BLUE ANGEL** (Duchess, BMI) (2:50)—Ray Peterson is no longer on the Victor label, but both these sides could take off. On top is the country hit of a few years back handled solidly by the singer; "Angel" is a melodic ballad. Both have a chance. RCA Victor 7845

ETTA JONES



YOU CALL IT MADNESS BUT I CALL IT LOVE (Mayfair, ASCAP) (2:44)—The gal has had some solid outings of late and this can sustain the interest. It's the old Russ Columbo hit and it's sold with warmth and style over a jazz-oriented support. Watch it. Flip is "Sweethearts on Parade" (Mayfair, ASCAP) (2:14). King 5443

HENRY MANCINI



THEME FROM THE GREAT IMPOSTER (Southdale-Northern, ASCAP) (2:43)—Mancini wrote the score for this new film and here he performs the bright, catchy material with his ork and chorus in smart fashion. It's listenable and could break out. Flip is "Love Music," from the same film (Southdale-Northern, ASCAP) (2:25). RCA Victor 7830

(Continued on page 40)

The Original Hit!
"MARIE, MARIE"
 by **SERINO**
 R-4324
ROULETTE RECORDS

HIS BIGGEST YET!
BOBBY RYDELL
 Sings
GOOD TIME BABY
 Cameo #180
C.A.M.F. RECORDS
 1405 Locust St., Philadelphia, Pa.

Breaking Big!
PRECIOUS MOMENTS
 By
THE FABULOUS FOUR
 C-1068

Chancellor
 Distributed by AM-FAR Record Corp.

NAPPY DOES IT AGAIN!
TWO-HITS-IN-ONE
HOONIE-BOONIE
 Savoy 1594
COAL MINER
 by **NAPPY BROWN**
SAVOY RECORD CO.
 NEWARK, N.J.

PHONO. RECORD SALESMEN (3)
TO SELL RECORD PROMOTIONS
 In California, Oregon, Washington and Western States. Must reside in California. Experience essential in racks, drugs, super-markets, variety chains. State full experience, age. Inquiries confidential.
 High Salary + Expenses + Commissions
Reply Box No. 322
 The Billboard, 1564 Bdw., N. Y. C. 36

when answering ads . . .
SAY YOU SAW IT IN BILLBOARD MUSIC WEEK

ATTENTION: DISK JOCKEYS
Record Distributing Co., Inc.
 633 N. Broad St.
 Philadelphia 3, Pa.
"Our Flying Philly Distributors" Pick
"WO:WO:WO:WO!"
 by the **IVORYTONES**
UNIDAP #448
 D.J.'S: Write to Unidap Records (Div. of Franz Schubert Music)
 401 S. Jennings, Ft. Worth 4, Tex.

Best Selling Sheet Music in U. S.

Tunes are ranked in order of their current national selling importance at the sheet music jobber level.

This Week	Last Week	Weeks on Chart
1. EXODUS (Chappel)	1	9
2. WONDERLAND BY NIGHT (Roosevelt)	2	7
3. CALCUTTA (Pincus-Symphony House)	3	4
4. LAST DATE (Acuff-Rose)	5	11
5. THEME FROM THE APARTMENT (Mills)	4	27
6. ARE YOU LONESOME TONIGHT (Bourne-Cromwell)	6	8
7. NORTH TO ALASKA (Robbins)	7	5
8. GREEN LEAVES OF SUMMER (Feist)	8	12
9. MANY TEARS AGO (Roosevelt)	9	4
10. A THOUSAND STARS (Bryden)	15	4
11. SAILOR (YOUR HOME IS IN THE SEA) (Garland Music)	10	6
12. MISTY (Octave)	13	32
13. YOU'RE SIXTEEN (Blue Grass)	14	2
14. CLIMB EVERY MOUNTAIN (Williamson)	11	49
15. SWAY (Peer)	—	1

The pick of the new releases:
SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all records reviewed this week.

Continued from page 39

DICK JACOBS

THEME FROM THE GREAT IMPOSTER (Southdale-Northern, ASCAP) (1:48)—One of maestro Jacobs' neatest arrangements in a good spell. The tune itself is infectious and the crew gives it a mighty salable performance. This can share well in activity on the tune. Flip is "A La Parisienne" (Mitchell, ASCAP) (2:22). **Coral 62250**

JANIS MARTIN

CRY GUITAR (Tannen, BMI) (2:26)—Little has been heard from the young thrush for several years, but with this excellent performance of the familiar ballad tune, she can make her presence felt. First-rate job that can grab plenty of loot. Flip is "Teen Street" (Zodiac, BMI) (1:50). **Palette 5071**

DEBBIE DEAN

DON'T LET HIM SHOP AROUND (Jobete, BMI) (2:39)—Here's a very smart answer to the current hit. Material is good to begin with and the gal gets a lot of mileage out of it. Watch her. Flip is "A New Girl" (Jobete, BMI) (2:27). **Motown 1007**

ERNESTINE ANDERSON

A LOVER'S QUESTION (Eden-Progressive, BMI) (2:22)—Ernestine Anderson could have a big one with her fine performance on the old Clyde McPhatter hit. She handles the tune winningly aided by a sparkling arrangement. Flip side is another oldie. "That's All I Want From You" (Weiss & Barry, BMI) (2:20). **Mercury 71772**

PORTER WAGONER

YOUR OLD LOVE LETTERS (Red River, BMI) (2:10)—An extremely potent hunk of tragedy wax for Wagoner, about a love that is no more. Tune gets his usual stylish vocalizing and it has a chance for coin in today's pop market as well. Flip is "Heartbreak Affair" (Varden, BMI) (2:06). **RCA Victor 7837**

Rhythm & Blues

LIGHTNIN' HOPKINS

MOJO HAND (Fast, BMI) (2:20)—**GLORY BE** (Fast, BMI) (2:58)—Hopkins is at his very best with these two monumental efforts. Top side is uptempo blues—a story of women, love and superstition. Flip is a slow, dirge-like blues also spotlighting drums and the singer's own guitar. **Fire 1034**

(Continued on page 41)

Jerri Adams Bows On Frat With 'Tower'

CINCINNATI — Thrush Jerri Adams, who recently obtained her release from Columbia Records after seven years with that label, Friday (20) had her first release on Harry Carlson's Fraternity label, a new version of the Jack Fulton-Lois Steele tune, "Ivory Tower," with which Fraternity enjoyed huge success a few years back in the single waxed by Cathy Carr. In her new version, Miss Adams handles the vocals in three voices. Flip is "All Around My Heart," penned by Edward H. Labunski, Fraternity a.&r. man. Miss Adams is backed on both sides of her new release by the Anita Kerr Singers.

BILLBOARD MUSIC WEEK
HOT C & W SIDES

FOR WEEK ENDING JANUARY 29

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	TITLE, Artist, Company, Record No.		WEEKS ON CHART
1	1	2		NORTH TO ALASKA, Johnny Horton, Columbia 41782	11	
2	2	1		ON THE WINGS OF A DOVE, Ferlin Husky, Capitol 4406	21	
3	3	3	1	MISSED ME, Jim Reeves, RCA Victor 7800	13	
4	5	5	4	FALLEN ANGEL, Webb Pierce, Decca 31165	11	
5	4	6	10	WINDOW UP ABOVE, George Jones, Mercury 71700	12	
6	7	7	9	SWEET DREAMS, Don Gibson, RCA Victor 7805	9	
7	6	4	5	EXCUSE ME, Buck Owens, Capitol 4412	19	
8	9	9	7	I THINK I KNOW, Marion Worth, Columbia 41799	11	
9	8	8	11	AM I LOSING YOU, Jim Reeves, RCA Victor 7800	10	
10	10	12	21	MY LAST DATE (WITH YOU), Skeeter Davis, RCA Victor 7825	4	
11	11	10	6	ALABAM, Cowboy Copas, Starday 501	30	
12	12	13	13	POLKA ON A BANJO, Lester & Earl Scruggs, Columbia 41786	8	
13	14	11	12	LAST DATE, Floyd Cramer, RCA Victor 7775	12	
14	16	15	8	YOU CAN'T PICK A ROSE IN DECEMBER, Ernest Ashworth, Decca 31156	14	
15	15	17	20	LOVING YOU, Bob Gallon, Hickory 1130	9	
16	13	18	18	WANTING YOU, Jimmy Newman, MGM 12945	12	
17	24	25	30	WALK OUT BACKWARD, Bill Anderson, Decca 31168	5	
18	22	30	—	I'LL HAVE ANOTHER CUP OF COFFEE, Claude Gray, Mercury 71732	3	
19	25	27	22	ONE STEP AHEAD OF MY PAST, Hank Locklin, RCA Victor 7813	4	
20	28	—	27	FORGET THE PAST, Faron Young, Capitol 4463	4	
21	17	14	15	YOU DON'T WANT MY LOVE, Roger Miller, RCA Victor 7776	12	
22	21	26	14	BEFORE THIS DAY ENDS, George Hamilton IV, ABC-Paramount 10125	16	
23	—	29	26	A WORLD SO FULL OF LOVE, Ray Sanders, Liberty 55267	9	
24	19	21	25	LITTLE GUY NAMED JOE, Stonewall Jackson, Columbia 41785	12	
25	20	16	16	HERE I AM DRUNK AGAIN, Clyde Beaver, Decca 31173	14	
26	—	—	—	IMAGE OF ME, Bob Wills, Liberty 55264	1	
27	—	19	17	THE MOON IS CRYING, Allan Riddle, Plaid 1001	11	
28	18	20	19	I WISH I COULD FALL IN LOVE TODAY, Ray Price, Columbia 41767	17	
29	23	24	—	BEFORE THIS DAY ENDS, Eddy Arnold, RCA Victor 7794	3	
30	30	—	—	A WORLD SO FULL OF LOVE, Faron Young, Capitol 4463	2	

Latest Smash!
 WHAT AM I GONNA DO b/w AM I
JIMMY CLANTON
ACE RECORDS
 804 Vincent Bldg., Jackson, Miss.

"TAKE GOOD CARE OF HER"
 By The Year's Most Promising New Star
ADAM WADE
 Coed #546
COED RECORDS
 1619 Broadway New York, N. Y.

America's Largest and Oldest
ONE-STOP RECORD SERVICE!
45 RPM 60c
 ALL LP's--REGULAR DISTRIBUTOR
 WHOLESALE--NOTHING OVER
SAME DAY SERVICE
The MUSICAL SALES COMPANY
 The Musical Sales Bldg.
 Baltimore 1, Maryland

New! New! New!
WILD DESIRE Ad #4784
 by **ANDY DOLL**
HAVE I LIVED Ad #4785
 by **GENE JAY**

Ad Records, Oelwein, Ia.

the pick of the new releases:

SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Continued from page 40

JACKIE BRENSTEN



YOU AIN'T THE ONE (Saturn, BMI) (2:11)—**TROUBLE UP THE ROAD** (Saturn, BMI) (2:11)—The old "Rocket 88" man has two compulsive sides, deep in the blues genre. On top he shouts the message to an answering chick chorus, while the flip is another driving effort, delivered with fierce intensity, also featuring a femme chorus. Standout efforts. **Sue 736**

BOBBY MARCHAN



ALL IN MY MIND (Figure, BMI) (3:06)—The tune is getting chart action now on another version, but this solid reading to a slow, drag tempo can grab plenty of attention, too. Has an effective organ and trombone backing as well. Watch this. Flip is "I Miss You So" (2:47). **Fire 1035**

SPECIAL MERIT SPOTLIGHTS

The following records have been picked for outstanding merit in their various categories because in the opinion of The Billboard Music Staff they deserve exposure.

(See Reviews Elsewhere in This Issue)

Pop Disk Jockey Programming

THE RANDY VAN HORNE SINGERS

★★★★ **THE MARCH OF THE REGIMENT** (Southern, ASCAP) (2:20)

★★★★ **THE OLD CHISHOLM TRAIL** (Gallico, ASCAP) (2:20) Everest 19399

★★★★★

VERY STRONG SALES POTENTIAL

POPULAR ★★★★★

HUEY SMITH AND THE CLOWNS
★★★★ **The Little Moron** — IMPERIAL 5721—A good, rockin' tune with strong blues feeling. Smith makes it come alive, to an effective repeating chorus. Good rhythm side. (Travis, BMI) (2:31)

★★★★ **Someone to Love**—A slow r.&b.-style ballad done effectively by Smith with a chorus. (Travis, BMI) (2:18)

THE RANDY VAN HORNE SINGERS
★★★★ **The March of the Regiment** — EVEREST 19399—The chorus is heard far in the distance as they march along. The sound builds and builds as they approach. Big, colorful sound here with a band joining in. Effective wax that's different. Watch this. It could step. (Southern, ASCAP) (2:20)

★★★★ **The Old Chisholm Trail**—A happy, Westernish, folksy tune on the "ti yi yippy yippy ya" kick. A smart arrangement with banjos and harmonicas. Watch both sides. (Gallico, ASCAP) (2:20)

FREDDY KING
★★★★ **I Love the Woman**—FEDERAL 12401—Freddie King sells this listenable blues with a warm, down-home style over smart support from the combo. He can get action with this disk. (Stebrita, BMI) (2:46)

★★★★ **Hide Away**—Here's a swinging side that has a chance to collect a lot of coins on the boxes, pop and r.&b. Two good sides. (Sonlo, BMI) (2:34)

TONY MARTIN
★★★★ **To Be Alone**—DOT 16181—The Hilltoppers hit of many years ago receives a fine reading by Martin on his debut waxing for the label. The backing is attractive and the disk has a chance. (Randy-Smith, ASCAP) (3:08)

★★★★ **Don't Worry**—Tony Martin bows on the label with a country weeper penned by Marty Robbins. The backing is first-rate and Martin handles it with feeling. A strong hunk of wax. (2:55)

JACK EUBANKS
★★★★ **What'd I Say**—MONUMENT 434—Instrumental with strong vocal group and good tenor and guitar work in the blues groove. Tune is based on well-known blues riff. (Progressive, BMI) (2:50)

★★★★ **Chirkahua** — Soulful medium-tempo blues flavored with a decided Latin beat is the sock basis for this instrumental. Side spots good guitar and tenor sax work. (Combine, BMI) (2:20)

THE HEATHMEN
★★★★ **Gurney Slide Theme** — LONDON 1966—The tune is a big hit in England right now by Max Harris, a side that has also been released here. This jazz-inspired version is good enough to grab some of the action. (Hollis, BMI) (2:08)

★★★★ **Janine**—An interesting, offbeat melody is carried by twin saxes in high register. Side has a saucy, medium rhythm beat. Heathmen are part of the Ted Heath band from England. Two listenable sides. (Hollis, BMI) (2:27)

ADAM WADE
★★★★ **Take Good Care of Her**—COED 546—Strong vocal offering by Wade on a tender ballad with good lyrics. Song has enough appeal to get a lot of action. (Paxton, ASCAP) (2:30)

★★★★ **Sleepy Time Girl**—A persuasive performance by Wade on a relaxed arrangement of the charming oldie. (Whiting, ASCAP) (3:18)

CHARLIE RYAN
★★★★ **Hot Rod Hades**—FOUR STAR 1749—Charlie Ryan tells about his accident in his hot rod and where he ended up, on this bright side. Could be another hit for Ryan. Watch it. (Wallace-Fowler, BMI) (2:20)

★★★★ **Hot Rod Guitar**—On this side the talker-singer comes through with a strong guitar performance on a swinging side that has a solid sound. Strong instrumental. (Wallace-Fowler, BMI) (2:24)

PAUL CHAPLAIN
★★★★ **Swingtime in the Rockies**—HARPER 101—The chanter turns in a swingin' version of the oldie over wild support by the combo, who back him with a pounding beat. This one could catch coins. It moves, moves, moves. (Robbins, ASCAP) (M:10)

★★★★ **So All Alone**—Paul Chaplain sells this slight item in warm style over a Latin beat. Flip is stronger. (Jonton-Realgone, BMI) (2:16)

CLIFF (HONKY TONK) SCOTT
★★★★ **Skitchy**—KING 5440—Bouncy instrumental item with good sax solo work

and lively tempo. Strong side here. (Lois, BMI) (2:20)

★★★ **Bushy Tail**—Slinko sax solo work on a tasteful instrumental side with a catchy tempo. Dual market wax. (Lois, BMI) (2:30)

SATINTONES
★★★★ **Tomorrow and Always** — MOW-TOWN 1006—An expressive reading by the lead singer on the answer tune to the Shirelles' smash hit. Strong vocal could help this happen. (Jobete-Aldon, BMI) (2:32)

★★★ **A Love That Can Never Be**—Lead singer offers a strong stint on a gospel-flavored item. (Jobete-Aldon, BMI) (2:39)

BOBBY BLAND
★★★★ **I Pity the Fool**—DUKE 332—Bland packs plenty of emotional impact into a fervent r.&r. item. Watch this one. (Lion, BMI) (2:30)

★★★ **Close to You**—An attractive vocal performance by Bland on gospel-flavored ditty with bouncy tempo. (Lion, BMI) (2:22)

AL ALBERTS
★★★★ **Oh, My Papa**—SWAN 4067—The old hit for Eddie Fisher is updated by Alberts on his first outing for the label. He sings it neatly and with feeling to a Latin-styled arrangement with a handsome, clean trumpet passage. A good job, worthy of exposure. (Shapiro-Bernstein, ASCAP) (2:35)

★★★ **I'm Alone**—A nice, easygoing ballad with an infectious rhythm. Alberts handles it in pleasant, crooning fashion to an effective femme chorus backing. (Springton, ASCAP) (2:20)

LAURIE DAVIS
★★★★ **Don'cha Shop Around** — GUARANTEED 218—Miss Davis turns out a fine, swingin' answer to the current hit, "Shop Around." The gal is good and she gets a solid rockin' backing. Watch this one. It can grab a share of the loot. (Jones, BMI) (2:33)

★★★ **Red Blooded, True Blue American Boy**—Here's another good effort, in the rockin' groove. The gal calls out for her ideal boy, to a backing of a "yeh yeh" chorus. Flip will get the edge here. (Meridian, BMI) (2:20)

MARTIN DENNY
★★★★ **Volcano**—LIBERTY 55301—Martin Denny could have another hit with this ear-catching effort on the order of "The Quiet Jungle." It contains all of the usual jungle sounds, plus the driving Denny piano work. A strong disk for jocks and jukes. (Asa, ASCAP) (2:13)

★★★★ **My Tane**—(My Man) From his new album "Exotic Percussion" comes this attractive side by Denny. It is a lovely ballad, with only touches of the usual Denny sounds. Worth exposure. (Bourne, ASCAP) (2:31)

'CILE TURNER
★★★★ **Joe Sweeney**—COLONIAL 7011—A banjo-backed tune, with 19th century flavor. Tells of a pioneer of the banjo. An uncommon item, and jocks will find it a welcome change, with its folksy style. (Bentley, BMI) (2:47)

★★★★ **In Virginia**—Redolent of Civil War atmosphere is this side. The vocal is in narrative style, to a quiet organ backing. (Bentley, BMI) (4:29)

THE GAYLORDS
★★★★ **Daisy, You're Drivin' Me Crazy**—MERCURY 71762—A smart, uptempo performance of a swinging rocker by the Gaylords that moves. The lads handle it brightly and it adds up to one of the group's best sides in many months. (Eden, BMI) (2:15)

★★★★ **Born to Be Loved**—The Gaylords sell this attractive ballad in warm style, over simple and tasteful backing by the orchestra. On the second chorus the lyrics are spoken by the lead singer. (Gill, BMI) (2:22)

WERNER MULLER, HIS ORK & CHORUS
★★★★ **The Hawaiian Wedding Song**—LONDON 1963—Mighty pleasant instrumental wax, done by the strings and non-lyric chorus. Much flavor of the Islands here and with the current interest in instrumental, the side would have a chance. (King-Pickwick, ASCAP) (2:30)

★★★★ **Easy to Love**—The Muller ork and male chorus offers a bright and shimmering arrangement of the Cole Porter standard. Nice sound in a breezy tempo. Programmable. (Chappell, ASCAP) (3:05)

★★★ GOOD SALES POTENTIAL

POPULAR ★★★★★
STONY STARR
★★★ **Theme for Moongazers** (Parts I and

II)—MAGNET 1002—The "Theme" seems to be played by some electronic instrument. It's played in a medium-bounce tempo and although a bit repetitious there are good guitar spots. Could get spins. (Fabulous, ASCAP) (2:18 & 2:18)

KRIS JENSEN
★★★ **Your Daddy Don't Like Me** — LEADER 813—Verveful young chanting by Jensen on teen-appeal ditty by Boudleaux Bryant. Merits spins. (Acuff-Rose, BMI) (2:00)

★★★ **Please Let Me Love You Tonight**—Plaintive warbling by Jensen on wistful rockaballad. (Acuff-Rose, BMI) (2:00)

THE PETE KING CHORALE AND ORCHESTRA
★★★ **Hey, Look Me Over**—KAPP 367—Lively tune from new Lucille Ball musical is sung with bright vivacity by Chorale. Both sides are from LP, and stack up as fine jockey wax. (Morris, ASCAP) (2:22)

★★★ **Tall Hope**—Pleasant vocal by Jack Jones and group on effective theme from same show, "Wildcat." (Morris, ASCAP) (2:20)

RUSS CONWAY
★★★ **Matador From Trinidad**—CUB 9084—Here's a neat souped up piano instrumental by Conway, in Modified cha cha tempo. It moves right along and it's definitely worth spins. Good jock and juke fare. (Mogull, ASCAP) (1:52)

★★★ **Pepe**—The British pianist has the latest of a number of slicings of this movie theme material, already a hit for Duane Eddy. It's a pleasant, tinkling piano rendition which could cop some play. (Shapiro-Bernstein, ASCAP) (2:15)

ROBIN DALE
★★★ **Incident at Shiloh**—LIBERTY 55297—This is the story of the Battle of Shiloh, as told in song by one soldier in the battle, named Johnny. It's an exciting ditty with listenable backing by the ork and chorus, and Dale gives it a dramatic performance. (Red River Songs, BMI) (2:42)

★★★ **Cry, Cry, Cry**—The Johnny Cash tune receives an attractive vocal from Dale, aided by a strong rhythmic beat on the part of the ork and chorus. (Hi Lo, BMI) (2:27)

BILL HARRIS
★★★ **Danny Boy**—EAGLE 1002—Interesting rockaballad version of the familiar tune by Harris and a vocal group. Could get some spins. (PD) (3:01)

★★★ **I'm So Glad**—Harris sells this happy tune in happy fashion, with more than a trace of the Sam Cooke style here, aided by good support from the group and combo. (Goth, BMI) (2:05)

THE GENTRY BROTHERS
★★★ **Swooney** — DIXIE 890 — Interesting instrumental in the Duane Eddy groove with a guitar lead that moves, plus an occasional talking comment. Good side that could pull some juke coins. (Golden State, BMI)

★★★ **Swanky**—A bright side, with an Indian-styled rhythm, that could turn into an instrumental coin-catcher. It has a good sound and a good lead guitar. (Golden State, BMI)

THE V EIGHTS
★★★ **My Heart**—VIBRO 4005—A rockaballad with triplet-figured arrangement. Vocal has a touch of church style. (Sand & Surf, BMI) (2:14)

★★★ **Papa's Yellow Tie**—A novelty blues. Chanted with plenty of beat and drive. (Sand & Surf, BMI) (2:12)

JANET AND JAY
★★★ **Compatitude**—LEADER 810—Teenage boy and girl over the telephone routine is the feature of this disk. Cute novelty has medium tempo riff in the background. (Herb Reis, BMI) (1:57)

★★ **Pretend a Wedding**—The two teeners sing about a pretended wedding on the flip. (Herb Reis, BMI) (2:54)

TOMMY WINTERS
★★★ **Stop the Clock**—DOTTIE 1007—Expressive chanting by Winters and group on prett; rockaballad. (Don Carlos, BMI) (2:51)

★ **Why, Oh Why**—Frantic r.&r. ditty is wrapped up in okay vocal. (Don Carlos, BMI) (2:20)

LILL-BABS
★★★ **Just a Letter to Me Won't You Send** —COLUMBIA 41918—The Swedish pop star handles her big hit here with vigor over strong backing by the small combo. Tune is a hit for the lass in Sweden and it has a chance here as a novelty. Tune is sung in English. (Mogull, ASCAP) (2:35)

★★ **Cinderella Jones**—The Swedish miss handles the light rocker in gimmicky style over interesting support by the ork. Flip is stronger. (Harvard, BMI) (2:03)

GRETHE SONCK
★★★★ **Just a Letter to Me Won't You Send** —COLPIX 172—The thrush from Denmark has an effective vocal version of the tune, also recently cut by Lill Babs. Side can garner play. (Mogull, ASCAP) (2:19)

★★★ **The Funny Fairy**—An interesting, jazz-styled arrangement, done in English. Gal has a very effective sound. (DGF) (2:35)

TERRY PHILIPS
★★★★ **Fear**—CORAL 62247—Terry Philips comes through with a mighty powerful performance of a dramatic rocker here. Backing is potent, too. Lad sells the tune with style. (Berry, BMI) (2:40)

★★★ **Find a Horseshoe**—Chanter again handles a dramatic item with much feeling over wild support by the ork. Both sides are worth spins. (Westside, BMI) (1:52)

AWOOD MAGIC
★★★★ **Pretty Pretty Waitress**—MINIT 621—Slight West Indian touch gives this tune a healthy swing and character. The boy does a good reading on the cute novelty. (Minit, BMI) (1:55)

★★★ **It's Better to Dream**—Unusual strong writing gives a lift to this ballad by the boy. (Minit, BMI) (2:39)

ALAN MARLO
★★★ **Carloca**—HAP 1006—The oldie is handed a bright, swinging reading here by the combo with the harmonica handling the lead. Side is a good one for the boxes. (Harms, ASCAP) (2:29)

★★★ **Sleepy Time Girl**—Pleasant version of the oldie with a harmonica in the lead. There are triplets in the backing. The side could get spins. (Feist, ASCAP) (2:23)

THE FOUR COINS
★★★ **Beat on Your Drum, Little Suzann**—MGM 12977—Haunting, folksy saga is wrapped up in an attractive reading by the group. Merits exposure. (Joy, ASCAP) (3:07)

★★★ **Love Is Where You Are**—Dramatic ballad is sung in the group's usual expressive style. Spinnable. Tune is taken from "Madame Butterfly." (Kryder, BMI) (2:35)

RICHARD BERRY
★★★ **Give It Up**—PAXLEY 751—Exuberant chanting by Berry on a lively r.&r. item with a catchy tempo. (Maverick, BMI) (2:23)

★★★ **I Want You to Be My Girl**—Solid vocal delivery by Berry on a swiny theme. (Maverick, BMI) (2:45)

ELECTRIC JOHNNY
★★★ **Johnny on His Strings**—FELSTED 8613—Guitarist Johnny and his Skyrockets swing this rocker-blues in high style. Instrumental has fine soloing by the leader and strong rhythmic assist from the group. (Felsted, BMI) (2:43)

★★★ **Black Eyes Rock**—The perennial "Dark Eyes" gets a slow, mournful reading here on electric guitar. Slow tempo lasts for one chorus and then tempo picks up going out. (Burlington, ASCAP) (2:51)

FIVE KEYS
★★★ **That's What You're Doing to Me**—KING 5446—Exuberant chanting by the lead singer on a bouncy rhythm item with gospel flavor. Sounds like an old disk. (Armo, BMI) (2:16)

★★★ **You Broke the Only Heart**—Feeling reading by the lead chanter on an appealing rockaballad. Good side. (Lois, BMI) (2:27)

HANK LOCKLIN
★★★ **You Burned a Hole in My Heart**—FOUR STAR 1747—Locklin, who recently had a pop hit with "Please Help Me, I'm Falling," has one of his older sides re-issued here. It's a ballad in medium tempo with a nice vocal by the chanter against country rhythm support, with harmony fiddles. Can get some play. (Four Star, BMI) (2:46)

★★★ **The Same Sweet Girl**—Another tune, written by Locklin himself, is given a heartfelt and sincere, clear-voiced delivery. Two sides that can win spins. (Four Star, BMI) (2:35)

JOHNNY AND JAY AND THE HIGH HATS
★★★★ **Milord**—KAPP 368—Old-fashioned honky-tonk piano work and a snappy beat make this a spinnable novelty. The whistling on the second chorus adds a lot of life, too. This can compete with other versions. (Alamo, ASCAP) (2:08)

★★ **The Eighth Floor**—Interesting effort about the mysterious people on the eighth floor receives a listenable vocal performance here from the chorus. An unusual novelty. (Garland, ASCAP) (2:40)

KENNY DANA
★★★★ **Rome Wasn't Built in a Day**—SHELL 301—The boy sings this fine ballad

(Continued on page 42)

Reviews of New Pop Records

Continued from page 41

with a great deal of style. A mass of strings and vocal chorus also add attractive plushness to the side. (Saxon, BMI) (2:40)

★★ All the Words—The wonders of young love are described by Kenny on this medium tempo opus. Vocal chorus and strings again assist. (Saxon, BMI) (1:55)

★★★★
VERY STRONG SALES POTENTIAL

COUNTRY & WESTERN ★★★★★

THE WILLIS BROTHERS

★★★★ Little Footprints in the Snow—STARDAY 532—Expressive country ditty with good lyrics is chanted in solid fashion by group. (Starday, BMI)

★★★★ Y'all Come—Cheerful country ditty with infectious tempo is wrapped up in friendly vocal treatment. (Starday, BMI)

BILLY WALKER

★★★★ Yes, I've Made It—COLUMBIA 41872—Feelingful rendition by Walker and chorus on pretty country-flavored theme. Dual market side. Watch this one; it could happen. (Pamper, BMI) (2:44)

★★ Faded Lights and Lonesome People—Walker sings out with sincerity and heart on touching weeper with good lyrics. Good side here with a chance. (Golden West, BMI) (2:27)

★★★★
GOOD SALES POTENTIAL

COUNTRY & WESTERN ★★★

BOBBY BO BO AND HOMETOWNERS

★★ Battle of Gettysburg—LEE 507—Tying in with the commemoration of the 100th anniversary of the Civil War, this disk is in the saga song tradition and tells, briefly, the story of the battle that ultimately decided the fate of the Confederacy. (Dyche BMI) (2:17)

★★ Goin' Out of Style—Bo and the boys vocal group sing this tune in the weeper tradition. It has to do with the plight of a fading love affair. (Dyche, BMI) (2:35)

HOWARD CROCKETT

★★ That Old Juke Box—MANCO 1012—Something of a "Last Date" motif on this weeper well sung by Crockett. Pop influence creeps into vocal backing. (Bluebonnet, BMI) (1:57)

★★ Steamboat Bill—Not the old "Steamboat Bill," but rather a new edition. Idea is still pretty much the same. (Bluebonnet, BMI) (2:00)

TOMMY BOYLES

★★ So Long, Johnny, So Long—GRANITE 552—Here's an old-fashioned-styled event song based on a very recent event—the death of Johnny Horton. It's done with considerable feeling to three-quarter time, with Boyles listing all the Horton hits in his tribute. (Peer, BMI) (2:36)

★★ Don't Be Somebody Else's Baby—Boyles lends his strongly nasal country sound to an upbeat rhythm side. Okay wax with an edge to the flip, on its subject matter. (Peer, BMI) (1:44)

SURRATT AND SMITH

★★ Just One Little Kiss—KING 5448—Bright, upbeat country wax in which the cat is pleading with his chick at the gate for one kiss before he splits. Nice performance. (Lois, BMI) (2:00)

★★ The Cabin—One of the two—Surratt or Smith—offers a weeper, with banjo and guitar accompaniment in the traditional style. (Lois, BMI) (1:55)

★★★★
VERY STRONG SALES POTENTIAL

RHYTHM & BLUES ★★★★★

BARRETT STRONG

★★★★ Money and Me—TAMLA 54035—Swinging beat with a Latin-flavored rhythm sets the tempo on this good blues. Strong does a fine job on the tune dealing with

money troubles. Could happen. Watch it. (Jobete, BMI) (2:28)

★★★★ You Got What It Takes—Strong performs well on this infectiously humorous medium-tempo tune which is done in the style of Lloyd Price. Both sides have a chance. (Jobete, BMI) (2:55)

LIGHTNIN' SLIM

★★★★ I Just Don't Know—EXCELLO 2195—Showmanly chanting on catchy bluesy theme with effective harmonica backing. Strong wax for the r.&b. marts. (Excellorec, BMI) (2:15)

★★★ Somebody Knockin'—Deep South blues is wrapped up in haunting vocal with plaintive harmonica work on the backing. (Excellorec, BMI) (3:02)

★★★★
GOOD SALES POTENTIAL

RHYTHM & BLUES ★★★

HOWLIN' WOLF

★★★ Back Door Man—CHES 1777—Fervid shouting by the artist on a Deep South blues chant. Solid wax for r.&b. markets. (Arc, BMI) (2:35)

★★★ Wang Dang Doodle—Howlin' Wolf wraps up a primitive blues chant in solid, emotional delivery. Strong Southern-styled wax. (Arc, BMI) (2:20)

SMILEY LEWIS

★★★ Tell Me Who—IMPERIAL 5719—Personable vocalizing by Lewis on an appealing theme, with relaxed tempo. (Travis, BMI) (2:28)

★★★ Stormy Monday Blues—Lewis sings the bluesy item with sincerity and feeling. Spinnable. (Advanced, ASCAP) (2:28)

SLIM HARPO

★★★ Rainin' in My Heart—EXCELLO 2194—Attractive warbling by Harpo on a pleasant r.&b. item. Spinnable. (Excellorec, BMI) (2:45)

★★★ Don't Start Crying Now—Exuberant vocal stint by Harpo on a fast-moving rhythm-rocker. (Excellorec, BMI) (2:11)

LITTLE MILTON

★★★ I'm in Love—BOBBIN 128—Bouncy rhythm ditty is wrapped up in a lively vocal by lead warbler and group. (Lycy, BMI) (2:10)

★★★ Cross My Heart—Plaintive delivery by Little Milton on feelingful rockaballad. (Lion, BMI) (2:46)

ALBERT KING

★★★ I've Made Nights by Myself—BOBBIN 129—King shouts the blues here and he's backed by a swingin' band. Side has an interesting echoey quality. (Lycy, BMI) (2:33)

★★★ I Walked All Night Long—A good, pounding rhythm blues job by King. The chanter hands it a lot of feeling. (Lycy, BMI) (2:51)

★★★★
VERY STRONG SALES POTENTIAL

SPIRITUAL ★★★★★

FAMOUS DAVIS SISTERS

★★★★ Right Now Jesus—SAVOY 4152—The Sisters are moved to inspired heights on this one. Their message of joyousness through the Lord comes through strongly. (Savoy, BMI)

★★★★ Jesus Is the One to Love—Unusual song has a structure much like that of a popular ballad. The Sisters do an outstanding job on the beautiful melody. Standard gospel backing is in support. (Savoy, BMI)

ALEX BRADFORD

★★★★ Nobody's Fault But Mine—GOSPEL 1046—The strong Bradford touch is in full evidence on this fine gospel disk. Choir assists with standard backing. (Volunteer, BMI)

★★★★ The Storm Is Not Over—Choir opens this rhythmic song with Bradford joining right in as lead. (Volunteer, BMI)

MARIAN WILLIAMS

★★★★ Lord My Keeper Be—SAVOY 4151—Marian Williams speaks the inspirational message of the lyric here during the

first chorus and then sings the words with much power. (Savoy, BMI)

★★★★ Blood Saved Me—Slow but rhythmic tempo of this strong gospel piece is exceedingly effective as sung by Miss Williams. Should be a fine gospel seller. (Crossroads, ASCAP)

THE FAMOUS WARD SINGERS

★★★★ A Sweeter Tomorrow—SAVOY 4153—Some wonderful and spirited chanting to the Lord by the singers. The side features a most expressive, slow rhythm solo passage by the contralto. A moving experience. (Savoy, BMI)

★★★★ Life Is Just One Step—Here, the fervent lead gets exceptional group harmony support in this great lesson song. The gals are in splendid form here and the spirit is surely on them. Organ and piano offer a traditional-styled backing. (Savoy, BMI)

GOSPEL CONSOLATORS

★★★★ Who Should Remember—PEACOCK 1825—The lead sing-chants the powerful message here against a mixed gospel chorus background. Plenty of emotion is on this side with its persistent and persuasive rhythm and fine performance. (Lion, BMI) (2:23)

★★★★ Shout All Over God's Heaven—A snappy, compulsive upbeater, actually in blues gospel style. It's based on "I Got Shoes," an old theme in this field. Group has an exciting sound. (Lion, BMI) (2:20)

ORIGINAL FIVE BLIND BOYS

★★★★ Lord, Lord You've Been So Good to Me—PEACOCK 1824—The lead is Robinson here and the singer gives a performance full of reverence and shouting power. This is a pounding, medium rhythm side and the boys give it much expression. Can be a fine seller. (Lion, BMI)

★★★★ Sending Up My Timber—A slow, expressive reading, also by the lead man, Robinson, against an organ back-up. Wonderfully satisfying wax. (Lion, BMI)

PROF. HAROLD BOGGS

★★★★ Heavenly Power—NASHBORO 684—Powerful singing by the Professor on this disk that exalts in the power of the Lord. Vocal chorus with piano and drums supports the vocal sermon. (Excellorec, BMI) (2:46)

★★ When They Ring Them Golden Bells—The glories of the heavenly land are extolled in this joyous side. (Excellorec, BMI) (2:41)

★★★★
GOOD SALES POTENTIAL

SPIRITUAL ★★★

THE BRIGHT STARS

★★★ I Feel the Fire Burning—NASHBORO 683—The spirit of religion is a burning fire, according to the lyric of this strongly felt and sung spiritual. The lead singer and the group do a powerful job. (Excellorec, BMI) (2:35)

★★★ Rainbow in the Sky—The story of Noah and the rains is the subject matter of this strongly sung side. (Excellorec, BMI) (2:18)

GOLDEN TRUMPETS

★★★ The Blood of Jesus—NASHBORO 682—Salvation through the blood of the Saviour is the message spelled out by the lead singer and mixed chorus that assists. (Excellorec, BMI) (2:25)

★★★ Standing on His Word—Faith in the word of the Redeemer is the subject matter of this fast-moving vocal by the group. (Excellorec, BMI) (2:46)

★★★★
VERY STRONG SALES POTENTIAL

CHILDREN'S ★★★★★

FOUR STAR CHILDRENS

KURT KNUDSEN
★★★★ Cinderella—GOLDEN 628—Knudsen tells a bedtime story about Cinderella, to the effective, but soft-pedaled accompaniment of a combo. The whole thing is done in rhyme style. Effective children's material. The tale covers both sides.

JIMMY CARROLL & ORCHESTRA

★★★★ Dennis the Menace Songs—GOLDEN 626—The TV character who has become a hero to many of the nation's kiddies offers a couple of kiddie-styled tunes—"I Hate Spelling" and "I'm Home." Dennis voice is done by Phillip Fox. TV tie-in makes it a merchandisable disk.

(Continued on page 44)

BILLBOARD MUSIC WEEK HOT R & B SIDES

FOR WEEK ENDING JANUARY 29
TITLE, Artist, Company, Record No.

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	WEEKS ON CHART	
				1	2
1	1	2	2	SHOP AROUND, Miracles, Tamla 54034	7
2	4	21	18	(WILL YOU LOVE ME) TOMORROW, Shirelles, Scepter 1211	4
3	2	1	1	HE WILL BREAK YOUR HEART, Jerry Butler, Vee Jay 354	14
4	26	—	—	HOCHIE COCHIE COO, Hank Ballard and the Midnighters, King 5430	2
5	6	17	17	I IDOLIZE YOU, Ike & Tina Turner, Sue 735	6
6	3	8	9	GONZO, James Booker, Peacock 1697	9
7	8	3	3	LAST DATE, Floyd Cramer, RCA Victor 7775	14
8	13	11	10	MY GIRL JOSEPHINE, Fats Domino, Imperial 5704	11
9	5	5	8	FOOLS RUSH IN, Brook Benton, Mercury 71722	9
10	18	12	15	CRY, CRY, CRY, Bobby (Blue) Bland, Duke 327	16
11	11	29	—	TROUBLE IN MIND, Nina Simone, Colpix 175	3
12	25	—	—	ANGEL BABY, Rosie and the Originals, Highland 1011	2
13	—	—	—	STAND BY ME, Little Junior Parker, Duke 330	1
14	15	4	4	ARE YOU LONESOME TONIGHT, Elvis Presley, RCA Victor 7810	9
15	14	7	5	WONDERLAND BY NIGHT, Bert Kaempfert, Decca 31141	7
16	9	18	25	EXODUS, Ferrante & Teicher, United Artists 274	5
17	—	—	—	I COUNT THE TEARS, Drifters, Atlantic 2087	1
18	21	26	23	HAPPY DAYS, Marv Johnson, United Artists 273	7
19	23	—	—	MY DEAREST DARLING, Etta James, Argo 5368	16
20	12	30	—	SPOONFUL, Etta and Harvey, Chess 1771	4
21	—	—	—	GEE WHIZ, Innocents, Indigo 111	1
22	29	—	—	AT LAST, Etta James, Argo 4003	2
23	—	25	28	THE SLIDE, Googie Rene, Rendezvous 134	3
24	—	—	—	ALL IN MY MIND, Maxine Brown, Nomar 102	1
25	19	16	12	NEW ORLEANS, U. S. Bonds, Legrand 819	13
26	20	10	19	NORTH TO ALASKA, Johnny Horton, Columbia 41782	9
27	10	13	20	RUBY, Ray Charles, ABC-Paramount 10164	7
28	—	—	—	SPANISH HARLEM, Ben E. King, Atco 6185	1
29	22	9	14	STAY, Maurice Williams, Herald 552	18
30	—	27	29	BYE BYE BABY, Mary Wells, Motown 1003	5

ON MY KNEES and STAY
Charlie Rich
Phillips International #3562
639 Madison Memphis, Tenn.

REDD FOX RELEASE
"WILD PARTY"
Redd Foxx
LP 804
EP 805—EP 806
DOOTO
REG. U.S. PAT. OFF.

2 to Watch!
SOMEBODY KNOCKIN'
LIGHTNIN' SLIM
Excello 2195
RAININ' IN MY HEART
SLIM HARPO
Excello 2194
NASHBORO RECORDS, Nashville, Tenn.

SPIRITUAL SLEEPER
THE GOSPEL CONSOLATORS
"WHO SHOULD REMEMBER!" b/w
"SHOUT ALL OVER GOD'S HEAVEN"
Peacock #1825
PEACOCK RECORDS, INC.
2809 Erastus St., Houston 26, Tex.

The Cinderella of Show Business...

KATHY YOUNG

Follows up
"A Thousand Stars" with...

"HAPPY BIRTHDAY BLUES"

Indigo #115



indigo records

3330 BARHAM BLVD., HOLLYWOOD 28, CALIF.

• **Reviews of New Pop Records**

• *Continued from page 42*

COLDON TONES
 ★★★★★ Happy Birthday with Party Playtime—GOLDEN 638—Six "happy birthday" game songs are done here by the group, with an unbillied narrator. Games include "Simon Says," "Hot Potato," "Blindman's Buff," etc. Worthwhile wax at 49 cents.

★★★
GOOD SALES POTENTIAL

CHILDREN'S ★★★

MITCH MILLER AND ORCHESTRA
 ★★★★★ Romper Room Do Bee Songs — GOLDEN 630—Mitch Miller, the ork and chorus do a couple of tunes for the very young, kindergarten bracket. Recording is done with taste and the small fry will appreciate it.

MISCHIEF MAKERS
 ★★★★★ Hip Hip Hooray—GOLDEN 635—The Mischief Makers get together for a sing session of the theme song for the current TV airings of the old "Our Gang" films. Kiddies who watch the show will like this.

★★★ Here We Are Together—This is known as the "Our Gang" Clubhouse song and it figures to have similar appeal to the flip.

★★★★★
VERY STRONG SALES POTENTIAL

SACRED ★★★★★

CARL STORY
 ★★★★★ Get Religion — STARDAY 531—Supported by the Rambling Mountaineers, story both talks and sings, urging the listeners to practice his religion. (Starday, BMI)

★★★ Jerusalem Moan — Quick-stepping country religious material is performed admirably by Story and the singers. (Starday, BMI)

when answering ads . . .
SAY YOU SAW IT IN BILLBOARD MUSIC WEEK

Attention—Dealers, D.J.'s, Juke Ops

RECORD DISTNG. CO., 663 Broad St., Philadelphia

PICKS

"BECAUSE OF YOU"

by the
BREWSTER BROS.


Janet #221

D.J.'s: Write for samples to: **JANET RECORDS** Box 366 Manchester, Ky.

DON'T LET HIM SHOP AROUND

TWO SOCK "ANSWER" SONGS!

by **DEBBIE DEAN**



Motown #1007

TOMORROW AND ALWAYS

by the **SATIN-TONES**

Motown #1006

MOTOWN/TAMLA RECORDS, 2648 W. GRAND BLVD., DETROIT 8, MICH. (PHONE: TR 1-3340)

BOB PERGRIM
 Wheel of Fortune — A Man Shouldn't Cry. LARK 4515.
BILLY SAINT
 Polly Ann — Midnight Freeze. DOT 16169.

POPULAR EP ★

RAY GARDNER AND HIS QUINTET
 If I Had You—Dancing on the Ceiling — Roses of Picardy—Almost Like Being in Love. NORMANDY 100.

RHYTHM & BLUES

GRANDPAPPY GIBSON
 The Monkey Likes to Boogie — No Success Blues. BOBBIN 127.
BILLY BLANK
 I'm Asking Forgiveness — Confess to Me. DIAMOND DISK 102.
JOHNNY PARR
 In a Dream — The Creator. I-NEX 002.
CLIFF AND ED THOMAS
 Do You No Wrong — Shame. ACE 613.
TONY MATTINA
 Forever and Forever — Won't You Promise Me Your Love. ACE 614.
HARRY LEE
 Looking, Seeking, Searching — Are You Real. ACE 615.
THE MANHATTANS
 Barbara Lee
THE MANHATTANS FEATURING LLOYD FATMAN (WALSH)
 Saturday Night Fish Fry—COMAN 60.
HENRY LUMPKIN
 I've Got a Notion — We Really Love Each Other. MOTOWN 55595.

COUNTRY & WESTERN

GLENNA DENE CASE
 Thank You So Much — Broken Hearted. BRITE STAR 767.
JERRY COX
 One Careless Moment — Half a Chance. BRITE STAR 768.
RAY GUYCE
 League of Lost Men — When the Roses Are Blooming in the Lane. BRITE STAR 769.
JOE NOEL
 Banjo in the Hollow — You're on My Mind. K-ARK 615.
VIC BANKS
 Too Late for Tears — Renfro Valley. LIBERTY BELL 9031.
MILDRED IMES
 The Thoughts of Losing You — I'm Through With You. D 1167.
RUSS WHEELER
 The Death of Johnny Horton — A Sinner's Sweetheart. RODEO INT'L 272.

POLKA

JOHNNY HYZNY
 You're My Honey Polka — You Don't Know Who Loves You. JAY JAY 232.
THE DENVER DUTCHMEN
 The Cranberry Polka — The Christmas Polka. TOP FIFTY 100.

FOLK TALENT AND TUNES

• *Continued from page 8*

Spokane, Wash., 27; Renton, Wash., 28; Tacoma, Wash., 29; Calgary, Alta., 31; Edmonton, Alta., February 2; Winnipeg, Man., 3; Fort Frances, Ont., 4, and Des Moines, Ia., 5.

Lefty Frizzell winds up his current tour for Americana Corporation at Minneapolis January 28 and then hops into Nashville for a recording session for Columbia Records squired by the label's Don Law. On February 10 he returns to the Los Angeles area to open the new Rock-A-Bye nitery with Johnny Mosby and the Western All-Stars, featuring Joani and Johnny. On February 15, Lefty takes off for Honolulu, his fifth visit there in two years. . . . Freddie Hart (Columbia) is in Northern California this week for Steve Stebbins, and follows with six dates for the same office in the San Diego, Calif., area. . . . "Grand Ole Opry's" Bobby Lord shows his wares at Oelwein, Ia., Thursday (26); Cedar Rapids, Ia., Friday (27), and Guttenberg, Ia., Saturday (28).

Cotton Carrier, one-time top country deejay at WSB and WAGA-TV, Atlanta, is now serving as combination sales executive and pressing plant supervisor at NRC Records, Atlanta. . . . Sheldon Gibbs, Arizona deejay-promoter, is a partner in the Smart Records label in Sierra Vista, Ariz. . . . George Jones (Mercury), Joe Poovey (Azalea), Billy Walker (Columbia) and Cheri Robbins (Action) were recent guest artists at Billy Todd's Western Club, Fort Worth. . . . Hawkshaw Hawkins and the Night-hawks, with Jean Shepard, Marvin Rainwater and Lonzo and Oscar, are currently on tour of Colorado, Kansas and Nebraska for the Jim Denny office, Nashville.

Hank Thompson and His Brazos Valley Boys moved into the Golden Nugget, Las Vegas, Thursday (19) for a fortnight's stand, following an extended one-nighter tour of the Pacific Northwest. En route to Las Vegas, Thompson stopped off in Hollywood to cut several singles and an album for Capitol Records. In the Brazos Boys line-up are Billy Bray, guitar; Dubert Dobson, trumpet; Bob White, violin; Bobby Garrett, steel guitar; Billy Stewart, bass, and Junior Nichols, drums.

RIAA Board Meets

Continued from page 2

organized crime syndicate under the Mafia's control. No label that has had a hit has escaped unscathed, Meyers said. RIAA knows that bootlegging has been organized on an up-date "I.B.M. basis" whereby records automatically are pressed as soon as orders amounting to 3,000 copies are placed with the Syndicate.

Pledges Fight
 Meyers pledged that RIAA will continue to fight for legislation at local, State and federal levels which will make counterfeiting of records a felony. Bootleggers in most States can be caught only on duplicating a manufacturer's trade-mark and held only on a misdemeanor charge. Meyers said RIAA will fight to make bootlegging a federal offense. Losses, he pointed out, are incurred by the U. S. government in unpaid excise taxes, in addition to the fact that the manufacturers, artists, song-writers and music publishers lose their share of what is peddled in bogus disks.
 He called on the members to exert pressure on legislators in their own communities and States to help put more teeth into the laws, thereby helping to curtail the spreading counterfeiting evil.

Thompson continues to handle the bulk of the vocals and guitar work. Jim Halsey, manager for both Thompson and Wanda Jackson, who is also currently at the Golden Nugget, is sojourning in Las Vegas during the latter's engagement there.

Little Jimmy Dickens plays Chestnut Inn, Kansas City, Mo., January 25-28, for the Jim Denny office, Nashville, and March 2 begins an 18-day tour of the Western States for Steve Stebbins, of Americana Corporation. Opening stand for the trek is Phoenix, Ariz., with dates along the West Coast to follow. . . . Wilma Lee and Stoney Cooper and Grandpa Jones are routed for Augusta, Ga., January 24; Savannah, Ga., 25; Charleston, S. C., 26; Chattanooga, Tenn., 28; Atlanta, Ga., 29; Birmingham, Ala., February 7; Jackson, Miss., 8, and Jacksonville, Fla., 10. . . . Danny Harrison, formerly heard on the Milo label, recently cut his first session for Cool Records in Nashville, with the initial release due out soon. Harrison is reportedly working under the management of Jim Small Promotions, De Land, Fla.

A SOLID GOLD HIT

JIMMY BELL'S SHE WEARS MY RING

HICKORY 1136

RECORD STORES

Increase Selling Efficiency

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

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

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

Attention: D.J.'s & Dealers, Record Distributing Co., 665 N. Broad, Philadelphia, Pa. Bob Heller and Gene Center Pick "PINS & NEEDLES" by the **FOUR KINGS** Westwood 2002
 D.J.'s, Write or Call: Westwood Records, 125 Taylor St., Jackson, Tenn. (Phone: 7-5565)

RECORDING STUDIO

Record Processing & Pressing

45 R.P.M.—33 1/3 R.P.M., any quantities.

from your tape or master.

Record Broadcast Corp.
 P.O. Box 278, San Marcos, Calif.

RELIABILITY—QUALITY

RECORD PRESSING

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

RESEARCH CRAFT CO.
 1011 NORTH FULLER
 HOLLYWOOD 46, CALIF.

RECORD PROCESSING AND PRESSING

45 R.P.M.—33 1/3 R.P.M., any quantities. Complete Record Service. Includes Labels—Processing—Masters.

Send your tape—we do the rest!

SONGCRAFT
 1630 Broadway
 New York 19, N. Y.

CAPITOL'S

HOT HITS

TAKEN FROM THE BEST-SELLING CHARTS OF BILLBOARD, CASH BOX, VARIETY, MUSIC REPORTER, MUSIC VENDOR AND TOP RADIO STATIONS AROUND THE COUNTRY.

- 4406—WINGS OF A DOVE.....Ferlin Husky
 Billboard Hot 100.....#23
 Cash Box Top 100.....#24
 Music Vendor Top 100.....#19
 Billboard Hot CGW Sides.....# 2
 Cash Box Top 50 CGW.....# 1
 Music Vendor Top 50 CGW.....# 1
- 4492—OH, HOW I MISS YOU TONIGHT.....Jeanne Black
 Billboard Hot 100.....#63
 Cash Box Top 100.....#75
 Music Vendor Top 100.....#71
 WWDC Washington Top Tunes.....#29
- 4412—EXCUSE ME.....Buck Owens
 Billboard Hot CGW Sides.....# 6
 Cash Box Top 50 CGW.....#11
 Music Vendor Top 50 CGW.....#10
- 4463—FORGET THE PAST.....Faron Young
 Billboard Hot CGW Sides.....#28
 Cash Box Top 50 CGW.....#15
 Music Vendor Top 50 CGW.....#16
- 4463—WORLD SO FULL OF LOVE.....Faron Young
 Billboard Hot CGW Sides.....#30
 Cash Box Top 50 CGW.....#19
 Music Vendor Top 50 CGW.....#31
- 4487—KISSING MY PILLOW.....Rose Maddox
 Cash Box Top 50 CGW.....#38
 Music Vendor Top 50 CGW.....#42
- 4454—IT'S GOT TO BE A HABIT.....Hank Thompson
 Cash Box Top 50 CGW.....#50
 Music Vendor Top 50 CGW.....#40
- 4496—FOOLIN' AROUND.....Buck Owens
 Cash Box Top 50 CGW.....#40
- 4487—I WANT TO LIVE AGAIN.....Rose Maddox
 Music Vendor Top 50 CGW.....#48
- 4508—CALCUTTA.....Four Preps
 Billboard—"Bubbling Under Hot 100"
- 4481—IF I KNEW.....Nat King Cole
 Cash Box—"Up and Coming Record"
 Music Vendor—"Beat of the Week"
- 4476—I AIN'T DOWN YET.....Dinah Shore
 Cash Box—"Up and Coming Record"
 Music Vendor—"Beat of the Week"

PICKED TO BE

HITS

ACTUAL SELECTIONS BY THE INDUSTRY'S LEADING TRADES

- 4502—JUST ONE STEP AWAY.....Hank Thompson
 Billboard "Spotlight Winner"—"There's a lot of emotion on this one and it's all set to a neat pop-styled triplet background figure."
 Cash Box "Bullseye"—"Thompson's got another chart goody with 'Just One Step Away' . . . handled with typical Thompson twang and warmth."
- 4508—CALCUTTA.....Four Preps
 Billboard "Spotlight Winner"—". . . a bright vocal reading of the current instrumental hit, backed solidly by a band with a real beat."
 Music Vendor "Hit Pick"—"Foursome harmonizes on a bouncy lyric version of the Lawrence Welk chartwinner."
- 4501—THE GREAT IMPOSTER.....Pitdown Men
 Cash Box "Best Bet"—". . . solid rock outing on a pic theme clefied by Henry Mancini. Strong sound, watch it."

*another three
 headed for
 the charts!*

CALCUTTA

The Four Preps

4508

MY FOOLISH HEART

Nancy Wilson

4509

BIG JOHN

Carol & Anthony

4517



TALENT TOPICS

• Continued from page 8

"The Ladies Man" film. Others in the film include Helen Traubel, Harry James, and the comeback of yesteryear's child songstress, Gloria Jean. . . . Connie Francis was back from Gotham to tape Jack Benny's February 9 musical spectacular ("Remember How Great"), to participate in plugging activities for her MGM film, "Where the Boys Are," and the MGM disk of the film's title tune. Also, during her week's stay here (she returned to New York at week's end), she was to confer with MGM Records' Coast Vice-President Jesse Kaye, on plans for new recordings.

Lee Zhitto.

NASHVILLE

Little Jimmy Dickens, who has needed a smash for some months, may have one in his "Fire Ball Mail" b-w "John Henry." Jimmy records for Columbia. . . . Wilburn Brothers have had such success with their "The Big Heart-break" album they will have another album release very soon. Brothers' new single is due to ship February 1. . . . Acuff - Rose Publications is pushing new vocal group, Bob & Carol, who have just done their first stint for Warner Bros. Records. . . . Bob, of the hubby - wife team, is well known in songwriting circles.

Tennessee Ernie Ford's manager, Jim Loakes, was in town last week along with Ernie's Ford show production co-ordinator, Ken Thompson, for advance planning for a big benefit Ernie will star in at Fairgrounds Coliseum here March 3. Minnie Pearl, who will work with Ford on the show, is skedded to appear on his Hollywood-produced NBC show February 23. Others on the benefit program will include the Nashville Symphony Orchestra, Owen Bradley's band and WSM-TV's Jud Collins, who will serve as emcee.

Bradley Studio has had a heavy string of recording sessions recently. Red Foley, Bobby Helms and Sonny Hines were in for Decca dates directed by Owen Bradley. Don Law has directed Columbia sessions there for Carl Butler and Billy Walker. Jimmy Skinner recorded a Mercury session, and Rex Allen was booked into the studio for Wildcat Records. . . . RCA Victor Studio has closed shop for a couple of weeks until installation of new recording equipment is completed. Studio has a heavy schedule of sessions planned after construction is completed. . . . U. S. Army's Capt. Paul Atrochian and Col. Vernon Rice were at the RCA Victor Studio here recently. . . . Peach Records' Faye Simpson made the rounds of local publishers last week seeking material for an upcoming session. Pat Twitty.

PITTSBURGH

The Cal Tjader Quintet will be the final attraction of Jazz Horizons Limited on March 14 at the Penn-Sheraton Hotel. Jazz Horizons had an auspicious first year, and its most recent concert January 14 at Carnegie Music Hall co-starring Nina Simone with Lambert, Hendricks and Ross was a sellout, with hundreds turned away at the box office.

Pianist Carmen Cavallaro, now appearing at John Bertera's Holiday House in his seventh date there, holds the house record at the spot, according to publicist Hugo Iacovetti. Tying him for that record are Andy Williams,

Ford and Hines and the Vagabonds. Cavallaro will appear at a luncheon next month in Washington, hosted by President and Mrs. Kennedy. Cavallaro dislosed that he has now been with Decca Records since 1940.

Nick Lomakin's combo goes back into the Penn-Sheraton Hotel in mid-February. The room, now featuring Clyde McCoy, is negotiating with McCoy to return March 13. . . . The three-day date of Sammy Davis Jr. at the Town House, February 9-11, looms as a sellout long before that date. The Town House is reported charging a \$7.50 admission plus tax for the Davis date.

Leonard Mendlowitz.

TORONTO

Nelson Riddle will take part in a Canadian Broadcasting Corporation spectacular TV show to be produced by Norman Seadawie during February. . . . Wishart Campbell has made the rounds of the deejays, TV stations and dealers in the Toronto area to publicize his new RCA album, "A Campbell Comes Home." . . . Six weeks after the appearance of Harry Belafonte at the O'Keefe Centre, dealers report his albums are still selling a hot pace.

Connie Francis tied in with radio Station CKLW, Windsor, to assist a day-long promotion for her MGM Rec-

ords. Deal was set by Wray Rutledge while Connie made a p.a. in Detroit. A similar plan is set for Billy Vaughn when he appears in Detroit.

. . . Dion will be backed by the Beau Marks when he makes a personal appearance in Montreal next month. . . . Billy Richards is acting secretary for the Toronto Musicians' Union during the illness of Norman Harris. . . . R. Dean Taylor has been making appearances at high school dances in Petersborough, Kingston, and Kitchener for Barry Records.

Harry Allen Jr.



THAT'S ACCEPTANCE!

On June 27, RSI announced a new service for radio and television stations that play records:

Ten new singles each week . . . Billboard Music Week "Spotlight Winners"—the best of the new releases as selected by Billboard Music Week.

In four months, over 450 stations—from every section of the United States and Canada—subscribed to RSI. This swift acceptance is an accurate measure of the great value broadcasters place on this unique record service.

AND IT IS A GREAT VALUE.* RSI SUBSCRIBERS GET THE BEST OF THE NEW RELEASES* THEY GET THEM FASTER* THEY GET THEM AT A LOWER PRICE* AND THEY GET THEM WITH AN UNCONDITIONAL GUARANTEE OF COMPLETE SATISFACTION!**

Six Record and Album Services Available

If you play records — and you're not yet a subscriber — you owe it to yourself to look into the many record services stations have asked RSI to provide. For today, in addition to the "Hot 100," you can get weekly "Easy Listening" and "Country Music" singles from RSI . . . new monthly popular and classical albums . . . an LP Catalog Album service.

Write to Hal Cook for the full story. No obligation, of course. Just a wonderful opportunity to find out how you can get better records — faster and cheaper. Write today.

RSI

Record Source, Inc.
333 East 46th Street
New York 17, N. Y.
Telephone: YUkon 6-0155

Hal B. Cook Executive Director

HEADING FOR A MILLION!
Fats Domino
AIN'T THAT
JUST LIKE A WOMAN
b/w
WHAT A PRICE
#2837
IMPERIAL RECORDS
6425 Hollywood Blvd.
Hollywood 28, Calif.

2 NEW RECORDS WITH A
BIG SWINGIN' SOUND!
Bill Jacoby
"THE BALEN-KAY"
and **"THIS I KNOW"**
Towns #101
Bill Jacoby
"EADIE WAS A LADY"
and **"HAVE YOU MET MISS JONES"**
Towns #100
TOWNE RECORDS
8732 Sunset Blvd. Hollywood 46
OL. 702281

OUTSTANDING!
"THE
GOLDEN KEY"
County Yates
Regis #1
ardco
Allied Record
Distributing Co.
1041 N. La Palmas Ave.
Hollywood 28, Calif.

SIZZLER!
BOBBY BLAND'S
"I PITY
THE FOOL"
Duke 332
DUKE RECORDS
2809 Erastus St. Houston 26, Texas

ATTENTION, RECORD MANUFACTURERS
Call POplar 5-1010, Philadelphia
Record Dist. Co., Phila., offers NEW FRONTIERS in Record Distribution.
Enthusiasm WILL MOVE Your Records FORWARD in '61.
BOB HELLER & GENE CANTER—663-665 N. Broad St., Phila., 23, Pa.
RECORD DIST. CO., INC. (A Div. of Dreifus Co., Estd. over 100 yrs.)

Listen To
DAVID GATES
"JO-BABY"
b/w **Teardrops In My Heart**
Mala #427
AMY RECORDS • 1650 Broadway, New York, N. Y.

DJ PROGRAMMING CHARTS

Here, for DJ's, program directors and librarians, are four ready-to-use programming features which can be integrated into record shows during the coming week.

CHART CLIMBERS

The week's most exciting sides, these records have made the biggest upward jump and have been named Star Performers as the fastest movers on this week's Hot 100 chart.

Chart Climber Rank	Hot 100 Rank	Title, Artist, Label
1	7	Shop Around, Miracles, Tamla
2	8	Calendar Girl, Neil Sedaka, RCA Victor
3	13	Emotions, Brenda Lee, Decca
4	14	Once in a While, Chimes, Tag
5	16	Wings of a Dove, Ferlin Husky, Capitol
6	17	My Empty Arms, Jackie Wilson, Brunswick
7	31	Exodus, Mantovani, London
8	34	Wheels, Strings-A-Longs, Warwick
9	36	There's a Moon Out Tonight, Capris, Old Town
10	42	Where the Boys Are, Connie Francis, MGM
11	45	Spanish Harlem, Ben E. King, Atco
12	49	Pony Time, Chubby Checker, Parkway
13	50	If I Didn't Care, Platters, Mercury
14	53	Goodtime Baby, Bobby Rydell, Cameo
15	55	Baby Sittin' Boogie, Buzz Clifford, Columbia
16	56	What Am I Gonna Do, Jimmy Clanton, Aco
17	60	Tear of the Year, Jackie Wilson, Brunswick
18	65	Muskrat Ramble, Freddy Cannon, Swan
19	67	The Story of My Love, Paul Anka, ABC-Paramount
20	68	Dedicated to the One I Love, Shirelles, Scepter
21	74	Jimmy's Girl, Johnny Tillotson, Cadence
22	78	What a Price, Fats Domino, Imperial
23	79	Leave My Kitten Alone, Little Willie John, King
24	83	Ain't That Just Like a Woman, Fats Domino, Imperial
25	84	When I Fall in Love, Etta Jones, King
26	87	Pony Time, Don Corvey and the Goodtimers, Arnold
27	88	Dedicated to the One I Love, Five Royales, King
28	90	Exodus Song (This Land Is Mine), Pat Boone, Dot

DEBUT DISKS

These sides, which entered the Hot 100 for the first time this week, are making their first national bid for chart honors.

Hot 100 Rank	Title (Publisher)—Artist, Label
49	Pony Time (Alan K. BMI)—Chubby Checker, Parkway
53	Good Time Baby (Lowe, ASCAP)—Bobby Rydell, Cameo
60	Tear of the Year (East-West, ASCAP)—Jackie Wilson, Brunswick
68	Dedicated to the One I Love (Armo, BMI)—Shirelles, Scepter
78	What a Price (Travis, BMI)—Fats Domino, Imperial
79	Leave My Kitten Alone (Jay & Coe, BMI)—Little Willie John, King
83	Ain't That Just Like a Woman (Cherio, BMI)—Fats Domino, Imperial
87	Pony Time (Alan K. BMI)—Don Corvey & Goodtimers, Arnold
88	Dedicated to the One I Love (Armo, BMI)—Five Royales, King
90	Exodus Song (This Land Is Mine) (Chappell, ASCAP)—Pat Boone, Dot
92	Trouble in Mind (Leeds, ASCAP)—Nina Simone, Colpix
93	Ram-Bunk-Shush (Dor-Nix, BMI)—Ventures, Dolton
94	Apache (Agent, BMI)—Jorgen Ingmann, Atco
95	Tonight—Tonight (Angel, BMI)—Mello-Kings, Herald
98	Ginnie Bell (Sunflower, BMI)—Paul Dino, Promo
99	I Remember (In the Still of the Night) (Angel, BMI)—Five Satins, Ember
100	Charlene (Robin Hood, BMI)—Sevilles, J. C. D.

PICK HITS

From all the releases of the week, these are the selections of Billboard Music Week's review panel as the records with the best chance of success. For comment on each of these Spotlight winners, see the singles reviews in this issue.

POP

- THE EVERLY BROTHERS: Ebony Eyes (Acuff-Rose, BMI) (2:54)—Walk Right Back (Cricket, BMI) (2:18) Warner Bros.
- MARK DINNING: Top Forty, News, Weather and Sports (Acuff-Rose, BMI) (2:20) MGM
- JOHNNY BURNETTE: Little Boy Sad (Cedarwood, BMI) (2:01) Liberty
- LOLITA: Theme From a Summer Place (Witmark, ASCAP) (2:14)—Cowboy Jimmy Joe (Schaeffer, BMI) (2:29) Kapp
- DION: Havin' Fun (Rumbalero, BMI) (2:16)—North East End of the Corner (Wemar, BMI) (2:33) Laurie
- JOHNNY MASTRO: Model Girl (Winneton, BMI) (2:14) Coed
- DON GIBSON: What About Me (Acuff-Rose, BMI) (2:09)—The World Is Waiting for the Sunrise (Chappell, ASCAP) (2:40) RCA Victor.
- RAY PETERSON: My Blue Angel (Duchess, BMI) (2:50)—I'm Tired (Cedarwood, BMI) (1:55) RCA Victor
- ETTA JONES: You Call It Madness But I Call It Love (Mayfair, ASCAP) (2:44) King
- JANIS MARTIN: Cry Guitar (Tannen, BMI) (2:26) Palette
- HENRY MANCINI & CHORUS: Theme From the Great Imposter (Southdale-Northern, ASCAP) (2:43) RCA Victor
- DICK JACOBS: The Great Imposter (Southdale-Northern, ASCAP) (1:48) Coral
- DEBBIE DEAN: Don't Let Him Shop Around (Jobete, BMI) (2:39) Motown

COUNTRY AND WESTERN

- PORTER WAGONER: Your Old Love Letters (Red River, BMI) (2:10) RCA Victor

POP DISK JOCKEY PROGRAMMING

- THE RANDY VAN HORNE SINGERS: The March of the Regiment (Southern, ASCAP) (2:20)—The Old Chisholm Trail (Gallico, ASCAP) (2:20) Everest

RHYTHM AND BLUES

- LIGHTNIN' HOPKINS: Glory Be (Fast, BMI) (2:58)—Mojo Hand (Fast, BMI) (2:20) Fire
- JACK BRENSTEN: You Ain't the One (Saturn, BMI) (2:11)—Trouble up the Road (Saturn, BMI) (2:11) Sue
- BOBBY MARCHAN: All in My Mind (Figure, BMI) (3:06) Fire

Programming Trend to 'Oldies' Delivers Nostalgia, Plus Good Rating to Stations

• Continued from page 1

"Baby, O' Baby," by the Shells, is No. 24, and "There's a Moon Out Tonight," by the Capris, is No. 36.

Other old hits appearing on the chart—either the original disk or in revival form, include three versions of "Are You Lonesome Tonight" (two of them answer disks); "Corrina, Corrina," "C'est Si Bon," "If I Didn't Care," "Perfidia," "At Last," "The Muskrat Ramble," "Sound Off," "Leave My Kitten Alone," "Ghost Riders in the Sky," "When I Fall in Love," "Oh, How I Miss You Tonight," "Honky Tonk," "I'll Never Be Free" and "Keep Your Hands Off of Him" are on "Bubbling."

Stations find that the built-in nostalgia values of programming oldies are a natural for audience-building promotion ideas. For example, Bill Sanders, WDXB, Chattanooga, writes, "We have made the now nationwide feature of playing 24 hours of all-time hits a regular monthly feature and have had unbelievable response. The first time we aired the feature we gave away a \$500 Savings Bond to the listener who submitted the longest accurate list of tunes played. We played 321 old hits in a 24-hour period and the winner actually listed all 321.

Station KUDLE, Kansas City, Mo., recently increased its listenership substantially and sparked considerable local excitement with a weekend-long "Marathon of Hits" promotion.

The 300 top song hits of the past 10 years were played in reverse order (beginning with No. 300) starting Friday morning at sign-on time and running through to Saturday night sign-off, when No. 1—the most popular tune of the last decade—was played.

The list of 300 songs was compiled by means of listener write-in votes. Over 7,000 votes were received. Then listeners were asked to stay dialed to KUDL over the weekend in order to compile a list of the 300 songs. The dialer submitting the most complete and accurate list won an award. The station enabled contestants to get a little sleep by keeping all its telephone lines open full-time. Thus, the station would fill contestants in on tunes that were played while they weren't listening. By Monday the station had received more than 11,000 entries.

On Saturday, KUDL deejays Andy (Early Bird) West, Ted (Sweet Daddy) Atkins, Jack (Grizley) Barr and Sam (The Man) Bradley took over the mike on an

CHEERS HIM UP

Jockey Contest Brings Big Mail

DETROIT — Although deejay Chuck Daugherty, WQTE, here, is in the hospital this week, he's in an optimistic frame of mind because of the success of his current contest on Marty Robbins' new singles hit, "Don't Worry." The jock has four other contests going at the same time but this one sparked the biggest mail response.

The platter features an unusual instrumental sound on the bridge, so Daugherty asked his listeners to guess what kind of instrument was used to produce the sound, with prizes going to those who guessed correctly. Guesses have ranged from a rubber band and a saw to a contra-bassoon and "bass with a loose string." Correct answer is a bass guitar.

alternate, hourly basis throughout the full day.

Vaughn Albums

Station CKLW, Windsor, Ont., will program from some 20 Billy Vaughn albums and singles cover the past nine years, February 1, from 8 a.m. until midnight. The station has designated that date as "Billy Vaughn Day," and Vaughn will visit the station in person for the event. Drawings will be held throughout the day, and winners will receive free copies of Vaughn albums. Dot President Randy Wood and his top artists—Pat Boone, Lawrence Welk, Dottie Stevens—have recorded special congratulatory spots which will be aired the day before "Billy Vaughn Day."

The TV networks are also nostalgic-minded these days. "The Gershwin Years," a musical recap of George Gershwin's greatest

W'house Plans Public Service Radio Meeting

NEW YORK — The fourth annual Conference of Local Public Service Programming will be produced and sponsored by the Westinghouse Broadcasting Company, Inc., in Pittsburgh, starting April 9.

Richard Pack, WBC vice-president, programming, will again serve as executive producer of the four-day meet, which will bring together broadcasters, government officials, educators, religious leaders, advertising agency executives and performers to participate in round-table discussions.

Details of the Pittsburgh conference agenda will be announced by Pack shortly. The previous conferences were held in San Francisco (1959), Baltimore (1958), and San Francisco (1957). The San Francisco conference was attended by 400, including representatives of the broadcasting industries of six other countries.

Friday the 13th Lucky to Stations

NEW YORK — Friday, January 13, was a lucky promotion day for at least four stations—WQAM, Miami; KQV and KDKA, Pittsburgh, and KXOK, St. Louis.

Program Director Charlie Murdock, at WQAM, sparked considerable listenership with a "Luckiest Thing That Ever Happened to You" contest. Dialers who wrote the best letters on the subject were awarded black cats.

The cats, 13 in all, were provided by the Miami Humane Society, complete with adoption papers. The contest ran all last week, and the black felines were handed out on Friday (13). The idea behind the contest, said Murdock, was to prove that Friday the 13th is not an unlucky day in Miami.

Station KQV celebrated last Friday with an on-the-air birthday celebration, marking the fourth year of the "new KQV" in Pittsburgh. It was on January 13, 1958, that ABC acquired the station. To celebrate the occasion, Operations Manager Dick Drury programmed the top hit songs of the past three years. The tunes were featured (Continued on page 52)

hits, starring Frank Sinatra and Ethel Merman, was aired by CBS-TV this month, and Jack Benny will star in "Remember How Great," spotlighting song hits of the past 30 years, on NBC-TV, February 9, 8:30-9:30 p.m. Appearing with Jack Benny will be Connie Francis, the McGuire Sisters, Andy Williams, and Harry James.

"Golden Records," of course, are a regular feature on the majority of outlets these days. For example, Station WCUE, Akron, Ohio, recently switched from "Top 40" to a "Million Dollar Music" policy, which accents gold records.

The new nostalgia trend isn't entirely to the liking of the record industry, which is anxious to expose new wax product as well as old. For instance, free-lance programmer Bill Gavin—looking back on 1960—opined, "It was the year for the 'spectaculars'—the hits of the past. Some stations devoted entire days to these oldies. Others are now devoting from 25 to 50 per cent of their plays to former hits. As a result, the difficulties already facing the adequate exposure of new releases have been multiplied."

Radio's Pioneers To Honor WLW At Latin Quarter

CINCINNATI — The Crosley Broadcasting Corporation will be honored with the presentation of the first annual Mike Award to WLW Radio by the Broadcast Pioneers at a reception and dinner to be held at the Latin Quarter, New York, Sunday night, February 26, it was announced last week by Arthur Simon, president of Broadcast Pioneers' New York Chapter.

The Mike Award, a gold-plated actual ribbon microphone of pioneer radio days and its accompanying plaque, is being awarded to WLW "for distinguished contribution to the art of broadcasting and in recognition of pioneering in development, leadership in engineering development, and advancement of the careers of performing artists." (Continued on page 52)

JOCK CHALKS 1,041 PLUS HRS. ON HOP DUTY

CHICAGO—TV disk jockey Jim Lounsbury, WBKB, Chicago, chalked up some kind of record for disk hops, both on and off television last year, with a total of 1,041 and a half hours devoted to hop activities.

During 1960, Lounsbury averaged six record hops a week in ballrooms, roller rinks, high schools and other locales. At least one hop each week ran for three and a half hours, while the rest ran three hours—making an annual total of 962 hours.

In addition, Lounsbury does a weekly 90-minute TV hop on WBKB, and last summer he emceed a 90-minute guest shot on Dick Clark's ABC-TV show, "American Bandstand." "And," notes Lounsbury, "I was there for all 1,041 and a half of those hours."

TV JOCKEY PROFILE

Television disk jockeys and the TV record and dance party formats have become increasingly important. Each week, this feature will provide details of an outstanding exponent.

BOSTON BALLROOM

Starring Bob Clayton

WHDH-TV, Boston

Saturday 1-2 p.m.



BOB CLAYTON

The show went on the air in March 1958. In October 1959 the program was moved from its 8-9 p.m. time period to its present afternoon slot. In addition to the usual studio dancing by teen-agers, the show features disk artist guests and video tapes. "Boston Ballroom" went off the air April 1960 and returned Saturday, January 7, 1961.

Bob Clayton, long-time top-rated Boston deejay on WHDH Radio, produces the TV show to the extent of arranging for the guests that appear on the show. He also selects all disks used on the program. Other production staffers include assistant producer Jean Sullivan and secretary Donna Buswick. There will be a new director for the show this year since former director Sidney Pike was upped to TV production manager.

Sponsors, all on a one-minute spot participation basis, cover a variety of products, but beer and cigaret commercials are not allowed on the show. Girls appearing on the show are required to dress neatly but casually (no formal dress). They must wear straight skirts, long stockings and "very little jewelry." Boys must wear suits or sport jackets with shirts and ties. Neither may wear white or black, including white handkerchiefs and white dickey collars. Preferred colors are pastels, bright red, orange, green, yellow and blue. The show has always been televised in color.

Teen-agers (usually between 35 and 40 couples from a school) who appear on the program are selected by school student-body officers subject to school approval. They are required to "dance all popular steps—rock and roll and slow dancing," and at least 13 couples must dance the cha-cha. However, they don't necessarily have to be great dancers. Whenever possible, a member of the school faculty is asked to appear on camera with Clayton.

In commenting on the show and his concept of what it takes to make a successful TV record program, Bob Clayton had the following things to say:

"The TV Boston Ballroom went on the air in March 1958. There was then, and still is, a great deal of unfavorable publicity about today's teen-agers and about some of the music they like.

"One of the things uppermost in my mind in the formulation of the show was to present a truer picture of the 96 per cent majority of today's teen-agers. One of the basic concepts was to work closely with high schools and church groups of all denominations. Each program would thus feature a different high school or adult-led teen-age group. Each program included an appearance of a high school or parochial school principal, or a priest, rabbi or minister of the church group.

"This brought about a pride of presentation from each organization, and it presented the kind of teen-ager who makes up the bulk of the young population. They weren't always the best dancers, but they were always the kind of kids you would like to have in your home, or the kind you wanted yours to be.

"For those people who no longer had teen-agers in their home, and only read about them and their music in the press, it presented a totally different concept of today's youngsters. It showed the type of teen-agers I have referred to, enjoying themselves dancing to this music, and the faculty invariably commented on the scholastic ability, other interests, and the necessity for wholesome recreation of which they considered dancing, and this program, a worthwhile part.

"I believe this increased the adult appeal of the program, too, as evident by many letters received.

"The production of the program is very important, and I think in many cases its value is overlooked. From the outset our director, Sid Pike, insisted on meticulous care in the presentation of each act, and each dance number. I noticed that many of the guest performers were surprised to learn that there was a rehearsal. At this rehearsal the lighting crew experimented with different effects, and the director was able to hear the song being performed, and make notes for his camera shots, so that each performer got an individual and special presentation.

"Great care was taken with the scenic effects, and our scenic designer, Henri Lion, strove constantly for new and different ideas for each show. Overall, the director would constantly look for new and different ideas and would constantly strive for pacing on the show. The teen-agers on the show were not rehearsed in the strict sense of the word, but they would be briefed before the program as to the order of events so they would know what was taking place.

"I think it is important for the emcee not to try to do anything that does not come naturally, like being a comic if he isn't. It is particularly important that he not talk down to the kids, and yet maintain authority. The actual participation of individual teen-agers in the program must be carefully supervised, so that it is both natural and simple, and not overdone.

"We usually use two or three teen-agers to introduce individual numbers, and dedicate them as they see fit. At the outset of the program we used to use teen-age talent from the individual groups, but we soon found that on television, youth could not make up for lack of real ability and that any such talent would have to be judged by professional standards. Unless we find such a talent in a high school or a group, we do not use it.

"To sum it up, the most important thing is to present the teen-ager at his best; to have good direction and production; to offer interesting and varied scenic backgrounds; to keep the show simple and natural and a constant argument for today's teen-ager."

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

Should disk jockeys be allowed to participate in outside activities related to the record and/or music field?

THE ANSWERS

JIM LOWE
WNBC, New York

I was a disk jockey long before I wrote or recorded. (It's a wonderful career.) But a disk jockey is, or should be, an entertainer, and, as such, all avenues of the entertainment business should be open to him as long as he conducts himself in an adult and ethical manner. The music industry today is so all-consuming that (with the possible exception of brain surgery) what isn't related to it?



himself in an adult and ethical manner. The music industry today is so all-consuming that (with the possible exception of brain surgery) what isn't related to it?

JACK ROWZIE

WWDC, Washington, D. C.

Yes, if it doesn't interfere with his regular air work. Some criticism of the disk jockey—for activities related to the music field other than playing records—has made him appear to be some kind of bogeyman or cheat. What's wrong with making money in an allied field if a jockey has the okay of station management and is honest with his listeners? It is his most natural avenue for expansion.



CHARLIE MURDOCK
WQAM, Miami

A disk jockey must fulfill the trust the listener places in him through his best music, service and personality. Being a human being, if you were involved in a record company you'd be pushing your own label, so that's out. However, anything else (record hops, banquet speeches, emcee work, civic affairs) which brings our announcers to the public personally, does not interfere with their primary duties and can help the station is okay.



GUY WILLIAMS
KTKT, Tucson, Ariz.

The question covers a vast field, but basically—No! Radio is our business and participation in extra-curricular activities detracts from a jockey's effectiveness as a "personality." Furthermore, financial investments in promotion or record firms prompts adulteration of the jockey's programming and inevitably causes prostitution of professional ethics to "get a side played." If a jockey prefers the music, promotion or personal management business, he should get out of radio.



VOX JOX

By JUNE BUNDY

PANEL APOLOGY: Just in case any of our programming panelists are fretting over cuts made in their answers to the panel questions recently, we wish to apologize, and explain that space requirements made it mandatory that comments be limited to 70 words. Sorry.

MAYNARD'S MARATHON: Dave Maynard, WBZ, Boston, has been in training for the past three weeks in preparation for a 26-mile hike he will take from Maynard, Mass., to Boston for the March of Dimes on behalf of the Mother's March. The jock will make the hike January 28, stopping en route at various points to confer with March of Dimes officials and hear encouraging words from other WBZ deejays. In addition to the 26-mile walk, Maynard plans to do a single lap around the Boston Garden track prior to the start of the B.A.A. track meet—that is if he's in good enough condition. Meanwhile, the spinner is trying to get in shape by walking daily from his home to the station.

THIS 'N' THAT: Marty McNeely, WXYZ, Detroit, previewed the Gardena disk "Like Longhair" by Paul Revere and the Raiders, January 14, and—according to local distrib Barney Ales of Aurora Distributing—sparked orders for more than 2,600 in the first four days. . . . Bill (The Night Creature) Holley, KBOX, Dallas, stirred up considerable excitement last month with a "show" promotion. For two weeks the outlet ran spots claiming that KBOX would make it snow December 4. When the white forecast didn't materialize, KBOX announced that it would personally make it snow by hiding some 20 plastic snow balls in different areas of the city. The locations of the balls—each worth a certain sum of money—were given on the air throughout the day. "Unfortunately" notes Holley, "one of the top value balls was hidden at my pad, and over 100 listeners swooped down on me in less than 20 minutes."

GIMMIX: John Dabney, program director of WBUZ, Fredonia, N. Y., writes: "We operate on the theory that the musical taste of any audience is as varied as the ethnic groups that compose it. For that reason we program 'Music for Everybody's Pleasure.' This entails the use of 'The Swinging Century,' 100 top pop disks (Billboard helps us program them); folk tunes, lots of albums and plenty of good jazz.

"Each announcer is given a free hand to program as he desires. We ask only that his program contain music for the whole family. You may hear Elvis Presley followed by Miles Davis or Gene Wisniewski. We believe in varying tempos—making the trend of our music like a wave of the sea. We find there is a great audience for jazz if it is well selected and not too far out. We are trying to educate and entertain simultaneously in reference to jazz. Maybe this format will not work any place else, but it works tremendously for us."

Eddie Newman has been named commercial manager of WTEL, Philadelphia, in addition to his deejay duties at the station. . . . Chris Albertson, a.&r. man at Riverside Records, will spin a Sunday jazz show over WI-FIFI, FM station, in the Philadelphia suburban area, starting January 22, with emphasis on New Orleans old-timers. . . . Joe McCauley, WIP, Philadelphia, will personally escort a station-sponsored "Hawaiian Holiday" to that island May 18-28. Doug Arthur, WCAU, Philadelphia, is back from a similar junket sponsored by his station to Paris and London.

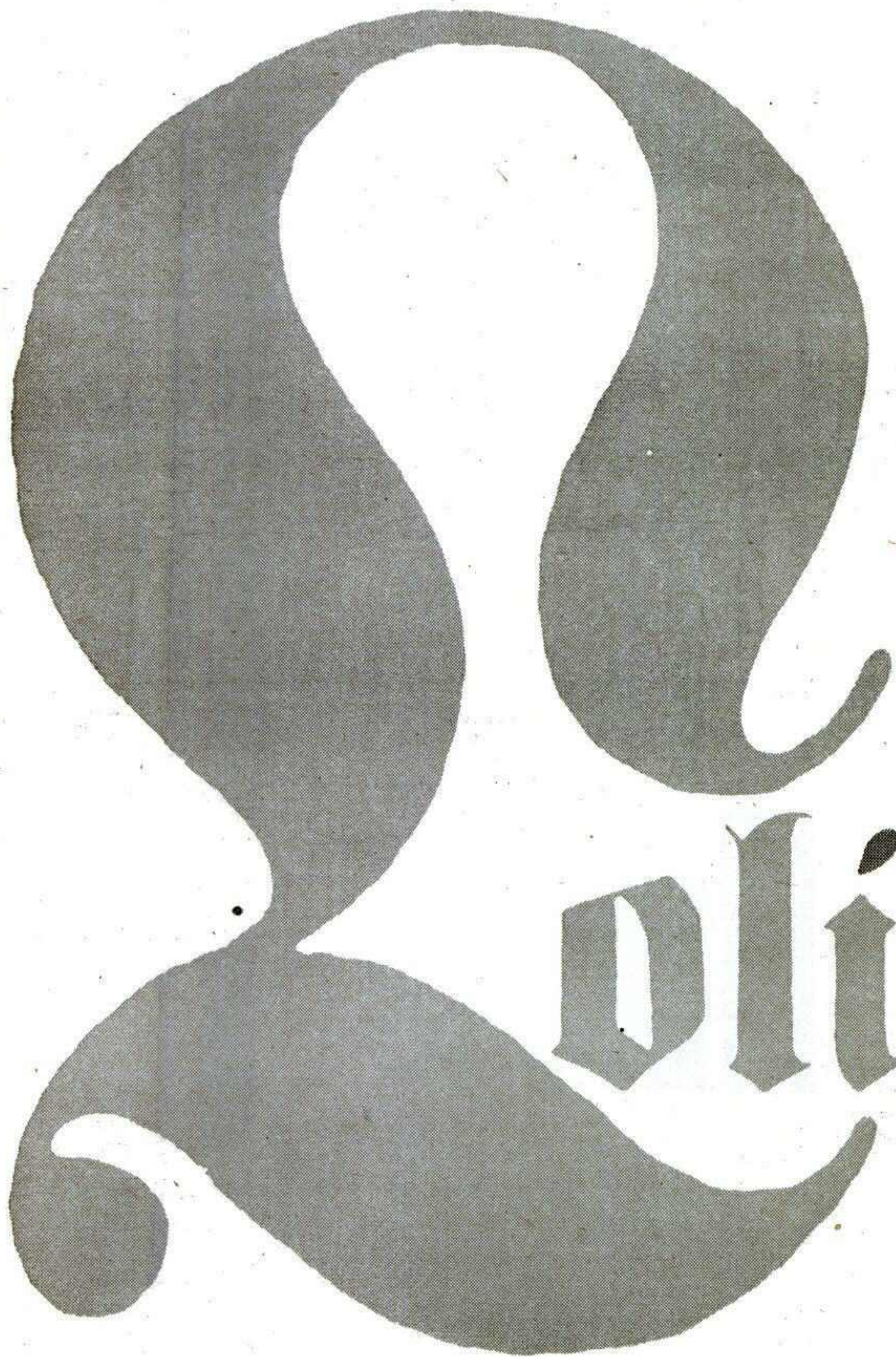
TEXAS: Ron Thompson is new program director for KFJZ, Fort Worth. . . . Tim Osborne has left KTRH, Houston, to become assistant public relations director at Rice University. . . . Joel Sebastian has moved from KLIF, Dallas, to WXYZ, Detroit. . . . Mel Pennington, KXYZ, Houston, has a new time period—From 2 to 6 p.m. His show was previously aired from 10 a.m. to 2 p.m. . . . New station KQRO-FM, Dallas, was launched last month with Robert L. Weeks as managing director, Breck Harris, chief engineer, and Paul Smith, deejay. The outlet spotlights a "good music" policy.

CHANGE OF THEME: Bryce B. Bond, formerly deejay-staff announcer at WVOX, New Rochelle, N. Y., has been upped to program director, and ex-Connecticut spinner Peter Martin has been promoted to news director of the same outlet. . . . Stan Major, who staged a 210-hour stay-awake marathon for the Cancer fund when he was with WIRL, Peoria, Ill., two years ago, has been appointed program director of WJJD, Chicago.

Guy Williams is new program director of KTKT, Tucson, Ariz., replacing Frank Kalil, who will devote more of his time henceforth to TV. Kalil, who will continue his deejay stint at KTKT, has two local television shows now, including one on KVOA-TV. . . . New production manager at KISN, Portland, Ore., is Les Parsons, formerly with KUTL, Tulsa, Okla.

Wally Thornton, who has been at KXLR, Little Rock, on a consulting basis, has moved to KJR, Seattle, in the afternoon time slot. His air name at KJR is J. Walter Beethoven. . . . Dave Diamond, ex-program director at WIRL, Peoria, Ill., has joined WKGK, Knoxville, as p.d. Diamond is bringing in deejays from Peoria, Ill.; Seattle and Minneapolis as part of his plan to emphasize "personality and big sound."

Dave Clarke has joined KVI, Seattle, in the 9 a.m. to noon, Monday through Friday time slot and from 2 to 6 p.m. on Sundays. Clarke, who is six feet seven inches, claims the title "Seattle's Biggest Deejay." . . . Paul Ellison is new local news director at WBOY-TV and WBOY-Radio, Clarksburg, W. Va. . . . Sherod R. Rouser, former sales manager of WLOD, Fort Lauderdale, Fla., has been named general manager of that outlet. . . . Bill Fitzpatrick has returned to WTSU, Claremont, N. H., recently increased to 1,000 watts.



Lolita



a
new
feather
in
our
Kapp

the world's
greatest new
singing star
direct
from Germany

she made history
with her first
Kapp release
Sailor, Sailor
and this one
promises to be
even bigger

COWBOY JIMMY JOE B/W

THEME FROM A SUMMER PLACE

(sung in German)

K-370

exclusively on

KAPP RECORDS

LP PROGRAMMING

A description of the LP programming philosophies and techniques of leading radio broadcasters with specific illustrations of how these are put into practice. Stations with original approaches to the use of LP's for programming are invited to submit details for publication here to Lee Zhitto, Billboard Music Week, 1520 N. Gower St., Hollywood 28, Calif.

Philadelphia's WRCV, the National Broadcasting Company's owned-and-operated station, changed its format to LP programming a year ago, and today finds it is paying off handsomely in building listener loyalty and audience appeal. At least 85 per cent of the music it broadcasts is programmed from LP's.

Beginning January 4, 1960, WRCV put into effect its "Big Band" music policy. All recorded music programs originated by the station must adhere to this policy. A "big band" is defined as one composed of at least 10 pieces. The arrangements must have a full, "big" sound and not lose the melody line. No rock and roll and no Progressive Sounds are programmed.

Vocals are permitted but no more than five per hour, including one vocal group or chorus, and all must have "big band" backing. The station keeps a list of approved vocalists which includes only quality singers such as Frank Sinatra, Peggy Lee, Ella Fitzgerald, Perry Como, Doris Day, Nat Cole, Dinah Shore, Andy Williams, Steve Lawrence, Eydie Gorme, etc.

The addition of one vocal group or chorus per hour was not put into effect until after the Jack Pyle Program was broadcast. To assure program balance, the following factors are carefully considered:

- (1) The ration of "old" bands (Goodman, Miller, Dorsey) to the "new" bands (Mancini, Bivona).
- (2) The style of the band and its relation to the preceding and following selections.
- (3) Varied tempos are, of course, programmed for a change of pace.
- (4) The featured solo instrument.

Audience Promotion is aimed chiefly at the adult listener who appreciates good quality music. Newspaper ads, trade ads and on-the-air promotion emphasizes "The Sophisticated Sounds of the Big Bands" which are heard "All-day, every day, on the first and only 24-hour-per-day big band station in the nation." Dick Paisley, the radio-station manager, conceived and put into effect the big band policy coincidental with his appointment as manager in January 1960.

Classical LP's are used on its "Pops Concert" which is broadcast Mondays through Thursdays at 9:30-10:00 p.m. and Sundays, 5-6 a.m. Production Manager Fred Harper carefully selects the works to be programmed—only the shorter, more familiar and melodic compositions are scheduled. The program often ties in with Philadelphia's outstanding civic events; such as the Festival of Italy Exhibition, when works by Italian composers are featured on "Pops Concert."

All of its deejay personalities play LP's—including Jack Pyle, Bill Bransome, Jack Rattigan, Pat Landon, Tom Reddy, Bill Rice, John Franklin and Blake Ritter.

When the station implemented the big band music policy, the record library was re-cataloged and all the band albums were placed in one section. Library cards were made out for each album and filed under the artist's name. Each card contains the name and length of each selection in the album.

Announcers' comments on-the-air are for the most part, brief. However, a feeling of friendliness and warmth between the announcer and the audience, and between the announcer and other personalities on the station, is evident at all times. Cross-promotion by personalities is encouraged.

TYPICAL WRCV "BIG BAND" LP SELECTIONS

The WRCV Jack Pyle Show (6:00-10:00 a.m.) Mondays through Saturdays, is typical of the Big Band Music which is played on the station. As it is a "wake up" show, the over-all sound is bright with accent on up-tempo tunes, however, special care has to be exercised to give the program proper balance.

Mrs. Betty Herring programs all of Pyle's music and she has a definite reason for each tune selected. Listed here are the selections played on the Jack Pyle Show of January 9, 1961, between 7:00 and 8:00 a.m.

1. "I Can't Believe That You're in Love With Me" by Artie Shaw's Orchestra. ("Any Old Time"—RCA Victor LPM 1570). The opening tune after the news is always an up-tempo, familiar instrumental.
2. "Misty" by Keely Smith with orchestra conducted by Gerald Dolin. ("Swing You, Lovers"—Dot DLP 3265). The second tune is always a slow ballad—mostly a new or current favorite tune.
3. "I Concentrate on You" by the Skip Martin Orchestra. ("8 Brass, 5 Sax, and 4 Rhythm"—MGM E 3743). The next tune is always an up-tempo, familiar instrumental.
4. "Stardust" by Nat Cole and Gordon Jenkins' Orchestra. ("Love Is the Thing"—Capitol W 824). This tune is always a slow, familiar ballad—if the first ballad was by a female vocalist then this one would be by a male vocalist to give balance to the show.
5. "Swanee River" by the Tommy Dorsey Orchestra. ("Tribute to Dorsey—Volume 1"—RCA Victor LPM 1432). This selection would be a medium beat, familiar, instrumental.
6. "I Won't Dance" by the Ted Heath Orchestra. ("Shall We Dance"—London LL 3062). This tune is always an up-tempo, instrumental and is usually used as a fill before going into the news segment.
7. "Sometimes I'm Happy" by the Benny Goodman Or-

(Continued on page 52)

DISCOURSE

FROM BILLBOARD MUSIC WEEK SALES DEPARTMENT

A weekly column of lively chatter material on the hottest and most popular recording artists—those "Spotlighted" by Billboard Music Week's review staff, as well as those featured by the record companies in their major Billboard ad promotions.

PAUL ANKA: The story of Paul Anka's life is synonymous with the successful reaction to his latest release, *The Story Of My Love*, a fast climbing Star Performer on Billboard Music Week's Hot 100 this week. Of course, the story of his life is his first love, music. This is another Anka composition in the bright bouncy groove of his original hit that launched his career, *Diana*. The triple-threat Canadian has taken the music world by storm ever since he arrived at the offices of ABC-Paramount in Manhattan early in 1957 and sat down at the piano to "audition" for Don Costa, the label's a.&r. man at that time. Paul is presently entertaining at the Coconut Grove, L. A., till Feb. 6.

JOHNNY BURNETTE's recent hits, *You're Sixteen and Dreamin'*, are included in the dozen pop favorites in his Liberty Records album *Johnny Burnette*. Born in Memphis where he became the Golden Gloves City Champ, Johnny came to N. Y. in 1956 determined to become a professional. For the next two years he toured the country and went to Calif. where he seriously started composing. This led to his first big hit, *Dreamin'*.

CHUBBY CHECKER, who "twisted" his way to the top, has a fine follow-up titled *Pony Time*, a catchy bluesy item with teen-styled beat. Flip is another bluesy interpretation of Stephen Foster's oldie, *Oh, Susannah*, bearing little resemblance to the original. The Parkway Records artist is currently touring Australia with Bobby Rydell 'till Jan. 26, after which they will make a one-week personal appearance visit to Hawaii.

BIRTHDAYS OF THE WEEK: Jan. 25, Ken Erralr (one of the Four Freshmen). Jan. 26, Page Cavanaugh. Jan. 27, is the birthday of one of the great men of music, Jerome Kern (deceased), creator of more than sixty musical shows and motion pictures. Some of his songs include: *The Last Time I Saw Paris*, *Look For The Silver Lining*, *Ol' Man River*, *Smoke Gets In Your Eyes*, *They Didn't Believe Me*, etc. Jan. 27 is also the birthday of Skitch Henderson, David Seville. Jan. 29, Frank Assunto (Dukes of Dixieland).

FATS DOMINO is doing it again! Both sides of his new single, *What A Price b-w Ain't That Just Like a Woman*, make their first appearance on Billboard Music Week's Hot 100 this week as fast climbers. This new one should continue his lengthy hit string that includes such million-sellers as: *Ain't It A Shame*, *All By Myself*, *Blue Monday*, *Blueberry Hill*, *Boll Weevil*, *Don't Leave Me This Way*, *I'm Walking*, *Whole Lotta Lovin'*, etc.

The EVERLY BROTHERS come thru with two new sides Billboard Music Week rates a Spotlight Winner: *Ebony Eyes*, about a GI sending for his bride overseas and his heartbreak when her plane crashes. *Flip Is Walk Right Back*, an appealing tune with clever arrangement. The boys are now studying for dramatic acting careers.

ELLA FITZGERALD's acknowledged position as queen of all her singing contemporaries and model for countless up-and-coming female singers was reaffirmed recently when she was again voted Favorite Female Vocalist in Billboard Music Week's 13th Annual Disk Jockey Poll. Ella's newest is the sound track album recorded for the film "Let No Man Write My Epitaph."

FOUR FRESHMEN, voted No. 1 vocal group by the nation's disk jockeys, have been on Capitol Records for 10 years. Their 15th album for the label is *The Freshmen Year*. The boys will be headed Europe way Feb. 7 for a 16-day personal appearance tour.

ROY HAMILTON is on the scene with a strong entry, *You Can Have Her*, an exciting, gospel-styled tune. Best wishes to Roy on his opening tonight (23) at the Ali-Baba Club in St. Petersburg, Fla., through Feb. 5.

FERLIN HUSKY's song *Wings Of A Dove* had jumped to the number 16 position on the Hot 100 this week. It's a sacred side done with pop appeal in a fetching rhythm and chorus. An ex-sailor and former deejay, Husky tried everything from steel mills to the Merchant Marines before he scored on Capitol Records. He also records for Capitol under the name Simon Crum—comedy-novelty disks.

THE INNOCENTS, Jim West, Al Candleria, Darron Stankey, are the subject of a new album on Indigo Records, *Innocently Yours*. In addition to providing the vocal backing for Kathy Young's *A Thousand Stars*, the boys scored with *Honest I Do* and *Gez Whiz*.

KITTY KALLEN has a strong entry on Columbia Records, *Raining In My Heart*, written by the Award winning writing team of Boudleaux and Felice Bryant. *Flip Is Hey*, *Good Lookin'* the Hank Williams oldie—both sides rate a Billboard Music Week Pick. A graduate of the Dorsey band, Bing Crosby's *Kraft Music Hall Show*, Kitty presently lives the life of a happy wife and mother in Englewood, N. J.

TONY MARTIN last week recorded his first rock and roll single on a new affiliation, *Tunes are Marty Robbins' Don't Worry*, disked out in true rock fashion and complete with recitation. *Coupling Is To Be Alone*, words and music by Billy Vaughn. The new Martin affiliation is Dot Records.

MITCH MILLER is on the march again via his newest from Columbia, *Tunes Of Glory*, a catchy military march theme similar to his hit *Bridge Of The River Kwai*. Interestingly, the tune is from another Alec Guinness movie, which received standout reviews.

JERRY MURAD and his Harmonicats have been getting action on their

To help you spot the ones you need, when you need them, all artists items are carried in strict alphabetical sequence.

single, *Cherry Pink And Apple Blossom White*, which has led to Columbia Records releasing an album by the Harmonica group bearing the same title. In addition to the title tune, they perform swinging instrumental versions of *Mack The Knife*, *Ruby*, *Ramona*, *Fascination*, *It's A Sin To Tell A Lie*, etc. Billboard Music Week calls it a strong album with sock appeal.

GENE PITNEY, writer of many of today's pop hits, is on the vocal scene with a sock performance of a tune titled *I Wanna Love My Life Away*. This is the first outing as a singer for the 19-year-old Gene. Gene makes his second appearance on the Dick Clark Bandstand Feb. 3 and will appear in a big in-person rock 'n' roll show in Montreal Feb. 10 and 11.

DELLA REESE performs her newest, *The Most Beautiful Words*, at the Coconut Grove, L.A. Feb 7 for three weeks. Previous hits for Miss Reese include *Don't You Know*, *Not One Minute More* and *Someday* (You'll Want Me To Want You).

PROMOTION DAYS & WEEKS: Jan. 26 begins National Kraut and Frankfurter Week and National Fur Care Week.

See You next week.

Tom Rollo.

THIS WEEK'S NEW Money Records

... an alphabetical listing of the records manufacturers are backing with special feature treatment in big-space Billboard Music Week ads.

SINGLES

ANGEL HANDS—Billie Jean Horton 20th Century-Fox
COWBOY JIMMY JOE—Lolita Kapp
HAPPY BIRTHDAY BLUES—Kathy Young Indigo
LITTLE BOY SAD—Johnny Burnette Liberty
NO ONE—Connie Francis MGM
PORTRAIT OF MY LOVE—Steve Lawrence United Artists
RAM-BUNK-SHUSH—Ventures Liberty
STAYING IN—Bobby Vee Liberty
THE SECRET—Clint Ballard Jr. Guyden
THEME FROM THE MISFITS—Don Costa United Artists
THEME FROM A SUMMER PLACE—Lolita Kapp
WHERE THE BOYS ARE—Connie Francis MGM
CERVEZA—Bert Kaempfert Decca

ALBUMS

THE HUMOROUS WORLD OF JUSTIN WILSON—Justin Wilson Ember

According to statistics maintained over a period covering thousands of releases... 7 out of 10 will reach Billboard Music Week's "Hot 100" in the weeks ahead!

Every week... disk jockeys all over the nation help spark up their record shows with this fresh, lively material furnished exclusively by Billboard Music Week. Watch for it next week.

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.

THE SHELLS

The latest of the vocal groups to climb the "Hot 100" are the Shells on the Johnson label.

The group consists of Nate Bouknight, lead singer; Gus Geter, baritone; Randy Alston, second tenor; Danny Small, bass, and Bobby Nurse, first tenor. The boys, who all come from Brooklyn, formed the Shells last year after Nate Bouknight became acquainted with Hiram Johnson, brother of noted band leader Buddy Johnson and president of the Johnson label.



Recently the boys made an appearance at New York's Apollo Theater where they were most successful. The Shells are now on an extended personal-appearance tour, opening January 20 with a week's stand at the Howard Theater, Washington.

This swinging group, booked by Circle Artists, likes sports, continental clothes and jazz, and rhythm and blues.

SHELBY FLINT



Shelby Flint, whose waxing of "Angel on My Shoulder" on the Valiant label (distributed by Warner Bros.) is moving up on the "Hot 100," hails from North Hollywood, Calif.

Miss Flint was introduced into the world of popular music as a writer rather than a performer. Music publisher Barry DeVorzon agreed to publish two of her songs, then also foresightedly signed an agreement with Miss Flint to be her manager as a vocalist. Although she had never dreamed of being a vocalist, the chanter had sung for friends and at school programs and civic affairs.

Shelby Flint's first disk was "I Will Love You" on the Cadence label in 1958. Since then Miss Flint has made many personal appearances and has formed a folk trio, the group she presently heads.

PROGRAMMING TIP OF THE WEEK

Charlie Van, program director of KOL, Seattle, writes, "Since taking over the p.d. slot here at KOL, I have come up with a dandy solution for the handling of new record releases. According to Hollywood record promotion man George Jay, several Los Angeles stations are now on this plan and it seems to be working out well for all.

"Since our survey and playlists are compiled and made up once per week, we have added a special niche in our record rack in the control room for new releases. These are labeled 'added comers' and are usually hot items that we don't want to hold back until the new music list is compiled.

"This gets the new songs immediate exposure, keeps us on top of everything new, and the disks are treated as any other comer. When the new play-list is made up, we add them to it—unless, of course, they have already turned out to be obvious bombs."

Radio's Pioneers To Honor WLW At Latin Quarter

• Continued from page 47

Invitations to February 26 event have been extended by the New York Chapter of Broadcast Pioneers to such former WLW stars as Durwood Kirby, Doris Day, Andy Williams, Jeanette Davis, Anita Ellis, Bill Nimmo, Red Barber, Al Helfer and Ramona (Mrs. Helfer), Burt Farber, Tommy Riggs, the Mills Brothers, the Ink Spots, the McGuire Sisters, Virginia Payne (Ma Perkins), Rosemary and Betty Clooney, Jane Froman, Frank Lovejoy, Eddie Albert, Red Foley, Rod Serling, Jay Jostyn, Paul Stuart, Dick Noel, Ralph Moody, Billy Williams, the Modernaires and Red Skelton.

Other special guests invited to pay tribute to WLW include radio and television network officials, officers of Broadcast Pioneers, Crosley Broadcasting Corporation executives, officials of the Avco Corporation; civic, State and national personages and members of the national and local press.

Coincident with the instigation of the Mike Award, the Broadcasters' Foundation, Inc., has been established "to foster and promote the welfare of persons in need of assistance who have been employed or engaged in working in the field of radio broadcasting for 20 years or more, or in television broadcasting for 10 years or more, and to assist them in time of illness, emergency or financial need." Proceeds from the annual Mike Award Dinners will be used for the benefit of the Foundation.

Robert E. Dunville, president of Crosley Broadcasting Corporation, has been named to the board of directors of Broadcasters' Foundation, Inc., along with other outstanding radio and television pioneers, including H. V. Kaltenborn, founder of Broadcast Pioneers. Broadcast Pioneers was inspired by a dinner given in 1942 to honor Kaltenborn on his 20th anniversary on the air. At first called the Twenty Year Club, the group of broadcast old-timers was reorganized in 1947 and renamed the Radio Pioneers Club. In 1957, to encompass all branches of the broadcast industry, the name was changed to Broadcast Pioneers. The charter group, the New York Chapter, now has sister chapters in Philadelphia, Washington, Cleveland, Detroit and Los Angeles.

Trade Eyes Victor Experiment: Up-Dating Toscanini With Stereo

• Continued from page 3

now available, there can no longer be the fear of the market being glutted with inferior and synthetic stereo product. It is reasoned that the masterpiece recordings—in pop, classical and jazz fields, updated to the point of electronically created stereo, can only become an important new, or renewed source of dealer income.

See Market

Dealers aver that a substantial market in adult buyer ranks exists for the old names and old recordings. All that is required to ease the selling job is to give the package some new type of sales peg, such as has been done by Victor and earlier by Decca.

These same dealers point out

Friday the 13th

• Continued from page 47

every other record for the entire weekend, starting on Henry Dabecco's show at 7:15 Friday night and continuing through to Rod Roddy's Monday (16) morning show at 1.

Station KDKA, Pittsburgh, designated Friday, January 13, as "Thank You Day" to voice its appreciation for the success of its Children's Hospital over the holidays. Listeners (asked to give a penny for each month of the year) contributed a total of \$12,444.62.

All KDKA jocks devoted segments of their Friday the 13th shows to acknowledge how "lucky" they and the hospitalized children are to have so many generous friends. A number of the patients (taped) were also heard on the programs.

Station KXOK, St. Louis, celebrated the day with a "Lucky 13" contest, whereby the first 13 people with 13 letters in their name who mailed a letter to KXOK Radio Park (13 letters), St. Louis 13, received Freddy A. Cannon's (13 letters) new album free. The station received 1,513 letters in the latest mail count.

RCA Dealers

• Continued from page 2

may overlook expiration date, and then discover when it's too late that they are inadvertently holding obsolete merchandise. On singles for which the sale life span goes beyond the 90-day period, Pearce said he will notify dealers of an extension of the return guarantee.

Gold Standard singles (top continuing sellers from the Victor singles catalog) will continue to be supported by the label's 100 per cent exchange. The label's double compact 33 r.p.m. new releases will be accepted on a full exchange basis for any LP product after 90 days. "Doubles" are comparable to LP's but pressed in the 33 form.

FINDS CLIENT ON PAYROLL

NEW YORK — Gotham Recording Corporation here is convinced that everybody is in the record business. Executives at the recording studio just discovered that their latest client, D-L Records, is owned by their head shipping clerk and studio aid, Dio Lind. Lind, born in the Virgin Islands, has recorded "Proud West Indian" as a single with calypso warbler Lord Nelson. The disk will be released on the D-L label both here and in the Caribbean area.

that familiar names and performances are much easier to sell in many cases than the 20 or more albums with largely unfamiliar names and contrived titles brought out at frequent intervals by the larger labels. "If they poured some of the money they spend on those wild, far-out covers and packages into giving new life to the great catalog items, they'd be better off and so would we," was the way one dealer summed up the thought.

Two Congressmen

• Continued from page 3

versally enjoyed. He urged congressmen to remove the "burdensome" 10 per cent admissions tax to better the economic health of the performing arts.

Rep. Carroll Kearns (R., Ohio) wants live music and dramatic performance in every State subsidized by matched funds from the Federal Government. Kearns' bill makes a modest enough proposal for a limit of \$100,000 on any grant to any one State in a year. Such a sum could promote live programming, but would not do much toward paying for buildings to house such performances, Kearns acknowledged in quoting comments on the bill by Washington impresario Patrick Hayes.

Hayes had high praise for the program objectives of the Kearns Bill, but suggested that larger federal grants be made to States which will actually raise building for cultural centers of their own.

Representative Kearns also placed in the record articles from the January "International Musician," promoting the idea of federal subsidy for performing arts. The quotes served to remind Congress that government support of music, whether city, State or national, is traditional in Europe, and it is high time this country caught up with the cultural prestige of the foreign centers in London, Rome, Paris, et al.

GAC Shuffle

• Continued from page 3

and involved in its top financial affairs as well as with the planning and operations board, has offered his resignation, but it has not been accepted by the GAC brass. He has been with GAC for 20 years and is an important stockholder in the company.

The GAC Dallas office has been shuttered and Phil Brown, who formerly headed that office, has resigned to stay in Dallas. Shelley Schultz of the music department in New York is leaving to join Leo Magid's management firm. Frank Hanshaw, who came up from Miami after the GAC office there was closed, to join the music department, has also resigned.

Meanwhile, Bill Weems is returning from the Chicago office to New York, and Al Valente, of the New York music department, will move out to the Chicago branch.

Music to Soothe

• Continued from page 2

ally tapes and edits the "Candlelight Concert" programs—erasing all vocals and any instrumentals which might prove too spirited. Dr. Donald Efler, chief of the Clinic's Thoracic surgery, said the music (symphonies, etudes, sonatas) provides soothing backgrounds for surgery and that the surgical staff would complain if the five-year-old practice were discontinued.

YESTERYEAR'S HITS

Change-of-pace programming featuring the hottest disks in the land five and 10 years ago this week, from Billboard's charts.

5 Years Ago

JANUARY 28, 1956

1. Memories Are Made of This, Dean Martin, Capitol
2. Great Pretender, Platters, Mercury
3. Sixteen Tons, Tennessee Ernie Ford, Capitol
4. Lisbon Antigua, Nelson Riddle, Capitol
5. Rock and Roll Waltz, Kay Starr, RCA Victor
6. Band of Gold, Don Cherry, Columbia
7. See You Later, Alligator, Bill Haley and the Comets, Decca
8. It's Almost Tomorrow, Dream Weavers, Decca
9. Dungeness Doll, Eddie Fisher, RCA Victor
10. I Hear You Knockin', Gale Storm, Dot

10 Years Ago

JANUARY 27, 1951

1. Tennessee Waltz, Patti Page, Mercury
2. My Heart Cries for You, Guy Mitchell, Columbia
3. The Thing, Phil Harris, RCA Victor
4. Be My Love, Mario Lanza, RCA Victor
5. If, Perry Como, RCA Victor
6. Harbor Lights, Sammy Kaye, Columbia
7. So Long, Gordon Jenkins and the Weavers, Decca
8. You're Just In Love, Perry Como and the Fontano Sisters, RCA Victor
9. Bushel and a Peck, Perry Como and Betty Hutton, RCA Victor
10. Roving Kind, Guy Mitchell, Columbia

WRCV "Big Band" LP Selections

• Continued from page 50

8. "Willow Weep for Me" by Ella Fitzgerald with the Frank DeVol Orchestra. ("Hello, Love"—Verve MG V 4034). A slow ballad is always programmed here and if the last vocalist was a male then this would be by a female vocalist.
9. "Lonesome Road" by the Si Zentner Orchestra. ("The Swingin' Eye"—Liberty LRP 3166). This tune is always an up-tempo, familiar instrumental.
10. "If Ever I Would Leave You" by Gordon MacRae with Orchestra conducted by Richard Wess. (This is a Capitol 45 record release—Capitol 4483). Mostly albums are programmed but this is a new single release from a current Broadway show (Camelot) and as a new, slow ballad is usually programmed in this spot, that is why the MacRae record was selected.
11. "When I Fall in Love" by Glen Gray's Casa Loma Orchestra. ("Solo Spotlight"—Capitol T 1234). The foregoing new tune is always followed by a medium-beat, familiar instrumental.
12. "You're an Old Smoothie" by the Les Brown Orchestra. ("Love Letters in the Sand"—Coral CRL 57165). This tune is always an up-tempo, instrumental and is usually used as a fill before going into the news segment.

Dealer Co-Ops Set Trend In War With Discounts

**Plan L. A. Meeting to Build Groundworks
For Buying Combine; All Dealers Invited**

• Continued from page 1

Judkins estimated that the record buying co-op here will save dealers up to 20 per cent on merchandise purchased through the combine. Quantity buying, made possible by combining the purchasing power of a group of retailers, "is the dealer's only hope in his present fight for survival," Judkins said.

Judkins is eager to get the co-op rolling as soon as possible so that it can take advantage of the special deals being offered by various manufacturers during the early part of the year. The co-op will seek the lowest possible price and will even transship ("We'll buy any place where the merchandise is available at a price") to give its members their greatest saving. The co-op will seek manufacturer cut-outs as well, and be in a position to buy them in quantities.

The co-op will function as follows: The dealer will leave a specified sum of money on deposit with the co-op, and will make his purchases against that amount. All purchases through the co-op will be on a cash-only basis. The combine's board will hear bids from the various suppliers and will in turn place these bids before its membership. If enough dealer members approve the bids, the bids will be accepted. Dealers still will be free to buy outside the co-op, although Judkins expects the savings made by using the combine will be so rewarding that a substantial portion of stock will be bought as a group.

The exact sum to be required for deposit and other details of the combine's operation are being left to be decided upon at the dealer meeting. When asked whether the cost of operating the co-op might not appreciably cut into the savings made by the quantity purchases, Judkins said the combine's overhead would be insignificant. All the co-op will need, he said, will be a warehouse and one salaried person to fill the orders.

Judkins estimated that the co-op's participants may number from 20 to 40 dealers from the Southern California area. Meeting date was not set at press time, but is expected to be called during the first week in February.

Judkins' push for a co-op marks a turnaround in his attitude toward buying combines. He was opposed to the formation of co-ops in the past on the basis that buying combines would violate the traditional manufacturer - distributor - dealer relationships. However, Judkins feels that for the most part these have been already destroyed with the advent of discounters, record clubs, racks, and one-stops moving into the retail field. These have chipped away at the dealer's basic market to such a degree that he must resort to group buying as his only means at meeting this competition, Judkins said.

DEALER MAKES SPECIALTY OF SCARCE LP'S

NEW YORK — Classical record buyers who request scarce LP's, some of which are no longer in the catalog, have long been a problem to dealers. There has not been any single place to which these people could be referred, in the past. But one enterprising dealer here has become such a specialist in this field, maintaining stocks of precisely this type of record, that he is now able to provide service to other dealers.

The Classical Record Shop, of 825 Seventh Avenue, New York, can now be queried by record dealers who require specific out-of-print or scarce disks, or dealers can refer their customers to this firm directly. Naturally, premium prices are charged for items which can no longer be obtained through regular channels and are not in regular supply. The firm is operated by Julian M. Moses, well-known retailer here for nearly a quarter of a century.

STORE-TESTED PROFIT POINTERS FOR DEALERS

Classifieds Help Move Trade-In Phonographs

By **BOB LATIMER**
SAN FRANCISCO — How to turn over the accumulation of trade-in phonographs which is growing increasingly large in new stereo equipment sales?

"Use a simple classified newspaper ad, and stick to it," advises Stan Michaelsen, owner of Stanely's big stereo equipment and TV dealership here.

Long - accustomed to taking trade-ins on television, Michaelsen prepared to meet the problem with stereo almost as soon as he began handling a steadily growing volume of stereo phonograph and tape recorder sales. Like

many other dealers, Michaelsen saw stereo grow from a mildly profitable department in the store into one of the largest, in the short space of a year. "For a time, he led the city in the sale of two top lines of stereo phonographs and combinations. For the first few months, there was no such thing as a trade-in involved. Now, however, with stereo an established home entertainment entity, about 50 per cent of all new stereo phonograph buyers have a trade-in to offer, and Michaelsen must watch allowances carefully to maintain a full profit on the new phonograph, and a mark-up of around 10 to 15 per cent on the trade-ins. Most trade - ins are older, lower - priced stereo sets with which the customer first entered the field, and are no longer sufficient for the owner's musical interests. All of them are perfectly salable, however, when carefully re-conditioned and checked.

Michaelsen is ready for re-ir work. His 4000-square-foot store maintains a huge service department, exceptionally well equipped from an electronic standpoint, to repair television, tape recorders, pho-

(Continued on page 54)

Mono Phonos Sales

• Continued from page 1

Factory and retail sales of stereophonic phonos, however, were still a bit off the yearly highs. The November factory sales total of 343,006 was some 49,000 off the October 1960 top of almost 392,000. On the retail level, a bit more than 263,000 stereo sets were sold, some 10,000 less than the 272,010 racked up in October.

These gains however, were not enough to change year-to-date statistics, which show that stereo sales in both areas are running ahead of 1959, and mono sales are running behind.

DEALER INVENTORY CHARTS

Dealers will find these charts a reliable weekly guide to more profitable inventory and display of records, playback equipment and related merchandise.

BEST-SELLING PHONOGRAPHS

These are the nation's best selling phonographs by manufacturer, based upon results of a month-long study using personal interviews with a representative national cross-section of record-phono dealers. A different price group of phonos will be 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 upon the rank order of manufacturers' phono sales at each dealer, and weighted by size of dealer. Only manufacturers earning 3% or more of the total dealer points are listed below.

PHONOS LISTING BETWEEN \$31 AND \$60

RANK	BRAND	% OF TOTAL POINTS
1	Decca	29.1
2	Columbia	15.2
3	Voice of Music (VM)	12.3
4	Webcor	10.5
5	RCA Victor	10.2
6	Capitol	8.4
	Others	14.3

(Note: Due to typographical errors which appeared in this chart last week, it is being repeated. In the January 16 issue, these figures mistakenly were attributed to phonos listing under \$30).

PHONOS LISTING BETWEEN \$61 AND \$80

RANK	BRAND	% OF TOTAL POINTS
1	Columbia	31.7
2	Magnovox	21.0
3	Decca	12.2
4	Webcor	9.9
5	RCA Victor	8.0
6	Capitol	6.1
7	Dean	3.8
8	Fanon	3.8
	Others	3.5

BEST BUYS IN RECORDS

These records, of all those on the Hot 100, have begun to show NATIONAL sales breakout action this week for the first time. They are recommended to dealers and all other readers as having the greatest potential to go all the way. Previous Billboard Spotlight Picks are marked (*).

POP

- *WHERE THE BOYS ARE Connie Francis
(Aldon, BMI) MGM 12971
- *NO ONE Connie Francis
(Efsee, BMI) MGM 12971
- *SPANISH HARLEM Ben E. King
(Progressive-Trio, BMI) Atco 6185
- *FIRST TASTE OF LOVE Ben E. King
(Trio-Rumbalero-Progressive, BMI) Atco 6185
- *PONY TIME Chubby Checker
(Alan K, BMI) Parkway 818
- *IF I DIDN'T CARE Platters
(Chappell, ASCAP) Mercury 71749
- *GOOD TIME BABY Bobby Rydell
(Lowe, ASCAP) Cameo 180

R&B

- STAND BY ME Little Junior Parker
(Lion, BMI) Duke 330

Pep Talk to Electronic Mfrs. Notes Foreign Product Drive

CHICAGO—A top public relations expert told members of the electrical manufacturing industry that they're hurting from foreign competition because they "don't have the guts or the imagination to fight back with their own resources."

Lee Schooler, president of the Public Relations Board, Inc., referred frequently to radio and phonograph products as he called on American industry to use its creative resources to develop new products and services with consumer appeal. He cited the need for creative sales promotion techniques that emphasize the extra values offered by American-made products and American manufacturers.

Schooler spoke before the advertising group of the Association of Electronic Parts and Equipment Manufacturers, Inc., at the Como Inn here last Thursday (17).

Schooler compared industries that rely solely on federal aid through protective tariffs and import quotas with the only child "who has everything his own way until he starts to school and then

expects mama to keep the bullies away."

"Momism, or as I call it, 'Uncle-ism,' is necessary for some industries. Certain tariff protection is vital to American industry. But we have only to look at past years in our history to realize that over-protectiveness is fatal. 'Uncle-ism' just as momism destroys the spirit of a child."

As an example of steps industry can take, Schooler cited a six-point program preached by the American Hardboard Association: 1. Continuing development of new products; 2. Consistent high quality; 3. Dependable, fast deliveries; 4. Readily available technical assistance; 5. Sales aids; 6. Customer confidence in well-known American brand names.

In a speech spiced with humor, Schooler mentioned he had bought a Japanese transistor radio because it "was a good buy," but was now having trouble and couldn't get anyone to get it fixed. "Do you have any suggestions about what I should do with it," he asked. The (Continued on page 54)

P-R Expert Hits at Electronic Mfrs.' Lethargy Toward Foreign Exports

• Continued from page 53

replies were varied and imaginative.

Schooler said, however, he would replace the radio with an American product, "that may cost a little more," but behind which the manufacturer would stand.

He emphasized, however, that people didn't care about a product's nationality—just how it performs and at what price. "People won't buy an imported product if it lets them down, but they won't buy an American product again if it lets them down, either."

'Short-Sighted Policy'

Schooler said he was fully aware that the electronic parts and equipment industry was hurting from foreign competition, and that he was definitely not in favor of abolishing all tariffs and quotas. But he told the group, "the whole 'Buy American' concept is ridiculously short-sighted, and penalizes the entire economy."

He cited a criticism by a Dr. Terman, Stanford University, that "Chicago manufacturers have been concentrating on trying to cut the cost of transistor radios instead of forging ahead in work on missiles, space rockets, computers and automation."

Schooler said price is only one consideration compared with quality, service, styling and the development of new products.

Citing an example, he mentioned a portable record player he had bought in Hong Kong last year called the Wondergram that was now selling in this country. The device, of British origin, noted Schooler, is about the size of a book and opens up to play records of any conventional size. "What I want to know," he asked, "is why we Americans, who led in scientific developments for many years, didn't think of this one?"

Classifieds Help Move Trade-Ins

• Continued from page 53

nographs and even two-way radio equipment. In a recent remodeling, knowing that the salability of trade-ins depends largely upon the impression which the customer gets of the service department, Michaelsen remodeled the store so that all of the stereo service operations are in plain view from the sales department.

Thus, a customer who has come in to look at an expensive new four-track tape recorder, a stereo phonograph combination, etc., can see repairmen working on the same sort of equipment in the shop—and automatically gets the impression that he will have no service problems with any equipment purchased at Stanley's.

The same sort of situation holds true where a trade-in purchaser is concerned, according to Michaelsen. He be-

lieves in keeping his trade-in sets off the main sales floor on the theory that these do nothing but detract from the appearance and sales potential of new equipment. Therefore, trade-in units appear in a separate showroom near the service department, and every customer who responds to the simple classified ad sees a well-equipped, obviously efficient service department, on his way to look over the second-hand units.

This has literally melted away sales resistance, and produced the sort of rapid turnover on trade-ins which has often made it necessary for Michaelsen to pick up used stereo equipment elsewhere merely to keep from disappointing customers who respond to his ads.

The California dealer invests \$10.36 per week for a classified ad which merely states the number of used sets on hand at any time and invites customers to come in and choose from a huge selection. Run day after day, always in the same position, the simple classified ad has been enough to turn over almost every trade-in phonograph within three or four days after it leaves the service department.

Ampex Establishes Consumer Awards

SUNNYVALE, Calif. — Ampex Audio Company has instituted a special "Ampex Blue Ribbon Campaign" designed to help promote its 900 series of tape players or player-recorders.

The promotion's feature is a \$50 consumer premium award composed of six four-track prerecorded tapes, with metal storage rack, to be given to customers purchasing any of the machines in the 900 series. The campaign is slated to run from February 1 through April 1.

During this period, retail purchasers of current model Ampex radio-phonograph consoles are due to receive 10 free stereo LP's, packaged in a special leatherette album; while any current model Ampex console containing both tape player (or tape player-recorder) and phono will receive both premiums, with a value of \$100, from participating dealers.

RETAILING PANEL

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

THE QUESTION

What do you do with obsolete merchandise?

THE ANSWERS

BARRY WARE
Ware House of Music
Seattle, Wash.

Most of our singles inventory is protected through individual deals with distributors. We don't buy from those who don't protect us. The ones we are stuck with, we sell in a bag for four for a \$1. With LP's we have a section marked "Lowest priced records in town." Here



we have obsolete full priced LP's mixed with low priced ones. We hold special sales here to keep items moving out.

CHARLES CHAMIER JR.
Patchogue Music Center
Patchogue, N. Y.

Frankly we often give an assortment of old merchandise, singles and albums, as a premium with the purchase of a phonograph. We have also given some away for use as prizes at card party benefits. Anything we don't give away or manage to return, we sell for 59 cents and in some cases 29 cents. Obsolete albums we put on a special rack for 99 cents.



LOU SHAPIRO
Secretary-Treasurer, SORD
Music Center
Jersey City, N. J.

The best thing to do is forget about the obsolete merchandise.

Even if you give it away at 25 cents, they won't give you a dime. It's the same with old LP's. We put 'em on a rack but they don't really sell. However, we don't do business with a graveyard boys either. In the long run, they compete with us too, and we'd rather eat the records than do business with those fellows.



RON ZENGER
House of Music
Salt Lake City, Utah

Singles, our chief problem, we handle in two ways: 1. Put them in a counter box and close them out at three or four for \$1. 2. Hold them and wait for a manufacturer's "we'll take anything in trade" deal. With LP's I'm very select on what albums I buy and the distributors will take back at least 10 per cent in exchange. I close out shop-worn albums at 50 per cent off.



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.

CAPITOL—Expires January 30, 1961. Started January 3, 1961.

Program offers a 10 per cent discount on complete pop and classical catalog, plus 90-day deferred billing on a limited 100 per cent exchange privilege. Similar plan covers top hundred Angel LP's. Limit on exchange is placed at five copies per album with the exception of Frank Sinatra's new album ("Sinatra's Swinging Session"), which Capitol will back up with a full exchange up to 25 copies purchased. Plan covers only purchases between January 3-27. Minimum of 50 packages, including no less than two copies of 16 different albums on the January release must be bought to qualify. Exchanges will be accepted on or before June 30. Payments must be made in two equal installments on 10th of March and April. Same deal applies to Angel's top hundred albums, except 10 per cent discount does not apply. See page 3, January 9 issue for details.

COLUMBIA—Expires January 31, 1961. Started January 1, 1961.

All Columbia mono sets (except Broadway show albums and multiple LP show sets) feature a 10 per cent discount, and all stereo albums (except show sets) feature a 20 per cent discount. Two and four-track tape also qualify. Harmony Records is featuring a discount of 15 per cent. All EP disks, both mono and stereo, also feature a 15 per cent discount. See page 3, January 9 issue for details.

LONDON—Expires January 31, 1961. Started January 1, 1961.

Two separate plans: 1. "Surplus Stereo Stock Program." Includes 66 specially selected stereo LP's at 50% of the normal cost. 2. "SP-61 Program." 10% extra discount on general London catalog. Includes special dated billing plan and local newspaper advertising allowances. See page 8, December 31 issue for details.

ROULETTE—Expires January 31, 1961. Started January 1, 1961.

Special fifth anniversary half-price bonus sales program. One album from the catalog at half-price with one purchased at full price. Includes all LP's on Roulette, Tico and Roost, plus all new January releases on each label. Also there is an extra 10% discount allowed on purchases of low-price Forum line. See page 3, December 31 issue for details.

VERVE—Expires January 31, 1961. Started January 1, 1961.

Known as "61 Prep Plan." Extra 15% discount on entire catalog of 800 LP's (stereo and mono). See page 6, December 31 issue for details.

WARNER BROS.—Expires January 31, 1961. Started January 1, 1961.

Dealers can turn in obsolete merchandise on any label in exchange for W. B. product ordered. For every \$5 worth of W. B. product ordered, dealer can turn in \$1 worth of old disks. Price schedule figured on dealer cost. Applies to all Warner Bros. catalog except the two Newhart LP's. In these cases the ratio is 10 to 1 instead of 5 to 1. See page 3, December 31 issue for details.

EPIC—Expires January 31, 1961. Started January 1, 1961.

"Epic January Sales Program." Offers distributors a 10% discount on all classical and popular monaural LP's and a 20% discount on all stereo classical and popular LP's. Also 10% discount offered distributors on all 4-track tapes. Deal also applies to all Perfect LP's. The "Lanin Plays Latin" album is being offered to consumers at \$2.98 stereo or monaural as part of this program. Dealers will receive full list markup. Dealer aids and extensive promotions included. See page 2, December 31 issue for details.

UNITED ARTISTS—Expires January 31, 1961. Started January 9, 1961.

Distributors are offered a special restocking deal. Buy five copies of the same LP and get one free. Plan applies to entire UA catalog but not to UA's Sound Series, Ultra Audio, which is being offered on a one-for-six program, through January 31. See page 2, January 9 issue for details.

LIBERTY—Expires February 13, 1961. Started January 9, 1961.

10% extra discount all items ordered during period, including new releases. 100% exchange plus deferred billing 90 days, equal payments due 10th of March, April and May. Dealers must order minimum of seven or eight new releases in any combination of stereo and mono to qualify. See page 3, December 31 issue for details.

MERCURY—Expires February 15, 1961. Started January 9, 1961.

One album free for every 10 albums purchased in Mercury catalog including new January releases. See page 52 and insert in January 9 issue for details.

TIME—Expires February 15, 1961. Started January 1, 1961.

For every \$5 worth of album product purchased, \$1 worth of obsolete stock can be returned. Dated billing 30-60-90 days. See pages 18-19, January 9 issue for details.

CAMEO, SWAN and PARKWAY—Expires February 24, 1961. Started January 16, 1961.

Promotion deal is on five albums in catalog; three by Bobby Rydell and two by Chubby Checker. Dealers offered 15% discount on every album ordered and 100% exchange privileges. A sixth album soon to be included in the program is "The International Pop Orchestra." See pages 8, 12 and 13, January 16 issue for details.

ABC-PARAMOUNT—Expires March 31, 1961. Started January 16, 1961.

Winter merchandising plan offers straight 12½ per cent discount off the face of the invoice and specific dated billing for qualified dealers. Plan applies to 11 new ABC-Paramount albums, four initial LP's in the label's new jazz series, Impulse, and Chancellor LP product. See page 4, January 16 issue for details.

MGM—

"21 Gun" Salute to 1961. Distributors are being offered 20% bonus in merchandise (buy 100, get 20 free). Deferred billing: 30-60-90 days, provided account is current. Discount with dating: 2 per cent cash discount with each payment, in accordance with above dating plan. 100% exchange privilege within the January "Twenty-One Gun Salute" release. Terms also apply to all purchases of LP's in the new MGM, Metrojazz and Cub label catalogs. See last page of insert, January 16 issue for details.

DECCA—See Current issue for details.

Platter Bars Draw Retailer's Interest

COPENHAGEN—A lull in the recent red-hot TV "price war" provided a good break for a number of retail music stores to put the spotlight on recently opened mid-town "Platter Bars." The biggest is that of the Borge Dalsgaard firm.

A large section of the store was speedily equipped with a snack-bar type of counter and stools. Behind the "bar" are 10 platter spinners and long shelves stacked with disks of all categories, and on the counter are 10 sets of earphones. Alongside the platter bar are a number of cabinets and a stereo room for auditions of special disks. A street-front display window, from which the platter bar is visible, has a large display of records.

A new store, which the Bagger chain opened on the same day is the second largest music store in the city and also has a platter bar served by six stools and earphone sets.

The big Philips firm does not sell its products at retail but recently opened a large mid-town demonstration center, where it has a small platter bar which is open to the public. It also has displays of all of its major products. Many other music stores are also placing more emphasis on record sales and giving over more space to them.

NEW DEALER PRODUCTS

Stereo With 8-Speaker Wings



The Housewares Show in Chicago was the scene for the unveiling of a series of new phono products from the Sonic Industries of Lynbrook, N. Y. (see separate story).

Pictured is the Model 370 de luxe stereo high fidelity automatic portable record changer. The machine has a V-M stereo changer with a sound system composed of two four-speaker wings. The speakers are of the six-inch variety. There are separate volume and tone controls for each channel. This unit sells for a retail price of \$89.95, while the Model 375, which has an eight-tube radio, sells for \$99.95.

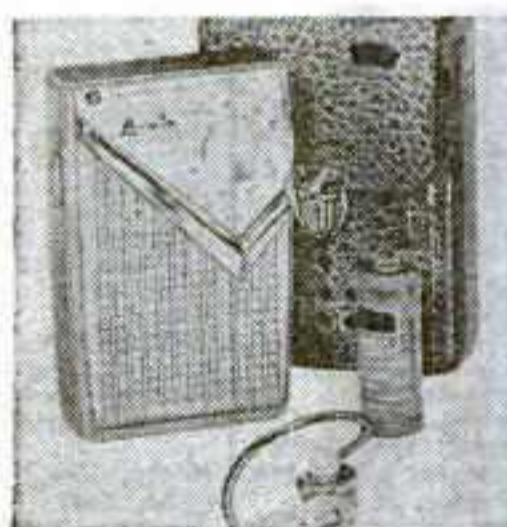
Cabinet-Faced Stereo Console

In addition to the portable phono line introduced by the Sonic Industries at the Chicago Housewares Show, the company has also debuted a stereo console contained in cabinet. The unit features four eight-inch speakers, a V-M changer with switch-over cartridge and sapphire needles. There are separate volume and tone controls on the piece. Both this, and the



Model 385, which contains a radio, have an open end list.

Transistor Radio With Case



This six-transistor portable radio is one of the units on which Arvin Industries of Columbus, Ind., has effected its price reduction. The unit, which comes with earphone, carrying case and battery, has been reduced some 37½ per cent. The new six-transistor miniature is retail priced at \$24.95 as compared to a 1960 list of \$39.95.

Kit-Built Stereo AM-FM Tuner

The Electronic Instrument Company (EICO) has introduced a new AM-FM tuner that is available in either kit or factory-wired form. The unit has prealigned RF and IF stages, and is prewired. The new tuner contains the firm's exclusive "Eye-tronic" tuning indicator which forms an exclamation point when the exact center of each broadcasting channel is reached. The unit, which



has been dubbed the ST96, can be used for separate FM and AM reception or FM, AM stereo reception.

In kit form the unit sells for \$89.95, and in a factory-wired state, \$129.95.

Table High Compact Console

The General Electric Company has announced the Westport, a compact console phonograph that is made to order for consumers with limited space, but who desire stereo sound.

The table-high unit comes in two models, the Model RC 1190 without AM-FM tuner, and the Model RC 1195 with tuner. Four wood finishes are provided: mahogany, maple, walnut, and blond oak.

General Electric's Record Saver feature is incorporated cabinet which holds an LP so that it can be removed from its jacket without the fingers touching the playing surface.

The unit has a four-speed record changer and is equipped with an automatic shut-off feature. There are two eight-inch speakers spread to opposite ends of the cabinet, and two three and one-half inch speakers in front. Jacks allow for the addition of wing or satellite speakers.

Diamond Needles Up for Display

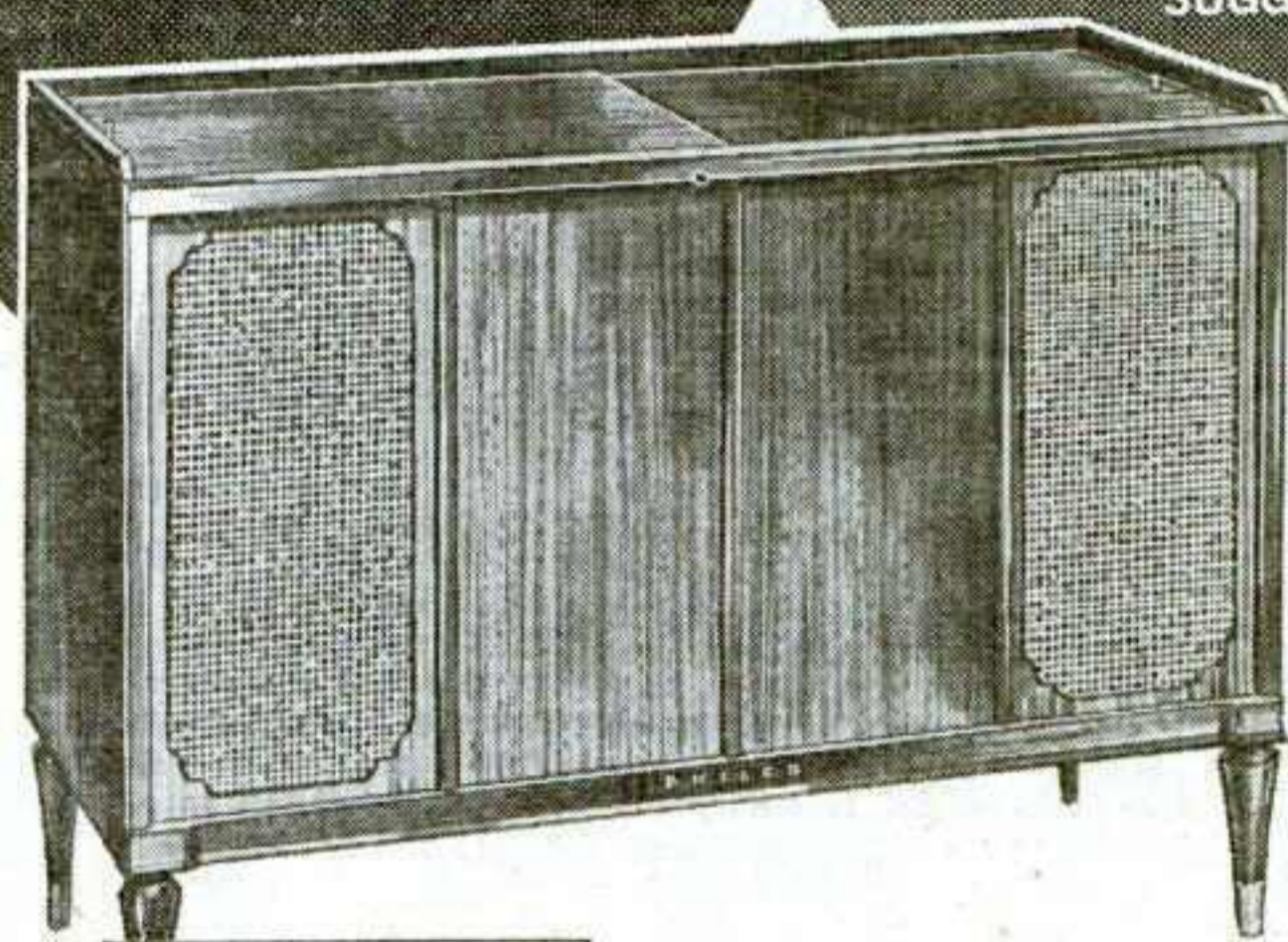
The Transcriber Company of Attleboro, Mass., makers of the Puli needle line, have instituted a direct mail campaign whereby each of their dealers receives a 13½-inch ruler with information about the new Puli Needle Self-Merchandising Counter Display.

The ruler demonstrates the amount of space taken by a Puli display and which puts the needles before the public eye. The push is meant to acquaint dealers with the impulse approach of selling the line.

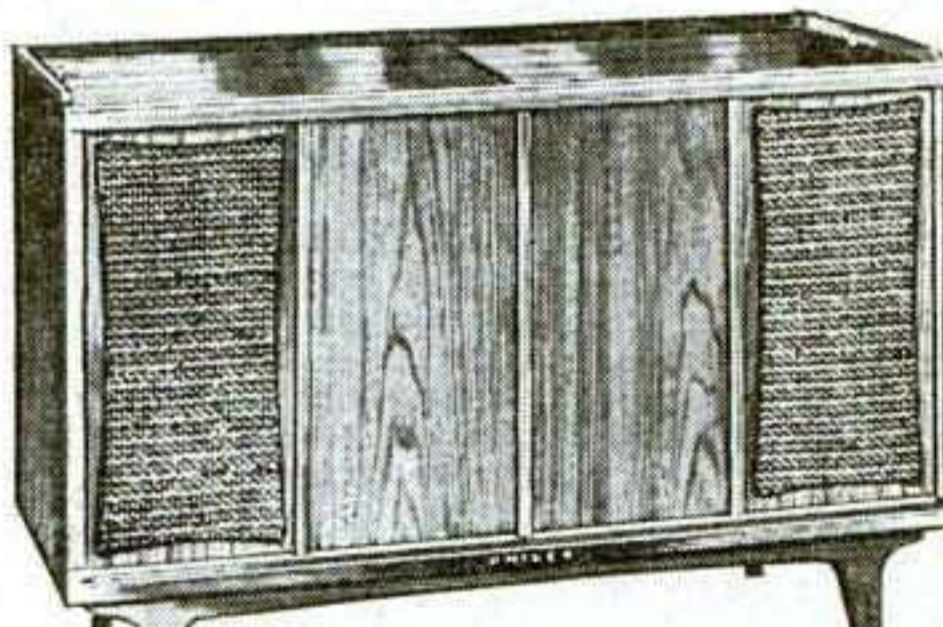
The new display is called the SD-54 and is composed of 20 of the firm's best-selling replacement needles. Both mono and stereo needles are included among the items. The 54-needle display is offered to dealers at a 20 per cent saving off of the normal price.

PHILCO
announces
three new
stereophonic
HI-FI consoles
for spring!

PRICED
FOR PROFITS
\$ **199**⁹⁵
from
SUGGESTED LIST



PHILCO 1632 MAHOGANY



PHILCO 1632 WALNUT



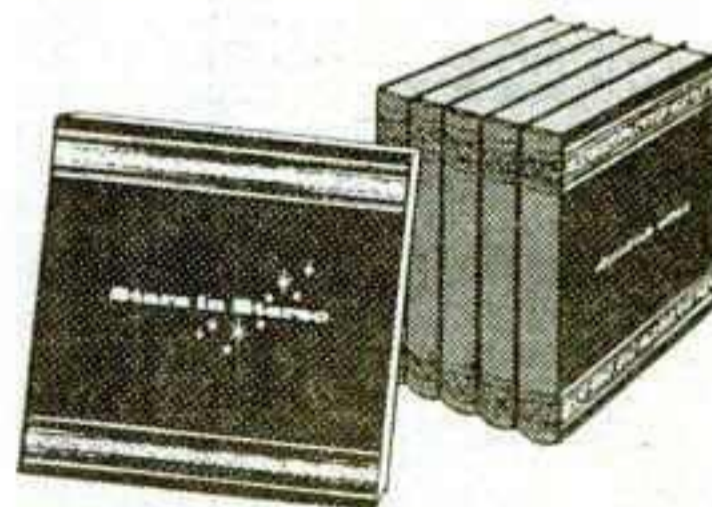
PHILCO 1632 PROVINCIAL

AMERICA'S
MOST POPULAR
FURNITURE STYLES

- All new styling!
- Sliding top design!
- Record Storage Space
- 4 Speaker Sound System
- 4 Speed Multi-Mix Automatic Changer!
- Separate Bass, Treble, Loudness, Balance controls!
- Peak Output 15 watts—Music Power Output 6 watts measured per EIA Std. RS-234

FEATURING
A REALLY
HOT
NEW
CLOSER

You can offer
FREE WITH PURCHASE
STEREO RECORD ALBUMS



6 BEAUTIFULLY GOLD TOOLED ALBUM
BOXES FEATURING TOP DECCA & CORAL ARTISTS
Exclusive! Stereo Broadway Show tunes, Classical, Western, Teen Pops and Standard 12" albums. You can offer 60 Stereo selections your customer can enjoy tonight with even the lowest price Philco Stereo Phonograph.

'Only Philco has it!'

FOR MERCHANDISING IDEAS THAT PAY OFF
YOU NEED **PHILCO**

PHILCO Famous for Quality the World Over

STEREO BUYER PORTRAIT

CBC Bares Scientific Study of Stereophiles

By ROBERT SCOTT

TORONTO — One of the first scientifically conducted studies of the stereophile, his listening tastes and the kind of equipment he uses, has been concluded by the Canadian Broadcasting Corporation. The study also presents much information of value to the dealer on his potential stereo customers.

During 1959, the CBS broadcast a series of 10 programs in stereo, using the government-owned system's two AM stations, CBL and CIBC in Toronto. Listeners included not only those in the Toronto-Hamilton area, but throughout upper New York State and in areas as distant as Northern Georgia and Louisiana, according to a CBC spokesman. The programs included several types of music as well as news and drama in stereo.

Latitude of Tastes

Questionnaires were mailed to approximately 5 per cent of the listening audience, of 1,166 persons. Listening tastes showed a want for all types of material, with the greatest share of attention going to music. However, even talk programs—news, lectures, plays, etc.—cornered the interest of one listener out of five. It also showed a marked difference between men and women in listening habits. Here are the listening tastes among men and women, shown in terms of percentages of total respondents:

TYPE SHOW	% MEN	% WOMEN
B'dway Show	56	70
Movie Music	43	66
Symphony	57	69
Opera	36	36
Chamber	26	26
Ballet	40	61
Choral	52	70
Jazz	36	24
Popular	30	30
Folk	35	35
Western	15	15
Talk	28	14
Drama	21	20

According to the survey, stereo listeners employed a variety of combinations to receive the broadcasts. Here is the breakdown of results in this category:

COMBINATION	%
Console & Table Model	43
Two Table Models	30
Two Consoles	7
Table Model & Portable	7
Console & Portable	4
Table Model & Transistor	2
Miscellaneous	7

CBC FM and television outlets were also used for one broadcast. Although only 25 per cent used FM to listen to this broadcast, the survey showed that 38 per cent actually owned an FM set

—substantially higher than the average in the Toronto market. No less than 71 per cent used television as one sound channel.

In addition, 49 per cent of the respondents said they owned a stereo or hi-fi phonograph. Of this group, nearly half had bought completely assembled sets, 22 per cent had bought partially assembled sets, and 29 per cent had used high-fidelity components—a percentage far in excess of that for the general population. Some 52 per cent said they did not own a phonograph. Of these, 18 per cent planned to buy a packaged set, 14 per cent a partially assembled unit, and no less than 20 per cent planned to use components.

Substantial Market Seen

These figures would indicate a healthy market for stereo equipment of all types—a conclusion bolstered by the results on this question: "If stereo were available as a regular program, would you consider buying an adjustment for a radio which would enable you to receive stereo on just one receiver?" A whopping 69 per cent said yes, with only 9 per cent answering no. Ten per cent of the former spend more than \$100 for such an attachment; 20 per cent would spend from \$50 to \$100, and 24 per cent would lay out \$40 to \$50.

Perhaps the most revealing figures of all for audio salesmen are those outlining the prospective customer for stereo equipment. Here's what the CBC survey found out: 84 per cent of questionnaire respondents were males. Listeners were young—fully 47 per cent of the men and 38 per cent of the women were under 30 years of age, although only 12 per cent were teen-agers. Listeners over 50 accounted for only 11 per cent of the men and 20 per cent of the women, all of which indicates that the equipment market for stereo consists largely of young-marrieds and younger single persons who are earning their own living.

Professionally speaking, one out of every four of the Toronto stereophiles classified himself as a professional person—teacher, doctor, lawyer, engineer, etc. Another third fell in the white-collar category (office workers, sales, etc.), 17 per cent were students, 10 per cent housewives and only 5 per cent fell in the semi-skilled or unskilled labor category. In addition, respondents more often than not were persons who had some technical skill with electronic equipment, many of whom built their own equipment, either in part or in full.

From the dealer's point of

President's Group Joins Washington Hi-Fi Show Action

WASHINGTON — The Washington High Fidelity Music Show, opening at the Shoreham Hotel here February 10, will have an international flavor, thanks to participation by the President's Music Committee. Mrs. Jouett Shouse, chairman of the committee, and M. Robert Rogers, chairman of the hi-fi show, announce that the show will also serve as a place for American visitors to meet and talk music with members of the cultural staffs of different embassies here.

The President's Committee hopes the public will bring any good LP recordings of American music that they would like to give away. The Music Committee ships these records abroad to various cultural and educational centers to meet the rising demand for American music of all types. Although the intent is to promote understanding of American music abroad, there is also a very practical commercial value to the record industry of this country, in getting their LP's out among the young people in foreign universities and cultural centers.

Manufacturers throughout the U. S. and Europe will exhibit in this sixth annual Washington Hi-Fi Show.

The show is being produced independently, but with the support of the Institute of High Fidelity Manufacturers. More than 50 exhibit rooms will display hundreds of different component parts for home hi-fi music systems from domestic and foreign manufacturers, Rogers has announced.

Rogers is a member of the President's Music Committee for Mexico-United States music activities, and divides his time between this city and Mexico.

Rek-O-Kut, York New Cabinet Team

NEW YORK—The Rek-O-Kut Company and the York County Chair Company have teamed up to produce a line of interchangeable high-fidelity cabinet component combinations, a fact which was revealed here at the New York Furniture Show last week. The units are designed to cater to a full range of consumer budgets and tastes.

The York firm has fashioned a series of 72-inch cabinets in several styles and finishes, which will be sold in combination with the customer's choice of one of three packages of pre-co-ordinated high-fidelity components ranging in price from \$150 to \$500. The cabinets, available in modern, French provincial and contemporary walnut, will list for about \$200.

view, this means an active interest in stereo—broadcast and on records—on the part of that segment of the public in the best position to buy. These potential customers are well educated, young, interested in listening to music, and are members of upper income groups. They are aware of the cost of good equipment, and are prepared to pay for it. Although the figures apply specifically to Canada's second-largest market, there is good reason to believe that they may be even higher in other markets, where FM broadcasts and AM-FM stereocasts are more common, and in American markets where equipment prices are somewhat lower. For perhaps the first time the retailer has the information he needs to merchandise stereo equipment—information about his customer, customer interests, and the equipment already being used by customers.

LETTER LIST

Letters and packages addressed to persons in care of The Billboard Publishing Company will be advertised in this list two times only. If you are having mail addressed to you in our care, look for your name EACH WEEK. To be listed in following week's issue, mail must reach Cincinnati office by Tuesday morning.

- | | | | |
|---|--|--|---|
| Ada-Ash (Strong Act)
Adams & Sells Circus
Adams, George P.
Alberta, Albert
All American Shows
Allegretti, Frank F.
Allen, Harold
Allen, Jack
Allen, John Edward
Allen, Robert C.
Allen, Robert E.
Anderson, Sig
Anthony, Michael B. & Betty
Armong, Billy
Armstrong, Matt & Mrs.
Armstrong, William E.
Auskings, Clarence
Austin, Buddy
Ayers, Maurice C.
Azbill, Ollie & Mrs.
Backus, Eddie
Baker, Tom L.
Baldwin, Jim & Mrs.
Barchinger, Linn
Barr, Clyde
Bastian, Harry
Bales Jr., Charles E.
Belmar, Jack
Benfield, Nelson R.
Bennett, Virginia
Berkheimer, C. S.
Boyer, Ray & Peggy
Bramblett, James
Bratton, Joseph
Briggs, A. R.
Brown, Calvin
Brown, Raymond W.
Brunelle, Louis W.
Bryan, Mrs. Cathy
Buchanan, Albert
Buskey, Richard
Byers, Whitey
Caloian, C. A.
Carbone, Stephen P.
Carlisle, George
Carnohan, James
Carter, T. J.
Chaudion, Jay
Cochran, Donald Ray
Coghlan, Bob & Evelyn
Colantuono, Louis
Connors, Jerry
Cooper, Asia
Corlew, Richard G.
Couls, Herbert & Mrs.
Cox, Francis
Cox, Tommy
Craden, S. K.
Craun, Frank & Mrs.
Cuthbert, Charles
Dale, Chickie
Darlington, C. W.
Davis, Edgar
Davis, Edward
Davis, Herbert O.
Decker, Bobby
Deutsch, George
Deveraux, Norman
Dobson, Virginia
Donatto, Lillian
Doolittle, H. Rushmore
Downing, Wilbur E.
Doyle, Henry M.
Dunbar, Roy
Eagles, Johnnie (Red)
Eagles, Nate
Earle, Beatrice
Edgington, Mrs. Cecil
Edsel, Ray
Egerlon, Edgar L.
Elam, Jack
English, P. G.
Evans, Archie (Gypsy)
Everman, Edgar
Fairbanks, William
Farrington, Herber
"lowa" (Concessions)
Ferguson, Capt. (Dog Trainer)
Field, Dovie F.
Finley, Mrs. Evelyn
Fisher, George
Fletcher, Lenny
Forrest, Russell J.
Fraker, Marion | Fraker, R.
Francke, George
Freslie, Lowell Eugene
Frey, Russell
Fritz (Boss Canvas Man)
Froboess, Harry
Frock Jr., C. H.
Gaffis, G. R. & H. F.
Geer, F.
Geiger, Rose
Gilbert, Frank
Gillespie, Patrick J.
Gill, Frank
Gladwell, Jim
Goad, Alvin W.
Good, Oran
Goodleaf, A.
Goodman, George A.
Gordon, Paul
Gospodarski, Larry P.
Gossard, Les
Graham, Mrs. Alva Lee
Gray, Nathaniel
Green, J. O.
Green, Kayo
Green, Richard
Griffith, Frank
Grish, John
Hagen, O. L.
Hall, Albert
Hall, Robert
Hall, Shelby
Halstead, Arthur R.
Hammon, Walter A.
Hamrick, Howard
Hamrick, W. T.
Hancock, Howard
Hanson, Dave
Hanson, John & Mrs.
Hanson, Louis T.
Harmon, Mrs. Wm.
Harris, Pocket Book
Hayes, Buster & Helen
Helms, Chuck & Mrs.
Hibbler, Joseph T.
Hickey, Una L.
Higgins, Jerry
Hoban, Robert A.
Hoffman, Eugene
Hoge, Mack & Mrs.
Holder, Richard
Horowitz, Eddie
Huggins, Bobby F.
Hunt, Ralph (Hunt Amuse. Co.)
Hunter, Charlie
Ilmo, Sr.
Inman, Mayrice
Isehower, Geo.
Jackson, John B.
Johnson, Dewey
Julien, Victor
Kalbaugh, William
Keeler Jr., Charles & Mrs.
Keen, Foster
Kelly, Albert M. (Mrs.)
Kelly, Danny & Mrs.
Kelly, Dave
Kernes, James Alvin
Kincaid, Edna
Kinder, William C.
Kirma, Fred & M.
Klein, Jerry
Knapp, James E.
Knight, James E.
Konyot, Doretta
Korle, Richard
Kramien, Stan
Kriel, Richard
Krueger, A. E.
Kunat, Stanley
La May, Peaches
Lairson, Donald
Lamb, Lloyd R.
Le Sander, J. H. (Jack)
Lebertew, Bedford
Lee, Alberta
Lee, Anna or Sylvia
Lee, Harley
Leeright, J. R.
Legget, Sandra
Lehman & Beckwith
Lewis, Joseph & Mrs.
Lewis, Willie | Linchinbiger, C. L. (Spider)
Liorella, Alfred
Livesay, Richard
Livingston, Earl
Lofar, Marie
McCluskey, T. F.
McAllen, George & Skeeter
McBride, James
McDermott, Hal
McGarry, John
McGee, Mrs. Mary
McGowan, Erye
McHenry, Myron F.
McInturf, Shirley
McKelvey, Ed
McKivergan, Thomas
McKelvey, J. W. Shows
McLane, Francis J.
McRorie, Arthur Sykes
Mace, Don S.
Malone, Ernest
Manning, Ennis I.
Mannuzza, Thomas
Mantin, Leo
Marks, John H. (Shows)
Meador, J. Patrick
Meredith, Hoze Clogell
Meyer, Andrew
Milanese, Joseph
Miller, Allen D.
Miller, Joseph
Minard, Archie L.
Mitchell, Lee
Monroe, George
Monroe, Jim
Moore, Dwayne Linley
Moore, Mrs. Mabel
Moran, Billy
Moran, Joseph
Moreno, Gus
Morgan, James N.
Morgan, Ted & Butch
Morton, John Robert
Mott, C. W. or Ildrie
Mott, Lucky or Sandy
Mullens, Eddie (Canvas Supt.)
Murray, Joseph
Myers, Freddie James
Naramore, Charles & Dolly
Nathan, Fi Fi or Chuck
Neal, Tom
Nein, Sam & Mary
Nelson, Jim
Newcomer, Lewis E.
Niel, Paul Edward
Nordine, Burl E.
Norman, John P.
Noxon, Frank S.
Nubson, Elmer T.
O'Brien, Mike
O'Haver, Jack
Oliver, Jack
Osbourne, Walker
Padykula, John
Parsons, Patrick
Patrick, Mrs. Bessie
Patterson, L. W. & Mrs.
Patterson, R. L.
Pearl, Walter
Peeke, Boo
Phillips, Mrs. Artie
Phillips, Phil
Phinney, Margaret M.
Pierce, Curly
Pierson, Carl (or Pearson)
Pierson, Orville Lee
Poole, Forrest O.
Porter, William L.
Porter, Bill
Powell, Henry Phillips
Poore, Kenneth
Radcliff, Vern
Radford Jr., Ronell A.
Raney, George E.
Ravelli, Blanche
Rawlings, Pete
Ray, Jimmy (Press Agent)
Raymond, Al & May
Reed, Walter (Gypsy)
Reisinger, A. H. & L.
Reynolds, Paul
Reynolds Rolomo R.
Richards, Arthur | Richards, Franklin
Richardson, J.
Riley, Raymond A.
Riley, William
Ringler, Harold W.
Ritro, Ed
Robbins, John
Roberts, Leonard H.
Roberts, Raymond
Rochman, Mrs. Ethel
Rodgers, John
Roe, Larry
Rogers, Jelly Roll
Roney, Kenneth
Rosenheim, Mr. (Cont. Agent)
Rosenthal, Roy
Rothman, J.
Rowland, Ralph
Rubens, Si
Russell, Paul
Ryder, Robt. Lee
St. Leon, Clyde & Mrs.
Sabla, Jerry
Salvatore, Steve
Saunders, Larry
Schilling, Herbert
Schmeltz, Nicholas J.
Schreffler, Morton L.
Schwab, Vernon C.
Searles, George
Shelton, Walter J.
Short, James Leo
Simms, Allie
Simons, Charles
Sloat, Mrs. Edna Anaya
Smith, C. C. (Circus Agent)
Smith, David
Smith, Hayes W.
Smith, J. A.
Smith, Jack E.
Smith, William P.
Smith, Bill
Snellings, William
Sonner, Robert R. (Agent)
Starr, Belle
Stein, Bernard
Stoltz, L. F. (Prom. Agent)
Stuart, James Richard
Sturmack, Arthur & Mrs.
Sullivan, Edward M.
Swank, Harry
Swanson, Harold E.
Tammany, John Francis
Tanner, Aileen
Taylor, Corine
Tennis, D.
Terry, Janie
Thomson Jr., B.
Thompson, Hope
Tobel, Allen
Tolley, Virgil
Tomlin, L. L.
Townsend, Tom
Trenholm, Joseph A.
Vangness, Kenelm
Olander
Vaughn, Gene
Vilcko, Paul
Villenmarie, Joseph R.
Vinson, Evelyn
Vinson, Jack E.
Vonderheide, George
Wadsworth, John S.
Wallace, Joe
Walters, Chip
Walters, Elsa Pruitt
Waterman, Margie L.
Watson, Jack R.
Watson, John B.
Webb, Pauline Russell
Wells, Elisha J.
West, Ronald
Whiteley, Clifton M.
Whitmore, Harold
Wiggins, Roscoe
Williams, Jimmy
Wilson, Clyde
Wilson, Jimmie R.
Wilson, Robert Eugene
Wilson, William
Wingfield, Harry D. & Rebecca
Witham, Benjamin
Wong, The Troupe
York, Carl
Young, Roger |
|---|--|--|---|

ALBUM COVER OF THE WEEK



A TASTE OF HONEY—Bobby Scott, Atlantic 1355. Eye-catching cover in red, violet and white with fine photo of the artist by Lee Friedlander. Designed by Loring Eutemy.



SPIRITUALS AND BLUES — Josh White, Elektra EKL 193. Striking cover shot of the artist in shades of green and white. Prime display item.

TEXAS DEEJAYS PLAN NEW MAG

NEW YORK — A group of Texan rhythm and blues deejays are making plans to publish a magazine, titled "The Disk Jockey's Journal," which will spotlight rhythm and blues jocks and r.&b. records. The magazine will be run by three staffers of KJET, Beaumont, Tex.—John E. White, president-treasurer; William Brown, vice-president-publisher; Cal Weaver, general manager. Randy Warren, KNOB, Dallas, will serve as public relations manager.

Ensign Preems New Push-Button Changer

CHICAGO — The first push-button record changer manufactured domestically has been announced by the Ensign Division of Admiral Sales Corporation here. Price and definite debut date are unavailable. The Admiral changer features three buttons, controlling start, reject and off. Model will be made available to all phono makers.

Ludwig Drum Company, RCA Team Up With Store Display

CHICAGO—The Ludwig Drum Company and RCA Victor Records will team up for a strong in-store display program during February and March. The instrument - record tie is centered around the diskery's Dick Schory percussion albums in which the drum firm's products are used exclusively. Counter card reproductions of the Schory albums and the drums, and literature telling dealers how best to use the ads and cards most effectively, are included.

BRAUNSCHWIEG, Germany—Hans Arno Simon, singer, composer and record producer, has launched Simon Records. The label will be distributed by Metronome here. Simon, who had hits with "Anneliese" and "Gib Mir Den" some years ago, will sing and conduct his own work on the new entry. Other artists to be featured in the firm's first releases are Manfred Segler (formerly on Polydor), Liana Riva (also on Telefunken), Bobby Westerman, Peter Hoffman and Manfred Grit.

Reviews and Ratings of New Albums

Continued from page 36

ages, and he has attracted a pop as well as c.w. audience. This one, made up of his old sides, can move. Included are "Hope of a Broken Heart," "I Can't Stop Loving You," "Stranger in My Home," etc. They are good examples of the traditional style.

ALL TIME COUNTRY AND WESTERN HITS

All Star Artists. King 710—This set should have a good sale in the country field. Featured are "Money, Marbles and Chalk" with Don Reno and Red Smiley; "Sweeter Than the Flowers" with Moon Mullican; "The Death of Little Cathy Fiscus" with Jimmy Osborne; "High Geared Daddy" with Webb Pierce, and "On Top of Old Smokey" with Minnie Pearl. A strong collection with strong country artists.

MOON MULLICAN SINGS HIS ALL-TIME GREATEST HITS

King 555—This is exactly what the title implies—a collection of Mullican's earlier country hits, including "I'll Sail My Ship Alone," "Pipeliner's Blues," "Sweeter Than the Flowers" and the famous "New Jole Blon." Mullican's most recent successes can focus considerable interest on this set.

The man who knows how to get ahead (and stay ahead) in business—gets his information and inspiration from the pages of his businesspaper. Nothing else you read is so filled with the news, the facts, the fresh ideas so vital to your success in business as the advertising and editorial pages . . . in your businesspaper.



PHOTO ON LOCATION BY EHRENBERG

Where there's business action, there's a businesspaper

. . . where there's record/phonobusiness, there's

The Billboard

One of a series of advertisements prepared by the ASSOCIATED BUSINESS PUBLICATIONS



A DAY IN THE COUNTRY

Various Artists. Audio Lab AL 1519—Collectors of authentic c.w. will find this a find. It's loaded with old-timers—artists with the true sound. There are weepers, rhythm songs, folkish, bluegrass types and virtually all the genre of the country field. Artists include Mac Odell, Red Perkins, Bob Newman, Clyde Moody, Esco Hankins, Jimmy Vernon, Jack Cardwell, etc. Tunes include "Cherokee Waltz," "You Can't Live With Them," "Sweeter Than the Flowers," etc.

COUNTRY & WESTERN

SWING YOUR PARTNER

Doc Journell, Grady Hester and His Tensons. King 699—Nine square dances are expertly called by Carl (Doc) Journell in a manner that should please both experts and novices. A book of instructions for dancing each selection is included in the package, containing basic data about square dancing with diagrams and calls to all dances. Those who want to dance, not just listen, should be referred to this set.

T. TEXAS TYLER

King 721—Here's a collection of sides by T. Texas Tyler that could interest his country and pop fans. Sides include "Filipino Baby," "Careless Love," "I Hung My Head and Cried" and "Oklahoma Hills." Tyler sells them well and the recording is good, too.

HOMESPUN HUMOR

Various Country and Western Stars. King 726—Charlie Ryan, Grandpa Jones, T. Texas Tyler, the Stanely Brothers, Lazy Jim Day and Nelson King are some of the stars featured on this humorous collection. Ryan's waxings include "Hot Rod Lincoln" and "Side Car Cycle"; Nelson King reads "Deck of Cards," the Stanely Brothers have "How Far to Little Rock," etc. Set should appeal to many country fans.

THE LEGENDARY VOLUME 2

Jimmy Osborne. King 730—A lot of value here. There are 16 sides, done in the pure traditional style by one of the great artists of the old school. "The Door to My Heart Is Wide Open," "He'll Come Like a Thief in the Night," "My Heart Echoes," are examples of the fare.

SONGS OF THE HILLS

Various Artists. Audio Lab AL 1515—An accumulation of country artists appear on this sampler which includes Jimmie Osborne, Charlie Gore, Clyde Moody and Shorty Long. Besides a representative sample of each of the above mentioned talents, Redd Stewart's "Big, Blue Diamonds" and Pop Eckler's "Money, Marbles and Chalk," should provide country customers with good listening fare.

RHYTHM & BLUES

CHAMPION JACK'S NATURAL AND SOULFUL BLUES

Champion Jack Dupree. Atlantic 8045—This, Dupree's third Atlantic album, is full of color. The performances include his typical "walking" beat, and the vocals are full of soul—sometimes done in an intimate talking style and sometimes in a belting, shouting manner. Included are the classic "How Long Blues," the salty "Wea-food Blues" and such items as "Bad Life" and "Mother-in-Law Blues."

RHYTHM & BLUES

BLUES FROM THE COTTON FIELDS

Carolina Slim Guitar and Vocals. Sharp 2002—Folk blues by one of the true interpreters of primitive-styled blues. This disk includes "Rag Mama," "Sugaree," "Slow Freight Blues," "Carolina Boogie," etc. Collectors of the genre will find it interesting.

INTERNATIONAL

MUSIC OF THE TOREADOR

Raimundo Nunex and His Orchestra. Mercury SRI 600. (Stereo & Monaural)—Mercury gets into the bullfight music arena with the release of this collection obtained from Discos Mexicanos, originally recorded and released below the border. It's thoroughly authentic and Mercury's exciting stereo recording of a highly impressive group of musicians places this disk among the very top examples of this type of music. Further, although most of the selections are standards, there are a few which are heard relatively less frequently, and these will be welcomed by aficionados. Great for demos, too.

THE SOVIET ARMY CHORUS IN PARIS

Alexandrov Song and Dance Ensemble. Arta ALP (S) 174. (Stereo & Monaural)—Here is the first stereo performance of the Soviet Army group to reach Western ears. The reason this is possible was the fact that the stirring, emotional performances of the chorus were caught during a concert visit to Paris. The Army Singers are heard with the instrumental backing of the Alexandrov

SAYS DISTORT'N ON 45 SINGLES HURTS TOP HITS

Continued from page 1

top tunes of the day have been excluded from our library and are given no air play. You realize the number of records we play during a given broadcast period. A recent tally indicated that we are programming around 150 tunes a day, approximately 1,000 per week in the popular category. . . . We feel that most likely there are other stations experiencing the same problem."

group. In view of the Paris locale, the group offers "La Marseillaise," and another French language song in addition to the more expected Mother Russia material. An excellent production, the success of which seems assured in view of the stereo aspect. Cover is salable, too.

INTERNATIONAL

MOSCOW ENTERTAINS YOU FEATURING KAPITOLINA LAZARENKO

Moscow Pops Orchestra. Bruno BR 50149—The singers and orchestras of Moscow perform here a medley of the music that is popular in Russia. Miss Lazarenko and the other stars of the Russian entertainment industry all do well although the recording sound is a bit lean. The Russian songstress' version of "Cherry Pink and Apple Blossom White" in her native tongue is an unusual experience.

FOLK

HUNGARY AND HER GYPSIES VOLUM 7b

Hungarian Gypsy Orchestras of Budapest. Bruno BR 50156—Here is captured some of the authentic, weeping gypsy music magic, in the voices of the sobbing fiddles, guitars and typical native stringed instruments. There are a dozen selections of neatly varied tempos, yet all of them are unmistakably of the gypsy flavor and all are listenable and nostalgic. Extremely good recording was done in Hungary. Primarily for folk buyers, this has broad enough appeal to garner some pop mood listening sales as well.

FOLK

FOLK SONGS AND DRINKING SONGS FROM GERMANY

The Vienna Male Choir with the Horn Quartet of the Vienna Symphony and the Hamburg Singing Society. Epic LP 18007—Some of the most familiar German folk songs receive virile, masculine treatment by excellent singing groups, with a French horn quartet providing appropriate accompaniment. Many of these songs are popular around the world, and as offered on this LP should attract many purchasers. A total of 28 titles are included, with the catchy beer-drinking songs especially likely to prove of interest.

RELIGIOUS

THE CALL OF THE CARILLON

John Klein. RCA Victor LSP 2255. (Stereo & Monaural)—This is a moving and reverent album, featuring John Klein playing the Schulermerich "Carillon Americana" bells, of Sellersville, Pa. This carillon consists of 1,453 bells, and is believed to be the largest in the world. The album contains 10 of the best loved anthems of the Christian church, ranging from the "Hallelujah Chorus" to "The Lord's Prayer." Klein is joined by chorus and organ on most of the anthems, and the voices, plus the bells, add up to an exceptional listening experience, especially in stereo. Good item for the religious market.

LOW-PRICED RELIGIOUS

TENDERLY HE WATCHES

George Beverly Shea. RCA Camden CAL 633—Mr. Shea sings and recites on this LP in his own inimitable style. Included in the inspiration set are "Tenderly He Watches," "Sunrise," "The Army of the Lord" and "Yes, Jesus Loves Me."

RELIGIOUS

CONNIE HAINES SINGS OF FAITH, HOPE AND CHARITY

RCA Victor LSP 2264 (Stereo & Monaural)—Miss Haines, a one-time famous vocalist with the old band of the late Tommy Dorsey, returns to the disk scene after an absence since her days with a group of actresses known as the Four Girls. Here she turns in warm and reverent readings of a program of hymns, anthems and gospel songs. She is supported by an organ, ork and chorus and on the last number, the familiar "Jesus Loves Me," by her own children, Kimberly and Bobby. It's a well-produced and performed package of good family fare.

LEANING ON JESUS

King Narekse. Veltone VLP 3000—Narekse, the spiritual leader of the Mt. Zion Spiritual Faith, leads his Wings of Faith Choir in this set of gospel songs in a highly exciting and powerful manner. The LP seems to have been made at actual meetings of the congregation. Among the famous gospel tunes presented are "Move Up a Little Higher," "Leaning on Jesus" and "Walk in Jerusalem."

SPECIALTY

BURGESS MEREDITH IN SONGS AND STORIES OF THE GOLD RUSH

Epic LN 3756—Veteran actor Meredith contributes a personable narration on this package of stories of the forty-niners and the lusty California gold-rush days. He also sings pleasantly along with the Quartones, on a group of bouncy Western folk-styled items—"Dance Hall Girls," "Dangerous Dan McGrew," etc. Some amusing sides here for jocks.

CHILDREN'S

TALES FOR YOUNG'UNS

Dean Blocker. Trey TLP 903—Children ranging from 6 to 10 should get a kick out of this set, featuring interesting stories on a Western beat, told by Dan Blocker. He is one of the stars of the "Bonanza" TV series. The tales include stories about dogs, kids, coyotes, etc., all told in a humorous and earthy style by Blocker. Best tales are "Rinky Corn" and "The Little Coyote That Went Like a Cat."

LATIN AMERICAN

BEST OF JOE LOCO

Fantasy 3303—Loco's exuberant piano style is spotlighted on a group of familiar tunes, featuring a solid infectious Latin terp beat. Selections include "El Baion," "Serenade in Blue," "Anna," "I Only Have Eyes for You" and "Body and Soul."

CALIFORNIA'S

welcome to the world



Miramamar

and NEW TOWER California's World-Famous Resort overlooking the Blue Pacific where Wilshire meets the sea. Twenty minutes from International Airport. 450 luxurious rooms and bungalows, all with television and radio. Complete convention facilities. Banquet rooms for up to 2,000, air-conditioned. Exciting new Venetian Room and Cantonese Room. Swimming pool Beautiful grounds and landscaped gardens. Rates from \$8.



Across the U.S.A. and in HAWAII MASSAGLIA CREST OF GOOD LIVING

JOSEPH MASSAGLIA, JR., President

- MASSAGLIA HOTELS
- SANTA MONICA, CALIF. Hotel Miramar
 - SAN JOSE, CALIF. Hotel Sainte Claire
 - LONG BEACH, CALIF. Hotel Wilshire
 - GALLUP, N.M. Hotel El Rancho
 - ALBUQUERQUE, Hotel Franciscan
 - DENVER, COLO. Hotel Park Lane
 - WASHINGTON, D.C. Hotel Raleigh
 - HARTFORD, CONN. Hotel Bond
 - PITTSBURGH, PA. Hotel Sherwyn
 - CINCINNATI, O. Hotel Sinton
 - HONOLULU Hotel Wahihi Biltmore
- World-famed hotels
Teletype service—Family Plan

NEW YORK CITY

for important business and leisurely pleasure

TIMES SQUARE

for round-the-clock entertainment and city-wide convenience

HOTEL WOODSTOCK

ALBERT FERNANDEZ, General Manager
for topflight accommodations & service—Cocktail Lounge & Restaurant

129 WEST 43 ST.
SINGLES: \$6-8
DOUBLES: \$10-13
for full color brochure

JUDSON 2-5000
for immediate confirmation of your Woodstock reservation

CLOWN COSTUMES & ACCESSORIES

Circulars Free
DANCE & CLOWN COSTUMES
For all other occasions get in touch with THE COSTUMER

238 State St. Phone: FR 4-7442. Schenectady, N. Y.

POLKA

IT'S HAPPY POLKA TIME
Kenny Bass and His Polka Poppers. Roulette R 25141—A bright and highly spirited polka set comes from Kenny Bass on this LP. Along with some originals, the band does polka versions of "Yes Sir, That's My Baby," "Red Wing," a waltz or two, and a highly unusual rock and roll version of the "Battle Hymn of the Republic" called "Glory, Glory, Hallelujah." This might sell well in areas where polka music is king.

Unsurpassed in Quality at any Price

Our amazing new process retains all details in highlights and shadows—every copy an original photograph

8" x 10" GLOSSY PHOTOS

5 1/2¢ EACH IN 5,000 LOTS

6 1/2¢ in 1,000 LOTS

\$8.99 per 100

POST CARDS \$29 per 1,000
Copy Negatives \$1.95

MOUNTED ENLARGEMENTS
20" x 30" \$3.50
30" x 40" \$4.85

"WE DELIVER WHAT WE ADVERTISE"

PLaza 7-0233

JJK COPYART Photographers

A DIVISION OF JAMES J. KRIEGSMANN

165 W. 46th St., NEW YORK 19, N. Y.

PHOTOS for PUBLICITY

QUALITY PHOTOS IN QUANTITY

100 8x10 . . . \$ 7.99

1,000 Postcards 19.00

BLOWUPS
All other sizes, write to FREE sample & list BB

MOSS PHOTO SERVICE

350 W. 50 Street, New York 19 PL 7-3520

In New York It's the New HOTEL

PLYMOUTH

143 WEST 49th ST., NEW YORK

400 ROOMS
from \$5 SINGLE
\$8 DOUBLE

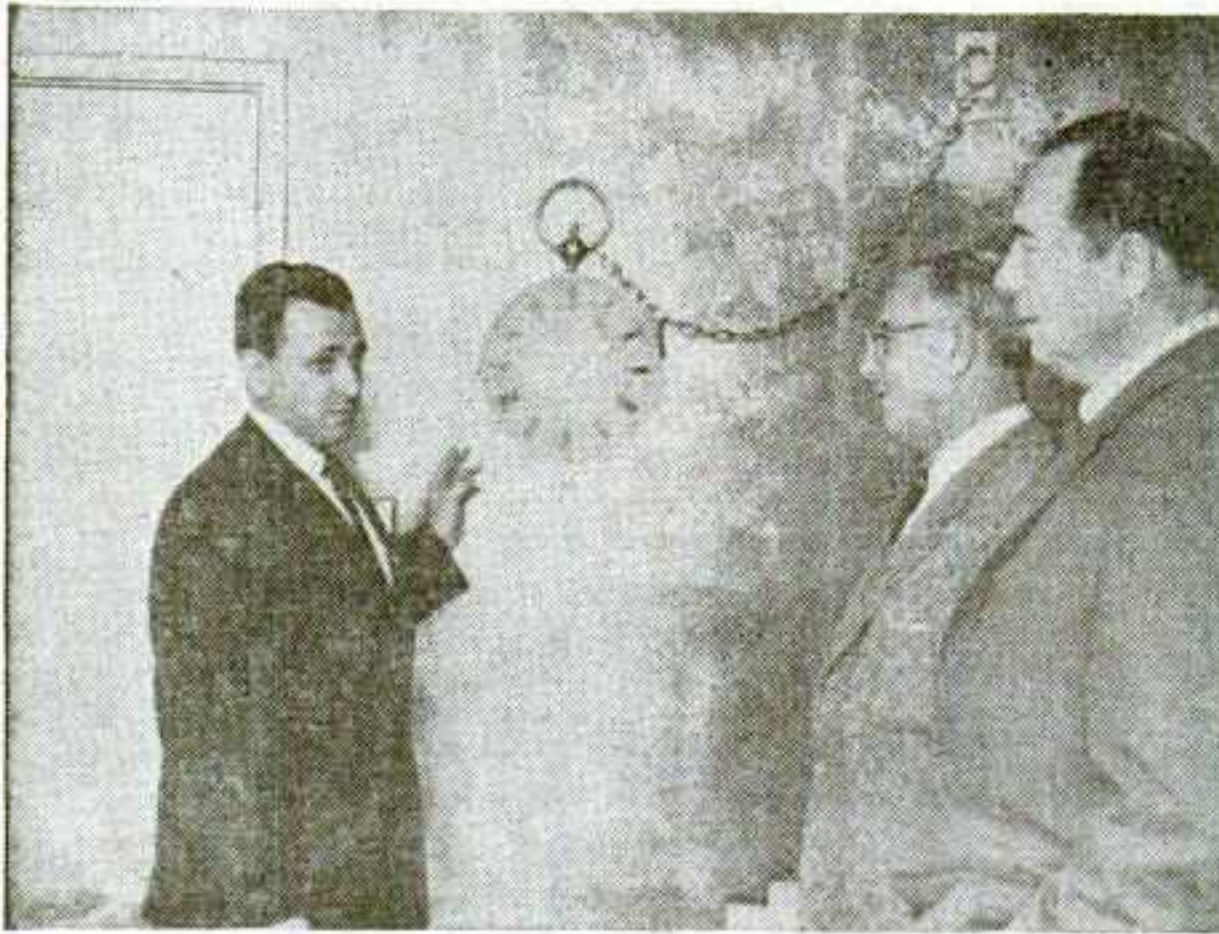
COMPLETELY REFURNISHED. AIR CONDITIONED. TELEVISION. Walking Distance to Radio City TV Center, Theaters and Restaurants. NAT SALTZMAN, Owner & Mgr.

FAN MAIL GLOSSY PHOTOS

All sizes — quantities — color or black and white. Post cards, mounted blow-ups. It will pay you to see our free samples and complete price list before ordering anywhere. Write today for new low prices, samples, etc.

MULSON STUDIO
Box 1941, Bridgeport, Conn.





HENRY J. LEYSER, president of Associated Coin Amusements, points to the clock showing that time is near for the opening of the company's new building. Looking on are Jack Simon, center, and Joe Simon, both vice-presidents.

Leyser Opens New ACA Bldg., Oakland Mayor Joins Ceremony

OAKLAND, Calif. — Henry J. Leyser, president, was assisted in the ceremonies of opening the new Associated Coin Amusements, Inc., building here by Mayor Clifford Rishell, who cut the ribbon. Approximately 250 customers, including coin machine and record distributors, attended the open house here Saturday afternoon (14).

Also attending the event were Jack Simon, Los Angeles, vice-

president; Joe Simon, Chicago, vice-president; Eva Deprose, secretary-treasurer; Murray Fichelson, sales manager; F. X. Carneiro, auditor and office manager; Frank Geis, R. G. Purvis, foreman, and Helene Conover, in charge of music machine programming.

ACA is an operating company and represents Auto Photo Company in the area, installing its photo and automatic recording machines. Also supplied are background music units, coin-operated phonographs and other types of amusement equipment.

The building is modern through-

(Continued on page 68)

ROCK & ROLL IN COLD STORAGE?

CLEVELAND — Here is a sally making the rounds of operators here that we just couldn't help but pass along: It seems that two very proper gentlemen were browsing through a list of numbers on a stereo juke box one evening in a somewhat sophisticated eatery. The proprietor, also a stereo fan, walked over to make suggestions of music he thought they might enjoy. As they became engrossed in conversation, a freckle-faced teen-ager came to the fore and asked, "Where are the rock and roll hits listed?" With a disarming smile the proprietor replied, "Right over there, lad. We try to keep them separate from the music."

Phil. Wurlitzer Distributor Asks Ops Lease to Stops

• Continued from page 1

some cases, it is reserving judgment with regard to leases replacing commission contracts on a wholesale basis.

He pointed out that a lease makes sense on a secondary location, but it would probably cost the operator revenue on a top stop.

Model's move comes in the wake of a recent statement from Palmer that the use of leases will probably be accelerated this year. However, Palmer emphasized that the process will be an extremely gradual one.

Balin Brainchild

The lease plan is the brainchild of Sid Balin, general manager of

the distributorship. He presented it to the operators of the Eastern Pennsylvania-Southern New Jersey-Delaware area in a handsome portfolio explaining the entire operation during the firm's showing of the Wurlitzer 2500 box.

Balin denied reports that Model planned to bypass the operator and lease right to the location itself. "Why should we want to do that?" he asked. "We have enough problems with distributing the machines let alone taking on the operators' headaches."

Balin said where the average gross is \$10 or \$11 a week at a stop, the operator can get \$16 or \$17 in leasing it.

The portfolio included a letter to the operator, another letter for him to show to the location owner spelling out the innovation, and also a copy of the agreement.

Here is the way the plan is outlined in the "Dear Mr. Operator" letter:

"After surveying the individual account and you know what equipment is needed to get top earnings, total the cost of this equipment, then multiply this figure by 6 per cent. The answer is what you charge as the monthly fee." (Balin explained that this per cent figure can be moved around, depending on the respective location).

"This does not apply to every account but will apply to any one grossing more than \$12 to \$13 per week, or even less, depending on your sales ability.

"You now give the keys to the cash box to the location owner. By doing this, you give him incentive to push the machine to its highest earnings. And you can rest assured he is going to do exactly that. He is now renting the equipment from you payable in advance each month and all the money over this figure in the box is his. He is no longer your partner."

Advantages Listed

The letter then listed the advantages the plan has for the operators. They include a guaranteed income which will remain constant for two years (no seasonal drop); lower operating costs due to the elimination of collection trips; lower maintenance costs; lower record costs due to delivery of new records every other week; the lease will give the operator full legal redress for at least two years at the location; no loans to accounts

(Continued on page 64)

Milwaukee Operators' Association Re-Elects Officers, Directors Slate

MILWAUKEE — All officers of the Milwaukee Coin Machine Operators' Association were unanimously re-elected at the trade group's recent second annual meeting.

Sam Hastings, Hasting Distributing Company was re-named president. Also re-elected were James Stecher, Novelty Service Company, vice-president, and Jerome (Red) Jacomet, Red's Novelty Company, secretary-treasurer.

Members of the board of directors chosen to serve another term were Bob Puccio, P. & P. Distributing Company; Arnold Jost, Arnold's Coin Machine Service; Clarence Smith, Milwaukee Amusement Company and Ervin Beck, Mitchell Novelty Company.

In his comments following his re-election, President Sam Hastings called for close co-operation among members during the year ahead. He told the association members, "Due to the increasing costs of doing business, we need to insist on front money and more realistic guarantees from our locations from now on."

Hastings suggested that the association set up an information "clearing house" to provide members with helpful knowledge concerning locations. Members would provide the "clearing house" with such details about locations they service as (1) the types of equipment that the particular spot can support; (2) the take potential, and

(Continued on page 65)

FED. TAX TAKE ON COIN UNITS SEEN \$25 MIL

WASHINGTON — Anticipated 1961 federal tax revenues from juke boxes and amusement games will hit the \$25 million mark, according to the estimate released this week by the outgoing administration. Last year's revenue was \$23 million. The item covers the \$10 tax for coin-operated amusement devices and juke boxes and the \$250 tax for coin machines classified as gaming devices. No breakdown was available. The items appeared in the \$80.9 billion budget presented by outgoing President Eisenhower.

Congress Gets Bid to Bar Gaming Pins

WASHINGTON — Out-going Attorney General William P. Rogers announced Tuesday (17) that he has sent to Congress a proposal to outlaw the shipment of gaming devices in inter-State or foreign commerce.

The announcement was made during a farewell press conference, which the Attorney General had called to show "how clean" his desk was.

It is impossible to say how far-reaching the proposal might be until it goes through the usual chan-

nels and is presented formally to Congress in bill form.

A Justice Department spokesman told Billboard Music Week earlier, however, that the proposed legislation would basically tighten the Johnson Act. To do this, registration requirements of that act would be strengthened; it would become a criminal offense to ship gaming devices in foreign as well as domestic commerce, and the shipment of machines currently taking the \$250 tax stamp would be made illegal.

Rogers said he has not discussed the legislation with Robert F. Kennedy, his successor. Attorney General-Elect Kennedy was the hard-hitting counsel of the McClellan Rackets Committee, so there is a good chance that he will push for passage of the proposal.

When the suggested changes are introduced to Congress in bill form, they will be referred to the Commerce Committees of both houses for study and comment. Similar proposals have been introduced in each of the last three Congresses, but have died without action.

(Continued on page 64)

Is U. S. Trade Overcomplacent?

• Continued from page 1

has been in the thick of the transatlantic coin machine trade ever since it revived after the war, put the situation thus:

Slippery Business

"This is a slippery business, and you learn by experience. What we should have learned by now is that it isn't necessary for foreign products to compete on the nose with U. S. products.

"No smart foreign exporter will beam his product at an American strength. He is looking for a vacuum or soft spot in the American market. This applies to coin machines just as it applied to the automobile market.

"Contrary to what a lot of people are saying, foreign boxes do compete with American boxes—now. They are less expensive, less complicated and more convenient.

In a word, they are the juke box equivalent of the European small cars."

High Quality

This tradester, and others this reporter talked to in Antwerp and Brussels, believe that European boxes already are of sufficiently high quality to compete in the American market. What Europeans lack, in their opinion, is the aggressive, expert sales organizations needed to invade the U. S. market.

But the betting here is that major European producers will be putting together such sales brigades—and sooner than complacent U. S. manufacturers dream.

Veteran tradesters here warn of still another dimension to the U. S. coin machine export problem; they believe—and argue fervently—that, in sales as in other competi-

tive fields, offense is the best defense.

They argue that U. S. manufacturers should step up their export drives all along the line, but they believe equally fervently that the U. S. industry should take the offensive in the tariff fight.

Instead of fighting to hold the tariff line, U. S. manufacturers should fight to have it hoisted. Now is the time, insist the experts on the spot, while the U. S. is sorely concerned about the gold gap and in a mood to flirt with a return to protectionism.

For most of the experts here will tell you that the U. S. industry eventually will need a tariff hike to stave off a disastrous foreign invasion of the U. S. coin machine market.

"American coin machine manufacturers should get smart, advised a veteran of the transatlantic

trade wars in Brussels. "They should learn from the Detroit auto makers who also thought 'it can't happen here'."

Juke boxes originally were dutiable at the rate of 35 per cent ad valorem. As a result of negotiations within the framework of the general agreement on trade and tariffs (GATT) in Geneva in 1947 the rate was dropped to 15 per cent.

The point is not the volume of foreign juke box exports to the U. S. now, according to the view here; it is the necessity for keeping the U. S. market as unattractive to foreign producers as possible.

U. S. production has dropped 98,000 units in 1947 to around 50,000 units. The U. S. production base, as the experts here analyze the American situation, has

(Continued on page 68)

Juke Box Hits A La American

BRAUNSCHWEIG, West Germany — A four-week compilation by Automaten-Markt of most played songs on German juke boxes shows a strong percentage of American tunes.

In the top 10, Lale Anderson's "Ein Schiff Wird Kommen" (Never on Sunday) leads the list at No. 1 on Electrola, with Presley's "It's Now or Never" at third position, and Gus Backus' "Wooden Heart" on Polydor in seventh position.

It is interesting to note here that on the special juke box list, the Backus version of "Wooden Heart" ranks No. 7, while the Presley version ranks 17. On the regular best selling record chart, compiled from in-store retail sales, however, the Presley version holds second position. The Presley disk has also

(Continued on page 65)

EUROPEAN NEWS BRIEFS

Soviet Coin Spurt Seen

EAST BERLIN—Moscow's introduction of the new "heavy" ruble has cleared the way for a coin machine boom in the Soviet Union, according to officials in the trade section of the Soviet Embassy here. Although speculation has centered on the new ruble as a Russian economic warfare weapon against the West, the Soviets here dismiss this idea. On the contrary, they assert that it is merely a matter of domestic concern, and one such announced purpose of the move is to stimulate the introduction of coin machines in the Soviet Union. The Soviet Embassy officials displayed a planning prospectus for the "heavy" ruble, pointing to one lengthy, and heavily underlined section: "It has become imperative to revise our monetary system with coins more adaptable to usage in coin machines. The new ruble will fulfill this function." The "heavy" ruble is theoretically the equal of the dollar, although in fact its purchasing power is considerably less. The real value of the ruble exchange is that the new unit can be divided better into smaller units for coin machine usage.

GI's to Unload Fruit Machines

NUREMBERG, West Germany—The U. S. military forces will soon begin the unloading of literally hundreds of fruit machines onto the British market. The machines are among the 5,000 fruits currently in operation in U. S. military clubs in West Germany, France, Italy, the Mediterranean area and the United Kingdom. They are being unloaded because of President Eisenhower's "bring the girls home" directive. With departure of the "girls," the U. S. military club structure overseas will be drastically curtailed. Nearly all clubs will be reduced, and a great many consolidated. Moreover, there is strong sentiment among the brass—and the departing wives—for the barring of fruit machines. This represents a sharp reversal of attitude, as the brass has been praising the fruits as an aid to morale. However, the theory now is that with the wives gone, all temptations to excess should be withdrawn from the spouseless servicemen. Briefly, there will be a great many fruit machines surplus to the military's curtailed clubs, and the only ready market is Britain.

Swiss Install Arcade

BASEL, Switzerland—A coin machine arcade is being installed in Basel with equipment supplied by West German manufacturers. The arcade, or so-called "Coin Machine Boulevard," is a microscopic, self-contained shopping area with vending machines, coin game and juke boxes. Some 20 different basic everyday necessities are dispensed by the venders. The arcade is designed as the prototype for the mass installation of coin machine shopping areas throughout Europe to meet the labor shortage and traffic congestion in downtown shopping areas. Promoters of the Basel automatic shopping area claim their automatic merchandising mart is designed for neighborhood areas, and particularly for patronage evenings and holidays. The theory of including automatic restaurant and amusement devices is to make such satellite shopping areas a recreation as well as shopping point, and thus increase patronage on a sustaining basis.

Belgians Seek Tax Relief

BRUSSELS—Belgian juke box operators are mounting a campaign for tax reduction timed to the strike wave protesting the government's Congo-imposed austerity. Belgium has perhaps the world's largest concentration of juke boxes per capita—30,000. Long before the Congo bubble burst, the government embarked on a policy of stiff juke box taxation. The operators are fighting for a tax "roll-back," a reduction to levels comparable to those in corresponding lines of business. They complain that the government of Premier Gaston Eyskens taxes juke boxes and games as though they were gaming devices with a lush take. The average Belgian city levies a local tax of \$300 a year per box. Now, effective from January 1, the provinces are levying an additional tax of \$60 per box. Finally, the operators are subject to a 5 per cent turnover tax on box collections. In addition to all this, the operators are subject to normal income taxes and business licensing fees. A veteran Brussels operator summarized, "We might as well rally to the barricades, too, for we have nothing to lose but our tax chains."

Tonomat Bows New Model

FRANKFURT—Automat Canteen Company of America has scotched rumors it would discontinue its German juke box Tonomat. On the contrary, Canteen has just brought out a jazzy new Tonomat model which will be promoted as a top European sales box. The new model is christened Telegamic. It is a completely restyled and redesigned box incorporating the most popular features of the early postwar Telematic and the latter Panoramic 200. The Telegamic is a 200-selection box tailored to the European market. Its principal feature is an automatic selection dialing device permitting remote selection of records. Telegamic comes in full stereo with a disk popularity measuring meter.

Germans Eye Afro-Asian Mkt.

HAMBURG—West German coin machine producers are conducting surveys of Asian and African markets with a view to establishing subsidiaries in these areas. At least three West German concerns are interested in establishing production fa-

(Continued on page 64)

PROGRAMMING GUIDE

Record sides in the chart below are broken down into basic categories for easy programming. They are derived from this week's "Hot 100" and "Bubbling" charts. When a side falls into more than one category, it will have a multiple listing.

EASY LISTENING:

- ARE YOU LONESOME TONIGHT, Elvis Presley, RCA Victor 7810
- BLUE TANGO, Bill Black's Combo, Hi 2027
- CALCUTTA, Lawrence Welk, Dot 16161
- CORINNA, CORINNA, Ray Peterson, Dunes 2002
- EXODUS, Ferrante and Teicher, United Artists 274
- EXODUS, Mantovani, London 1953
- EXODUS SONG (THIS LAND IS MINE), Pat Boone, Dot 16176
- IF I DIDN'T CARE, Platters, Mercury 71749
- LAST DATE, Floyd Cramer, RCA Victor 7775
- LAST DATE, Lawrence Welk, Dot 16145
- MAGNIFICENT SEVEN, Al Catola, United Artists 261
- MY EMPTY ARMS, Jackie Wilson, Brunswick 9-55201
- MY LAST DATE (WITH YOU), Skeeter Davis, RCA Victor 7825
- MY LAST DATE (WITH YOU), Joni James, M-G-M 12933
- OH, HOW I MISS YOU TONIGHT, Jeanne Black, Capitol 4492
- PUPPET SONG, Frankie Avalon, Chancellor 1065
- SAD MOOD, Sam Cooke, RCA Victor 7816
- SAILOR (YOUR HOME IS IN THE SEA), Lolita, Kapp 349
- TROUBLE IN MIND, Nina Simone, Colpix 175
- WHEELS, String-A-Longs, Warwick 603
- WHEN I FALL IN LOVE, Etta Jones, King 5424
- WHERE THE BOYS ARE, Connie Francis, M-G-M 12971
- WONDERLAND BY NIGHT, Bert Kaempfert, Decca 31141
- WONDERLAND BY NIGHT, Louis Prima, Dot 16151
- WONDERLAND BY NIGHT, Anita Bryant, Carlton 537

TEEN BEAT:

- APACHE, Jorgen Ingmann, Atco 6184
- A THOUSAND STARS, Kathy Young and the Innocents, Indigo 108
- ANGEL BABY, Rosie and the Original, Highland 1011
- ANGEL ON MY SHOULDER, Shelby Flint, Valiant WB 6001
- BABY, O' BABY, Shells, Johnson 104
- BABY SITTIN' BOOGIE, Buzz Clifford, Columbia 41876
- CALENDAR GIRL, Neil Sedaka, RCA Victor 7829
- C'EST SI BON, Conway Twitty, M-G-M 12969
- CHARLENA, Seville, J. C. D. 116
- DEDICATED TO THE ONE I LOVE, Five Royales, King 5453
- DEDICATED TO THE ONE I LOVE, Shirelles, Scepter 1203
- DOLL HOUSE, Donnie Brooks, Era 3028
- DON'T READ THIS LETTER, Patti Page, Mercury 71745
- EMOTIONS, Brenda Lee, Decca 31195
- FLAMINGO EXPRESS, Royal Tones, Goldisc 3011
- GEE WHIZ, Innocents, Indigo 111
- GHOST RIDERS IN THE SKY, Ramrods, Amy 813
- GIFT OF LOVE, Van Dykes, Donna 1333
- GINNIE BELL, Paul Dino, Promo 2180
- GOODTIME BABY, Bobby Rydell, Cameo 186
- HE WILL BREAK YOUR HEART, Jerry Butler, Vee Jay 354
- HOOCHIE COOCHIE COO
..... Hank Ballard and the Midnighters, King 5430
- I COUNT THE TEARS, Drifters, Atlantic 2087
- I GOTTA KNOW, Elvis Presley, RCA Victor 7810
- I REMEMBER, Maurice Williams and the Zodiacs, Herald 556
- I'M HURTIN', Roy Orbison, Monument 433
- JIMMY'S GIRL, Johnny Tillotson, Cadence 1391
- LAST DATE, Floyd Cramer, RCA Victor 2775
- LEAVE MY KITTEN ALONE, Little Willie John, King 5452
- LONELY TEENAGER, Dion, Laurie 3070
- LOST LOVE, H. B. Barnum, Eldo 111
- LOVEY DOVEY, Buddy Knox, Liberty 55290
- MANY TEARS AGO, Connie Francis, M-G-M 12964
- MUSKRAT RAMBLE, Freddy Cannon, Swan 4066
- NO ONE, Connie Francis, M-G-M 12971
- ONCE IN A WHILE, Chimes, Tag 444
- PEPE, Duane Eddy, Jamie 1175
- PERFIDIA, Ventures, Dolton 28
- PONY TIME, Chubby Checker, Parkway 818
- PONY TIME, Don Corvey & Goodtimers, Arnold 1002
- RAM-BUNK-SHUSH, Ventures, Dolton 32
- RUBBER BALL, Bobby Vee, Liberty 55287
- SOUND OFF, Titus Turner, Jamie 1174

- STAY, Maurice Williams and the Zodiacs, Herald 552
- SUGAR BEE, Cleveland Crochet, Goldband 1106
- THE STORY OF MY LOVE, Paul Anka, ABC-Paramount 10168
- THERE SHE GOES, Jerry Wallace, Challenge 59098
- UTOPIA, Frank Gari, Crusade 1020
- WHAT A PRICE, Fats Domino, Imperial 5723
- WHAT AM I GONNA DO, Jimmy Clanton, Ace 607
- YES, I'M LONESOME TONIGHT, Thelma Carpenter, Coral 62241
- YES, I'M LONESOME TONIGHT, Dodie Stevens, Dot 16167
- YOU ARE THE ONLY ONE, Ricky Nelson, Imperial 5707
- YOU DON'T WANT MY LOVE, Andy Williams, Cadence 1398
- YOU'RE SIXTEEN, Johnny Burnette, Liberty 55285

COUNTRY & WESTERN:

- ARE YOU LONESOME TONIGHT, Elvis Presley, RCA Victor 7810
- LAST DATE, Floyd Cramer, RCA Victor 7775
- MY LAST DATE (WITH YOU), Skeeter Davis, RCA Victor 7825
- NORTH TO ALASKA, Johnny Horton, Columbia 41782
- WINGS OF A DOVE, Ferlin Husky, Capitol 4406

RHYTHM & BLUES:

- A THOUSAND STARS, Kathy Young and Innocents, Indigo 108
- AGE FOR LOVE, Jimmy Charles, Promo 1003
- AIN'T THAT JUST LIKE A WOMAN, Fats Domino, Imperial 5423
- ALL IN MY MIND, Maxine Brown, Nomar 102
- ANGEL BABY, Rosie and the Originals, Highland 1011
- ARE YOU LONESOME TONIGHT, Elvis Presley, RCA Victor 7810
- AT LAST, Etta James, Argo 5380
- BABY, O' BABY, Shells, Johnson 104
- BLUE TANGO, Bill Black's Combo, Hi 2027
- BUMBLE BEE, LaVern Baker, Atlantic 2077
- CHILLS AND FEVER, Ronnie Love, Dot 16144
- DEDICATED TO THE ONE I LOVE, Five Royales, King 5453
- DEDICATED TO THE ONE I LOVE, Shirelles, Scepter 1203
- DON'T BELIEVE HIM, DONNA, Lenny Miles, Scepter 1212
- FIRST TASTE OF LOVE, Ben E. King, Atco 7185
- GIFT OF LOVE, Van Dykes, Donna 1333
- HAPPY DAYS, Marv Johnson, United Artists 273
- HE WILL BREAK YOUR HEART, Jerry Butler, Vee Jay 354
- HOOCHIE COOCHIE COO
..... Hank Ballard and the Midnighters, King 5430
- I COUNT THE TEARS, Drifters, Atlantic 2087
- I REMEMBER, Maurice Williams and the Zodiacs, Herald 556
- I REMEMBER (IN THE STILL OF THE NIGHT), Five Satins, Ember 1005
- IF I DIDN'T CARE, Platters, Mercury 71749
- LAST DATE, Floyd Cramer, RCA Victor 7775
- LEAVE MY KITTEN ALONE, Little Willie John, King 5452
- LOST LOVE, H. B. Barnum, Eldo 111
- MY EMPTY ARMS, Jackie Wilson, Brunswick 9-55201
- MY GIRL JOSEPHINE, Fats Domino, Imperial 5704
- ONCE IN A WHILE, Chimes, Tag 444
- PONY TIME, Chubby Checker, Parkway 818
- PONY TIME, Don Corvey & Goodtimers, Arnold 1002
- RAM-BUNK-SHUSH, Ventures, Dolton 32
- SAD MOOD, Sam Cooke, RCA Victor 7816
- SHOP AROUND, Miracles, Tami 54034
- SOUND OFF, Titus Turner, Jamie 1174
- SPANISH HARLEM, Ben E. King, Atco 6185
- STAY, Maurice Williams and the Zodiacs, Herald 552
- TEAR OF THE YEAR, Jackie Wilson, Brunswick 55201
- THEM THAT GOT, Ray Charles, ABC-Paramount 10141
- THERE'S A MOON OUT TONIGHT, Capris, Old Town 1094
- TONIGHT—TONIGHT, Melto-Kings, Herald 502
- (WILL YOU LOVE ME) TOMORROW, Shirelles, Scepter 1211
- TROUBLE IN MIND, Nina Simone, Colpix 175
- WHAT WOULD I DO, Mickey and Sylvia, RCA Victor 7811
- WHEN I FALL IN LOVE, Etta Jones, King 5424
- WHAT A PRICE, Fats Domino, Imperial 5423
- YES, I'M LONESOME TONIGHT, Thelma Carpenter, Coral 62241

COINMEN in the news

East

CONNECTICUT NOTES

Mac Perlman, of the Atlantic-New York corporation, and Mrs. Perlman announced engagement of their daughter, Gail, undergraduate at the University of Hartford, to Bernard I. Gaer, who is with Gaer Bros., Inc., Hartford wholesale grocers. A March wedding is planned. It was announced at a January 8 cocktail party at the Perlman's West Hartford home.

Lt. Alvin Perlman, son of Mac Perlman of Atlantic-New York Corporation, and Mrs. Perlman, drove back to his Louisiana Air Force base after a brief stay at the Perlman's West

Hartford, Conn., home. Younger Perlman will return in March to attend sister Gail's wedding to Bernie Gaer, who is in the wholesale food distribution field in Hartford.

Albet Waxman of the Capitol-Reliable Coin Machines and Mrs. Waxman served on the arrangements committee for the Agudas Achim Synagogue's bingo party, held in the con-

Allen M. Widem

Midwest

The closing of the Fabiano Sales and Service Company business in Detroit at the turn of the year was the big news of recent months. Frank R. Fabiano, who moved into the Detroit field about two years ago, and has been president of the United Music Operators for the past year, is giving up his activities here and will concentrate at the western side of the State where he makes his home, with headquarters at Buchanan. The operating route here is being acquired by Angott Sales Company, headed by Carl Angott. Rumors on the future of the Rock-Ola distributorship which Fabiano is giving up are rife, with reports, unconfirmed, that Joe Nemesh, who managed the former Music Systems, Inc., which was formerly distributor for Seeburg, may become Rock-Ola rep.



Carl Angott

Richard S. Pesci has formed the Pesci Amusement Company to operate a down-river juke box route, with headquarters in the new city of Southgate. Pesci has been a bread salesman for a bakery, and is now operating part-time only for the present. James T. Menzie has reregistered title to the Excel Music Company, juke box route, and reports "business is terrible" currently, but has hopes for improvement during the new year. Eddie Clemons, veteran operator and head of Music Service Company, was home for about 10 days over the holidays, and is returning to Florida where he is heading up a big land development project near Cape Canaveral.

The new operating firm of Federal Vending, Inc., is being incorporated as a Michigan firm with offices in the Book Tower, to operate a route of games, cigaret vendors and other types of vending equipment. Richard K. Wood, who has operated a small route of games in the city, is president and general manager of the firm. Stuart Kallman, owner of the Wilshire Coin Meter Company and of the Belcrest Hotel and other properties, is secretary-treasurer. Games will be principally pool tables at present, Wood said. The company has important plans for expansion, and may ultimately go into the machine manufacturing side of the business.

Hal Reves

CLEVELAND CAPERS

Helen Dugan, chief of Dugan Music Company, is excitedly packing bags for a full month's sojourn in Acapulco, Mexico. She will leave February 5 via jet with Fred Witt, her chief serviceman and close associate, and Bob Sledz, prominent tavern owner here. The sun-and-surf-bound trio will visit Helen's brother, Bill Gribbons, a professional skin diver there and vice-president of Dugan Music.



Helen Dugan

George George's Monroe Coin Machine Exchange looks for a real pickup in business this June. . . . The Cleveland Chamber of Commerce's report on unemployment here sent chills up the backs of several operators. In this area unemployment has reached 60,000. The 1958 recession peak was 72,000. Commenting on the situation, Edward Curry, head of Edward J. Curry Music Company, said, "This is the reason why business is bad for us. If people don't even have enough money to buy a glass of beer in a tavern how can we expect them to throw money into a juke box?"

Mel Shone, Northeastern Ohio representative for Shaffer Music Company, added: "The industry will go with the economy. It reflects over-all business."

Jack Cohen, of J. C. Music Company, has his own method of testing the success of 33 1/3 equipment. He uses one such piece and moves it from location to location testing reaction. It's a can't miss method, he claims.

Although the Port of Cleveland and the St. Lawrence Seaway are closed for the season, Cleveland Coin Machine Exchange hasn't slacked its exports. Morris Gisser reports a shipment of 12 music machines to Hong Kong last week and 12 gun games to Africa, as if that continent were not "bullet-riddled" enough. . . . Norman Goldstein, vice-president of Monroe Coin Machine Exchange, reports another expansion program in the works for the firm. "We want to work it out more before we make any detailed announcement," he said.



Morris Gisser

Mel Shone, Shaffer Music Company's Northeastern Ohio representative, predicts that Seeburg's new cold drink machine is going to be very big here this year. . . . Max Faler, head of F. & T. Novelty & Music Company, reports business down 20 per cent last year from 1959. . . . Expecting a significant start in the popularity of 33 1/3 records this year is Arnold Lief, head of Lief Music Distributors. . . . Tom Miller, of Associated Enterprise, is out of the hospital and on his feet again. . . . Metro Music Company, Inc., showed a sizable increase in business during the last three weeks of 1960. Sidney Amder, president, looks at this as a good omen for 1961.

"The money just isn't there. If people don't have money to spend, brand-new games will make no difference," said Edward Curry, boss of Edward J. Curry Music Company. He blames a sick economy for all the problems in the coin machine industry. . . . James Ross, head of J. R. Music, follows and subscribes to economic research reports. He believes that continuing sluggishness in the general economy will scare a number of operators out of the business. "If the nervous ones survive this test, they'll probably be in the business for life," he added.

(Continued on page 64)

McClellan Tops Copy'rt Group

Continued from page 1

who is also ranking GOP member on the full judiciary Committee, and has opposed performance royalty collection in favor of raising mechanical royalties on records played on juke boxes, and Norris Cotton (R., N. H.).

Although McClellan's name has not been among those co-sponsoring recent anti-juke box exemption legislation introduced in the Senate, he was chairman of the Senate Rackets Committee which issued a report strongly critical of the juke box industry. The Rackets Committee report declared the "majority" in the juke industry were victims of racketeering, rather than instigators. Still, the chairman and his committee angrily denounced evidence of "collusive ventures by racketeers in operator associations and union locals." (The Billboard, April 4, 1960.)

No anti-juke box exemption bill has yet been introduced on the Senate side. On the House side, Rep. Emanuel Celler (D., N. Y.) put one into the congressional hopper in the opening week of the new Congress.

PHONOS SEEBURG

SEEBURG KD	\$425.00
SEEBURG V 200	225.00
SEEBURG R	395.00
SEEBURG G	345.00
SEEBURG C	245.00
SEEBURG B	195.00

A.M.I.

A.M.I. H-120	\$450.00
A.M.I. G-200	250.00

ROCK-OLA

ROCK-OLA 1448	\$310.00
ROCK-OLA 1446	230.00
ROCK-OLA 1438	185.00

Wurlitzer—All Models
Make Best Offer

ANGOTT DISTRIBUTING CO.

2616 Puritan Ave.
Detroit 38, Mich.

N. ILLINOIS, N. INDIANA
and IOWA OPERATORS—

GOTTLIEB'S GREAT NEW

FOTO FINISH

Gives You the Best — and MOST — of Both . . . APPEAL — EARNINGS!

Don't Get Left at the Post!
ORDER TODAY!

WEEKLY SPECIAL!

GOTTLIEB 1-PLAYER
SITTIN' PRETTY . . . \$150
Completely Reconditioned.

PINBALL VALUES!

GOTTLIEB 1-PLAYERS	
SUNSHINE	\$175
HI-DIVER	175
LIGHTNING BALL	225
QUEEN OF DIAMONDS	235
MISS ANNABELLE	235
UNIVERSE	245
WORLD BEAUTIES	245
WAGON TRAIN	275
DANCING DOLLS	285
Completely Reconditioned	

NATIONAL COIN MACHINE EXCHANGE

1411-13 Diversy Chicago 14, Ill.
BUckingham 1-8211

EXPERTS IN EXPORTS

CIGARETTE VENDORS	PIN GAMES	BINGOS
National 9 Col. \$ 95	Duette, 2 Pl. \$ 85	100 Atlantic City \$50
National 9 M. 110	Flagship, 2 Pl. 145	15 Big Shows 50
National 9 ML 125	Falstaff, 4 Pl. 275	5 Beach Beauty 65
National 11 ML 165	Gladiator, 2 Pl. 75	25 Big Times 60
National 113 ML 205	Gondolier, 2 Col. 225	20 Beach Clubs 50
Eastern 8 Col. 85	Majestic, 4 Col. 200	10 Broadways 65
Eastern 10 Col. 110	Sw. Sioux, 4 Col. 375	15 Gaylys 60
Keeney 9-Col. Electric 95	Tournament, 2 Pl. 95	15 Gaytime 60
Mercury 11 Col. 165	Toreador, 2 Pl. 75	20 Hi-Fi 60
Lehigh 12 Col. 145	Cross Roads 75	10 Pixie 65
Lehigh 9 Col. 110	Frontiersman 75	15 Miami Beach 45
	Diamond Lill 75	5 Starlet 75
	Golden Gloves 225	2 South Seas 60
	Palisades 75	15 Surf Club 60
	Piccadilly 95	10 Yacht Club 60
	Hot Rod 75	1 Tahiti 60
	Jockey Club 85	12 Variety 45
	Kings 95	1 Mexico 45
	Queen of Diamond 250	
	Royal Flush 125	
	Sittin' Pretty 195	
	Universe 245	
	World Beauty 275	
	Spot a Card 295	
	Thunderbird 75	
	Sea Belles 125	
	Texan 435	

Limited quantities of Miss America, Sun Valley and Cypress Gardens.

Write for New Complete Price-Bulletin No. 161.

Distributors for WURLITZER, UNITED, GOTTLIEB & MIDWAY

CLEVELAND COIN MACHINE EXCHANGE

2029 PROSPECT AVE., CLEVELAND 15, OHIO
All Phones: Tower 1-6715

M. S. GISSER
Sales Manager

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.

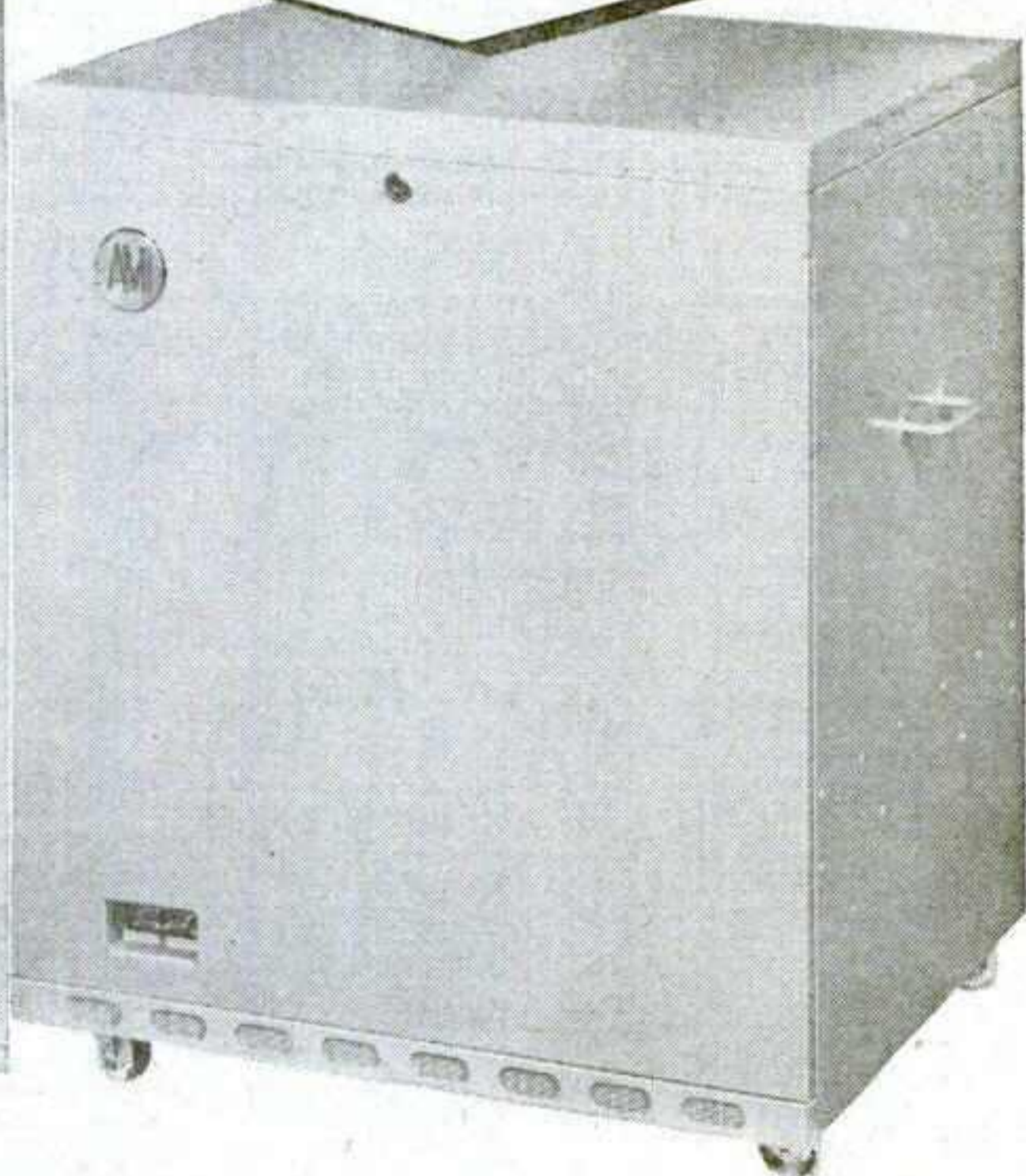
ARE YOU LONESOME TONIGHT AND I GOTTA KNOW	ELVIS PRESLEY RCA Victor 7810
RUBBER BALL AND EVERYDAY	BOBBY VEE Liberty 55287
NO ONE AND WHERE THE BOYS ARE	CONNIE FRANCIS M-G-M 12971
SPANISH HARLEM AND FIRST TASTE OF LOVE	BEN E. KING Atco 6185
YES, I'M LONESOME TONIGHT AND TOO YOUNG	DODIE STEVENS Dot 16167
THE STORY OF MY LOVE AND DON'T SAY YOU'RE SORRY	PAUL ANKA ABC-Paramount 10168
WHAT A PRICE AND AIN'T THAT JUST LIKE A WOMAN	FATS DOMINO Imperial 5723
EXODUS SONG (THIS LAND IS MINE) AND THERE'S A MOON OUT TONIGHT	PAT BOONE Dot 16176
YOUR FRIENDS AND BECAUSE I LOVE YOU	DEE CLARK Vee-Jay 372

behind-the-scenes money maker

NEW, COMPACT

AMi *hideaway*

600 CUBIC INCHES SMALLER! BIGGER THAN EVER IN PERFORMANCE!



plays 200 selections . . . takes less room than ever before

All the profitable benefits of AMI compact design are now available in this new Hideaway. The trim cabinet is only 27 by 30 by 22 inches. Lets you fit more locations more conveniently. Provides full 200 selection play with optional stereo and 33/45 AUTOMIX turntable. The compact Hideaway is still another example of the way AMI advanced engineering helps you make more with music.

Rowe

AMi

Rowe-AMI Sales Company

5075 W. Lexington St., Chicago 44, Illinois

The Industry's Most Complete Line of Automatic Vending and Music Equipment



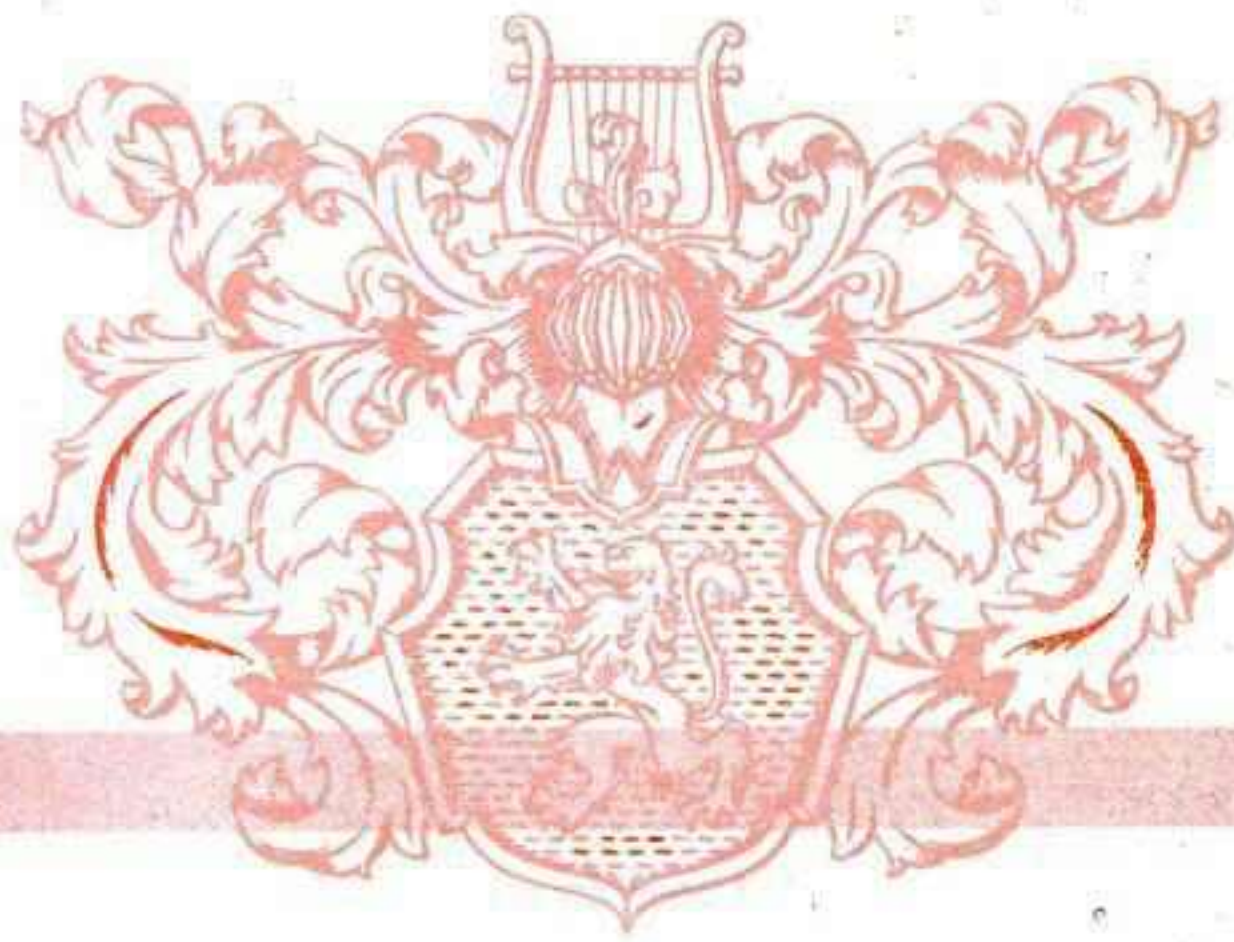
BILLBOARD MUSIC WEEK

COIN MACHINE PRICE INDEX

Listings represent used machines in average condition introduced from 1954 thru mid-1959. Price quoted on each machine represents the average of quotes to operators by franchised distributors in three geographical areas—East, West and Midwest.

Quotes are received and averaged monthly. Listings should be used only as a general guide, since machines of identical type and condition may have considerably different values in different areas.

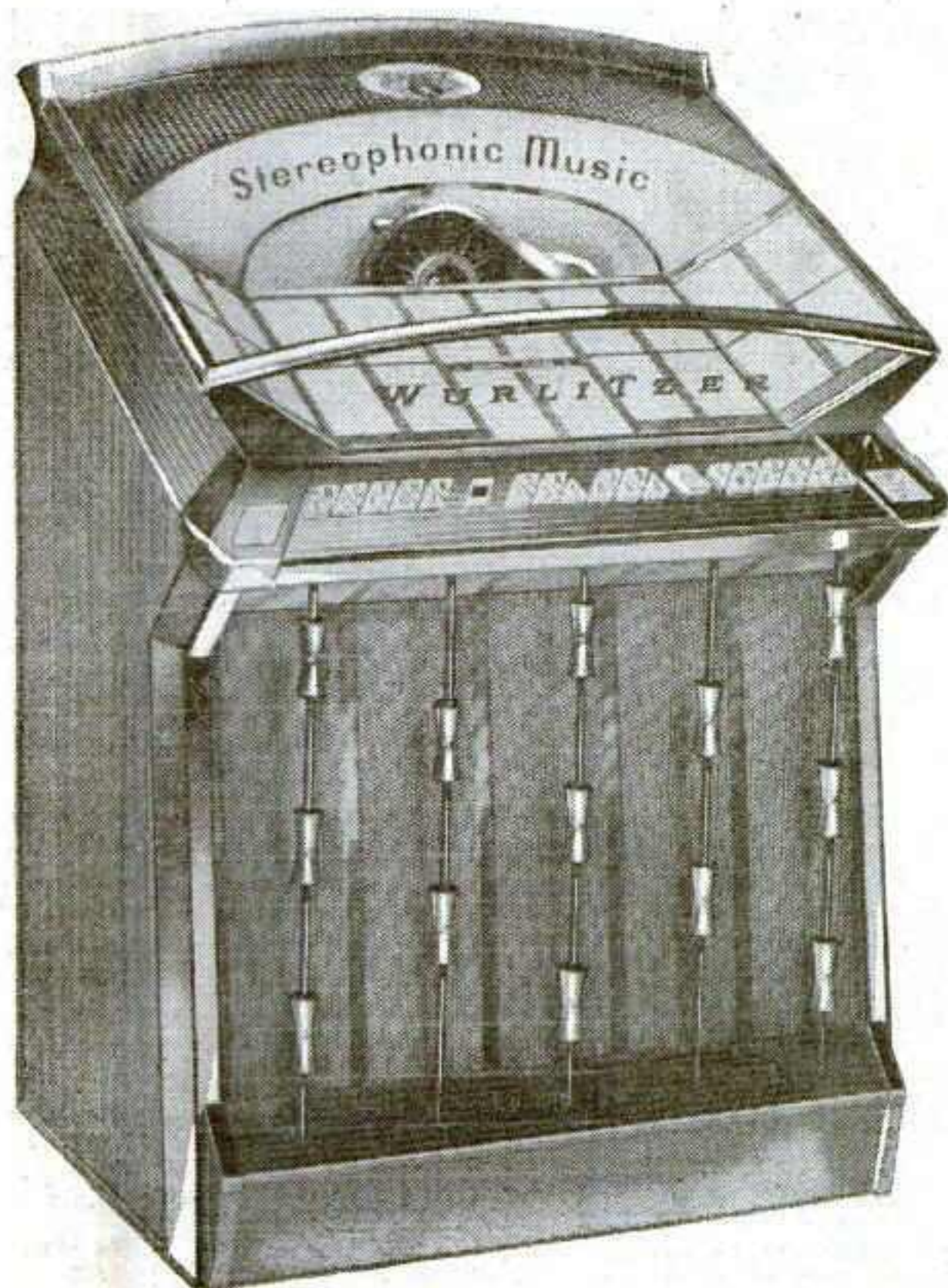
Main table containing categories: MUSIC, BOWLERS & SHUFFLES, PINBALLS, and ARCADE & NOVELTIES. Each category lists machine models, years, and prices.



WURLITZER
WURLITZER
WURLITZER
WURLITZER
WURLITZER
WURLITZER
WURLITZER
WURLITZER
WURLITZER
WURLITZER

THE ULTIMATE IN AUTOMATIC MUSIC

THIS GREATEST WURLITZER OF ALL
COMBINES FOUR FEATURES THAT ADD UP TO
THE ABSOLUTE ALL-TIME HIGH IN EARNING POWER



- NEW PLAY-PROMOTING BEAUTY**
- NEW STANDARDS IN STEREO SOUND**
- NEW OPERATING DEPENDABILITY**
- NEW COIN-COLLECTING MAGIC**

This appeal-packed instrument has everything it takes to produce the highest earnings ever attained by a coin-operated phonograph. Put it to work for you... you'll enjoy the increased profits!

WURLITZER 2500

THE WURLITZER COMPANY Est. 1858 North Tonawanda, N. Y.

MUSIC SPECIALS

SEE. SH-222 (50c)	\$825
SEE. 100-R	425
SEE. KD 200	475
SEE. V-200	245
SEE. 100-C	235
AMI K-100 (New)	795
AMI I-200M	525
AMI J-200M	595
AMI G-200	245
AMI G-120	365
AMI H-120	475
ROC. 1455	425
ROC. 1454	395
WURL. 2150	495
WURL. 2100	450
WURL. 2000	395
WURL. 1800	325

Write for complete price list.

UNITED, INC.

1101 West Vliet St.
Milwaukee 8, Wisc.
Phone: BRoadway 3-8474

Miller Fires Opening Salvo in Performance Royalty Fracas

OAKLAND, Calif. — The 12-year-old battle between George Miller, president of the Music Operators of America, and Rep. Emmanuel Celler (D., N. Y.), continues. The issue, as it has been in the last six Congresses, is whether the juke box operators will continue to be exempt from performance royalty payments.

This year, the bill which would remove the exemption is H. R. 70. Miller announced that copies of this bill are being mailed to every known juke box operator in the United States.

He pledged that MOA would spare no effort to defeat the latest proposal. Miller said that "the performance rights societies, instead of asking for performance fees, should be paying operators for promoting and exploiting the many copyrighted tunes that are used on



GEORGE A. MILLER

automatic phonographs and other auxiliary equipment. Many of these tunes would never have been heard had they not been placed on juke boxes.

He asked operators to call members of the House Judiciary Committee in an effort to defeat the Celler bill.

Lease to Stops

Continued from page 58

since the lease plan puts your business on a clean, clear-cut arrangement; the operator will be able to give the location as much equipment as the man wants since the rental is figured on the total of all equipment there.

The portfolio then goes into an actual chart of prices and how to figure the rental. The example shows a profit of \$784.32 for the operator after two years and he has a paid-off piece to boot. Then there is a page showing the location owner why it would not pay for him to buy his own machine.

The letter to the location owner lists the following advantages to him:

No more sharing profits with operator; all the equipment he wants in his place, equipment will always stay new, being replaced every two years; records will always be current, with five new hits every other week; less service calls and the fact that the total expense of the lease is tax deductible.

Then, the big question was asked of Balin. What does Model stand to gain from introducing this plan?

"Increased sales," he replied. "Of course, there is nothing from stopping an operator working the same plan with another distributor, but we have nothing to lose. But since we are pioneering the plan, I think we stand to gain a little business from it."

Balin said the operators will be able to buy more new equipment under the plan.

Another favorable factor he pointed out was the financing of the machine. He said that an operator will have no trouble at all getting bank approval if he has a lease signed on the machine with an upstanding businessman in the community such as the location owner.



Continued from page 60

Joseph Abraham, head of Lake City Amusement, reports a shipment of 15 music boxes leaving Boston and bound for Europe.

The combination of supermarket competition and rising unemployment in the Cleveland area is slowly forcing small storekeepers out of business. This is losing locations for A & I Music Company at an average of about one a month, reports Albert Liggins, president. . . . Shuffle alleys and ball bowlers are top machines for Excel Phonograph, said Hy Silverstein, head of the firm.

"Business has fallen off about 20 per cent; things can only improve in 1961," said Jack Cohen of J. C. Music Company. Bob Sudyk

South

TENNESSEE TALK

Drew Canale, president of Memphis Music Association, has three nephews who have just piled up an outstanding football record. George Canale and Whit Canale were star backs at the University of Tennessee this past season. A younger nephew, Justin Canale, made the high school All-State Team. He was a tackle at Catholic High in Memphis and the only Memphian to make the team, which names the best 11 players in the State. Justin, who was named for Drew (Drew Justin Canale), will also go to University of Tennessee.

Cigaret machine operators are praising the work of Canale, incidentally, and his committee which successfully got the city commission to change its mind and not ask for legislation for another 1-cent tax per pack on cigarettes. Commendations came from Charles E. Pugh, Quality Vending Service; Rose and Stanley Werner, Dixie Sales Company; Bill Forsythe, Forsythe Cigaret Service; William G. Wesche, Memphis Canteen Company; Ernest Wessler, Bluff City Cigarette Service; Joe Barsotti, Tri-State Cigaret Service; Leland O. Maxey, Meyer Sales Company.

Taking bows with Canale for their committee work were Charles Wilmoth, president of Memphis Restaurant Association; W. B. Brazelton, president of Samelson Tobacco Company; Louis Barsotti, partner in Tennessee Tobacco Company and O. J. Barsotti and Company; Clyde Stephens, of National Retail Grocers' Association, and Charles E. White, of Mt. Sterling, Ky., a field director for Tobacco Tax Council. A job well done, men.

A number of operators enjoyed top collections during the holiday season and are optimistic about 1961 being a better business year than 1960. Reporting brisk business were Parker Henderson, Rainbow Amusement Company; Johnny Novarese, Poplar Tunes Amusement Service; Jake Kahn and Charles Kahn, Tri-State Amusement Company; Carl Cannon, Cannon Amusement Company; Herbert Bridges, Bridges Amusement Company; Jack Embry and Allen Y. Keller, Central Music Company.

Around Tennessee: R. C. Westmoreland, Westmoreland Music Company, Nashville, recently shopping for equipment. . . . A. N. McBride, Paris Amusement Company, Paris, also seen in the State capital for shopping. . . . Pete Smith, Smith Amusement Company, Halls, updating his route with some new, shiny stereo phonographs. He's also added a couple of games to good locations. . . . Charles Keene, Keene Amusement Company, Union City, predicts 1961 will be a top business year.

H. A. Waller, Ideal Amusement Company, Jackson, and president of the organizing Tennessee Music Operators' Association, forecasts much better business in the future for the industry. He predicates it on the Democratic administration coming into office in Washington. Elton Whisenhunt

European News Briefs

Continued from page 59

ilities in Australia and South Africa. Their interest stems from the fact that Australia, New Zealand and South Africa have ended virtually all restrictions on the importation of coin machines. This means that the Commonwealth market is wide open to all comers. The West Germans, severely handicapped through high freight rates, face the alternatives of either establishing production facilities in these countries or writing off these markets. The present surveys seek to determine whether production facilities in Australia could compete for the Australasian and entire Far Eastern markets against potential Japanese competition. It is understood here that Japan soon will begin large-scale coin machine production, very likely with a miniaturized transistor juke box.

Phonograph Rentals Doing Well

GLASGOW—One of the main AMI distributors in the U. K., the Orpheus Juke Box Company Ltd., of Glasgow, Scotland, has established quite a connection in an unusual branch of the juke box business. This is in the hiring of phonographs for one night, or longer, for private parties in hotels, restaurants, and people's homes. Repeat orders, and orders by recommendation, have made this a first-rate business speculation. Managing director of Orpheus is Michael Praeris, one of the few Greeks in Scotland, and a most enterprising distributor. He has also established a first-rate connection with Independent Television in Scotland, and his equipment has been used in a considerable number of television shows, some of them on the national network. Meanwhile, a Rock-Ola supplied by Ruffler and Walker, Ltd., of London, continues to be used week after week in the top-audience BBC show, "Juke Box Jury," based in the American Peter Potter-devised television program.

Joe Ash says . . .
CONTACT ACTIVE FOR **PINBALLS**
FOR THE LARGEST DISTRIBUTOR OF PINBALL GAMES IN THE WORLD!
Exclusive Gottlieb Distributor for Eastern Pennsylvania, South Jersey and Delaware.
ACTIVE AMUSEMENT MACHINES CO.
666 N. Broad St. Phila. 30, Pa.
POplar 9-4495
Write or wire for prices.
You can ALWAYS depend on ACTIVE ALL WAYS

CLEANED, SHOPPED, READY TO OPERATE

FREE PLAY GAMES	
Ace High	\$ 60.00
Auto Race	50.00
Dancing Doll	250.00
Lightning Ball	225.00
Queen of Diamonds	185.00
Rocket Ship	120.00
Roto Top	125.00
Royal Flush	65.00
Silver	125.00
Sittin' Pretty	135.00
Spot-A-Card	275.00
Straight Flush	115.00
Straight Shooter	135.00
Twin Bill	50.00
Universe	185.00
World Beauties	240.00
World Champ	45.00
Continental Cafe (2 Player)	115.00
Flag Ship (2 Player)	85.00
Gladiator (2 Player)	50.00
Gondolier (2 Player)	175.00
Sea Belles (2 Player)	90.00
Tournament (2 Player)	60.00
Whirl-Wind (2 Player)	125.00
Falstaff (4 Player)	195.00
Texan (4 Player)	395.00
Williams Crossword	150.00
Williams Nags	265.00
Williams Spot Pool	165.00

BASE BALLS	
Bally Big Inning	\$150.00
Bally Heavy Hitter	225.00
Williams Four Bagger	125.00
Williams '57 Baseball	175.00
Williams Short Stop	225.00

GUNS	
Williams Crossfire	\$175.00
Bally Gunsmoke	200.00

SHUFFLES and BOWLERS	
Bally Jet Shuffle	\$ 75.00
Bally Gold Medal Shuffle	95.00
United Capitol Shuffle	110.00
Bally ABC Shuffle	150.00
Chicago Rocket Shuffle	50.00
Williams 10 Strike Lane	75.00
Bally ABC Bowling	100.00
Bally ABC Tournament	175.00
United Jumbo Bowling Alley	375.00
Add \$25.00 for Crating Bowling Lane, Tournament or Jumbo.	

MISCELLANEOUS	
Bally Champion Horse	\$275.00
Valley & Pocket Pool (Wood Top)	150.00
Hollywood Camera	50.00
AMI Phonograph D-80	95.00
AMI Phonograph G-120	300.00

MORRIS NOVELTY COMPANY
3007 Olive Street (Phone: FRanklin 1-0757) St. Louis 3, Mo.

HOROSCOPE PELLETS

ALL FLAVORS NEW LUCKY 7 HOROSCOPE NEW

Write for information on this brand-new deal.

ALL DEALS AVAILABLE IN 10c OR 25c PLAY

STAR HOROSCOPE
NUMBER HOROSCOPE
HI-HAN HOROSCOPE
BLACK JACK HOROSCOPE
LUCKY BUCK HOROSCOPE
BARS & BELLS HOROSCOPE
BIG BEN BELLS HOROSCOPE
BASEBALL HOROSCOPE

Write for our new low prices—also a few choice territories still available on an exclusive distributorship basis.

CLUB EQUIPMENT CORP.
1801 W. Irving Park Rd.
Chicago 13, Illinois
DI 8-5900

CAREER AHEAD

In The Air
On The Sea
Under The Sea

Get your training in over 60 major fields in the new abstract

NAVY

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

Milwaukee Assn.

• Continued from page 58

(3) the commission arrangement in use.

"There is nothing illegal about such a set-up," said Hastings. "It is very practical. A great many industries maintain bureaus through which business firms can obtain credit ratings of potential customers. That's the kind of arrangement I have in mind."

He also pointed up the association's need for continued loyal support from its membership and prompt payment of dues during the year ahead.

Two new members were added to the roster recently. They are music and games operators Carl Klein, Klein Amusement Company, and Dave Jakubowski.

Juke Box Hits

• Continued from page 58

topped the week's Radio Luxembourg listing.

Other American tunes in the juke box top 10 listing are "Die Liebe Ist Ein Setsames Spiel," by Connie Francis at No. 9 and another version of "Never on Sunday" by Catrina Valente on Decca.

A third version of "Never on Sunday" by Polydor's Melina Mercouri and "Adam and Eve," by Peter Kraus, also a Polydor artist, are in positions 12 and 15. The German waxing of Anita Bryant's "In My Little Corner of the World," by Lolita on Polydor, stands at position No. 25, while the Caterina and Silvio interpretation of "Itsy Bitsy Teenie Weenie, Yellow Polka Dot Bikini" holds the 26th slot.

GAMES

Duchess	Write
CC 6 Game	Write
Un. Atlas	\$350.00
Un. Niagara	350.00
Un. Eagle	350.00
Bally Super Deluxe ABC	295.00
Bally Mystic	75.00
Un. Rainbow	75.00
Un. 11th Frame	75.00
Un. Deluxe Banner	95.00
Un. Royal	50.00
CC Flash	95.00
CC Feature Frame	85.00
CC Super Frame	75.00
CC Advance	60.00
CC Triple Strike	195.00
Un. Select Play	175.00
Un. Clipper	195.00
Bally Tournament B/A	250.00
Bally Champion B/A	350.00

SPECIAL

Chicago Coin, Bally & United Small Ball Bowlers, Shopped & Crated—\$150.00.

MONROE

COIN MACHINE EXCHANGE, INC.
2423 Payne Ave., Cleveland 14, Ohio
Phone: Superior 1-4600

WE NEED THE ROOM OUT THEY GO

BALLY TOUCHDOWN

\$825.00

While They Last

UPRIGHTS

WILD CAT . . . \$250.00

PHONOGRAPHS

SEEBURG J-100, Just like new. \$595.00

1/2 Deposit, Balance C.O.D. OR SIGHT DRAFT

FRANK SWARTZ SALES CO.

815-A Fourth Ave., South Nashville 10, Tenn. Phone: Alpine 4-8571

REPORT FROM BRITAIN

By BINGO BEAUFORT

Clubs Start Slowly on Gaming

LONDON—January 1, being a Sunday, caused some complications over installations of gaming machines in clubs in the U. K. Many firms had all employees working throughout the holiday weekend, putting machines in for the official and lawful date. Although clubs are allowed two gaming machines, very few have taken advantage of this yet. The majority are kicking off with one, but are expected to double up in the spring, when they find how successful fruits are in raising funds for members. In a majority of cases, outright sales by distributors and operators is the rule, but some leading firms are working rental-cum-maintenance agreements at upwards of 25 Pounds per month per unit. Caution and discretion are the order of the day. There are strong signs that, now that the law has been clarified, local police will move in on "illegal" locations in their areas early in the New Year. Already some equipment has been seized and destroyed in several areas of the U. K., with the proprietor (usually of a cafe or similar "open" premises) being fined about 50 Pounds plus expenses.

Ops Contest Performing Rights

LONDON—An appeal against the existing scale of charges made by the Performing Right Society for performances on juke boxes was made recently by a London distributing firm, in association with the Phonograph Operators Association. Hearing the appeal was the Performing Right Tribunal, under the chairmanship of Walter Raeburn, Q. C. In a judgement just issued, the Tribunal upheld the existing tariff scheme, except for a minor amendment—of little consequence—to one clause. The matter was first raised by Barrington Electronics Ltd., and subsequently the operators' association became a party to it. In his summing-up, the chairman said, in relation to a suggestion that boxes carrying 30 records should be charged different fees from boxes carrying 100 records: "The Tribunal finds that it would be virtually impossible to devise a scale of charges which would balance out the various differences, so as to produce an absolutely just result. The consequences of any attempt to achieve this would, the Tribunal is convinced, result in a state of affairs worse than that which it is sought to remedy."

Propose Coin Exhibit in North

BLACKPOOL—The Northern Club Trades' Fair, held for the first time this year, having been a very big success in Blackpool, a well-known firm of exhibition promoters is seriously contemplating organizing an Amusement Equipment and Automatic Machines Trade Exhibition in the North of England. The stated object is "to increase the field of manufacturers and distributors in showing their lines to the large number of operators in the North of England and Scotland, many of whom find the journey to the London exhibition in January both tiresome and expensive." If the project comes off, it is expected that the venue will be the Olympia Building in Blackpool, Lancashire, and that the dates will be early in December 1961. Meanwhile, plans for the Amusement Trades Exhibition at the New Royal Horticultural Hall, Westminster, London, which opens at the end of January, are virtually complete, with more exhibitors than ever before guaranteed, and with record attendances also expected.

South Wales Okays ATA Group

SWANSEA—At a recent meeting of coin operators held at the Llewellyn Hall, Swansea, December 14, to discuss the formation of a South Wales Section of the Amusement Trades Association, it was decided to do so. Representatives of the main, national A. T. A. Executive Committee, led by its Chairman H. Oliver, were introduced by the chairman of the group of local operators, Mr. Studholme. Frank Manzi, from London, outlined the history of the A. T. A., and spoke of the benefits to be gained from belonging to one large organization, how it was proposed to form local sections, and the changes in the rules of the association that this required. He repeated an assurance that the association would fight members' cases brought under the Betting and Gaming Act of 1960, if they were considered of national importance. The important sections of the Act were then outlined to members present. Local members then met to elect officers of the section, the names of whom are to be announced at a later date.

Expect Big Crowd at ACA Ball

LONDON—The Annual Ball of the Amusement Caterers' Association is to be held February 2—the closing night of the Amusement Trades Exhibition. It will again take place at Grosvenor House, Park Lane, but this year—after an interval of some years—the room to be used in the hotel will be the more spacious Great Room. This will mean a maximum attendance this year. For the past three or four years, accommodations have been very restricted and "house full" boards have been up long before the event. The Ball is almost as important as the exhibition itself as a platform for the business and a means by which the widely scattered members of the industry can get together in congenial surroundings and talk shop. It is also a very delightful, full-dress, social event. American coin machine men planning to visit the exhibition can get tickets for the Ball from John Singleton, A. C. A., 19 Charing Cross Road, London, W. C. 2.

NYSOG Meets, Votes Donation To Cancer Fund, Sets Apr. Party

KINGSTON, N. Y. — The New York State Operators Guild Wednesday night (18) voted to donate \$500 to the American Cancer Society and laid plans to raise another \$4,000 in April. The idea was proposed by Mrs. Anne Koenig, local operator, who is active in ACS work.

Plans call for an evening of live entertainment, with up to 2,000 admissions at \$2 each. The sponsorship will be that of the NYSOG, with all funds going to the American Cancer Society.

The local operators, meeting at the Governor Clinton Hotel here, were shown the 1961 Wurlitzer line, with Bob Catlin, head of the Albany office of the Bilotta Distributing Company, demonstrating the new equipment.

Bob Vapineau, Rock-Ola's regional sales manager, was on hand to demonstrate the firm's wall-mounted juke box, and Irv Kempner, Runyon Sales, represented AMI.

Also on hand were Gordon Howard, Atlantic-New York Corporation; Frank Finneran, Seeburg Vending Division; Art Christ, Good One Stop in New York, and Frank Greco, local Rock-Ola distributor.

The Guild donated \$25 to the Greek Orthodox Church in honor of Anthony Necos, father of Steve Necos, local operator. The elder Necos died recently.

Veteran operator James (Pie)

Haley announced at the meeting that he was retiring from the coin machine business and said that his route was up for sale.

Mrs. Millie McCarthy, president of the New York State Coin Ma-

(Continued on page 68)

SPECIALS OF THE WEEK!

Bally Targets	\$225.00
Kaye Super Jumbo Hockey	140.00
Beauty Contest	140.00
Gallop'n' Dominos	125.00
Circus Side Show	125.00
AMI E 80	120.00
AMI E 120	140.00
Williams Turf Champ	125.00

SCOTT CROSSE CO.

1641 No. Broad Street
Philadelphia, Pa.
Center 6-4444

TOP CASH PAID FOR LATE BALLY BINGOS

Mail List

DAN STEWART CO.

140 East 2nd South, Salt Lake City 11, Utah
Phone DAVIS 2-2473

For Sale

BOWLING PRIZE CARDS

100 Names	\$10.00 per 100 Cards
200 Names	\$15.00 per 100 Cards



LUCKY HOROSCOPE

5c, 10c, or 25c Play

- ✓ National Coin Rejector in each chute
- ✓ Two Coin Returns
- ✓ Easy to Load—Holds approx. 1,000 tickets

Size: 18" x 8" x 6" Wgt.: 20 lbs.

MID-STATE CO.

2371 Milwaukee Avenue
Chicago 47, Illinois
Phone: Dickens 2-3444

ATLAS for Plus VALUE!

Reconditioned—MUSIC—Guaranteed

SEEBURG 222 SH	\$845	A.M.I. G-200	\$295
SEEBURG 201 SH	795	A.M.I. F-120	325
SEEBURG 161 SH	745	A.M.I. J-200 S	695
SEEBURG K-200	495	WURLITZER 2200	495
SEEBURG 100-R	445	WURLITZER 1900	395
SEEBURG V-200	375	WURLITZER 2300-S	695
		WURLITZER 2400-S	795

Contact Us for PARTS for ALL BERT MILLS COFFEE VENDORS

MASTER LOCKS AVAILABLE FOR ALL PHONOGRAPHS AND CIG

1/2 Dep., Bal. C.O.D. or Sight Draft F.O.B. Chicago



A Quarter Century of Service

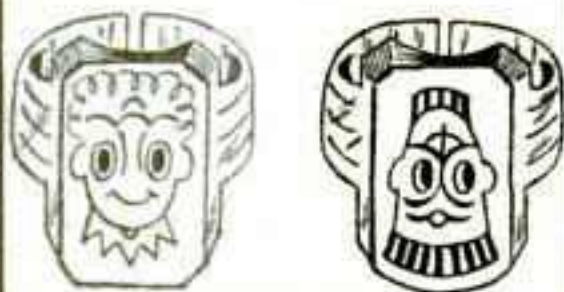
USED CIGARETTE VENDORS

11-Col. NATIONAL (Mod. III Slant)	\$185
13-Col. NATIONAL	195
12-Col. EASTERN	115
10-Col. EASTERN	75
CONTINENTAL CORSAIR "20"	215

Reconditioned

2122 N. WESTERN AVE., CHICAGO 47, ILL., U. S. A. ARmitage 6-5005

A Real Hot Item!



TWO FACED RINGS

"Make 'em laugh, make 'em frown, turn the ring upside down." Kids will empty your machines fast to collect these clever, humorous rings.

- A wide variety of clever face designs
- Available in assorted colors or beautifully vacuum plated in silver or gold
- Vends well in all machines

Assorted Plastic Only \$12.25 per M
Vacuum plated Only \$14.50 per M

Order from your distributor or:

paul a. PRICE co. inc.

55 Leonard St., N.Y. 13, N.Y. Cortlandt 7-5147-8

GIVE TO DAVID RUNYON CANCER FUND

Eppy Feels Buying of Foreign Charms Disaster Policy for U. S. Bulk Business

NEW YORK — Continued dependence on foreign-made charms by American operators and distributors could spell doom for the American bulk vending industry, according to Samuel Eppy, local charm manufacturer.

Eppy said that due to the inroads of foreign charm manufacturers — particularly those from Hong Kong—his firm now comes out with about a third as many new items now as it did a few years back. Often, he added, the sale of a particular charm item will not be enough to pay for the mold.

The problem of low-priced im-

ports hits the operator and distributor equally as hard as it does the American charm manufacturer, Eppy contends. Here's his argument:

Focal Attraction

The bulk vending industry can trace its growth to the development of charms. Charms are the focal attraction to the child, and they have helped put the bulk vending industry into the big leagues of the supermarkets and chain stores.

When foreign charm manufacturers make cheap imitations of American charms, the volume any domestic manufacturer can do on

any one charm is reduced. Hence, the incentive to come up with new ideas, and the opportunity of getting off the hook for tools and dies, is likewise reduced.

This means as the new items dry up, the profits of the operator also dry up. A child wants something new every day. Economically, it is unfeasible for the charm industry to come up with a new item a day. However, the industry will have to do better than it is right now to keep the youngsters interested.

Eppy pointed out that a Hong Kong worker makes about 10 cents an hour, while a worker in an



SAMUEL EPPY

American charm factory gets a minimum of \$1.86 an hour, with tool and die makers getting \$7 an hour.

All it takes for a Hong Kong manufacturer to get a sample copy of an American charm is two days and an airmail stamp. Within a couple of days the Hong Kong (Continued on page 69)

Folz Scores Bulk Operators For Buying Japanese Charms

OCEANSIDE, L. I., N. Y. — Roger Folz, one of the nation's largest bulk vending operators, this week took aim at American operators who were buying Japanese charms.

According to Folz, the importation of Japanese charms is hurting not only the domestic manufacturer, but the bulk operator as well.

He explained that the Japanese charms are generally inexpensive imitations of American charms, seldom originals. Hence, he argued, American charm manufacturers, knowing their ideas will be copied, haven't come up with as many new charm ideas as they should.

New Items Needed

This situation, said Folz, works a hardship on the operator, who must have new items to survive.

Folz added that many of the Japanese charms are of white metal or lead, posing a possible health problem when mixed with gum. American charms are plastic or electroplated, and may be mixed with gum safely.

He pointed out that if any difficulties arise because of the composition of Japanese charms, the



ROGER FOLZ

boom will be lowered on all mixed charm and ball gum machines.

Folz firmly believes that the use of Japanese charms is not only hurting the bulk vending operator specifically, but the American economy generally.

Folz said the industry's motto should be "American charms for American children."

EDITORIAL

Foreign Charms

Overseas competition often has a healthy effect on American manufacturers. Sometimes it spurs them to seek more efficient production methods and thereby cut costs. Other times it forces them to come up with fresh ideas to hold their share of the domestic market. Occasionally, it causes them to improve the quality of their product to keep pace with the imported goods.

But in the charm industry, none of these conditions hold true.

Overseas charm manufacturers are often coming up with shoddy imitations of American charms and selling them at a price below the production costs of their American counterparts.

Few of these overseas manufacturers come up with an original idea. Few of them make a product equal in quality to that turned out in this country.

Why these foreign manufacturers can undersell American firms is pointed out elsewhere in this section. We will not labor the point.

While this publication is concerned with the well-being of the American charm manufacturers, it is more concerned with the economic welfare of the operator. And, in this instance, what is good for the American charm manufacturer is good for the American bulk vending operator.

The more American operators depend on charm imports, the fewer ideas will spring up from domestic charm manufacturers. The bulk vending business depends on novelty. When novelty items are rare, so are profits.

This is not to say that operators should limit their buying to American products. When foreign charms offer new ideas, when their quality is high, they should be bought on their merits. Certainly the American charm manufacturer has no God-given right to the operator's dollar.

But as long as the imported charms fail to provide these elements of originality and quality, the American operator is wiser in buying the American product.

NEW • Top-Loading • NEW

PENNY-NICKEL ATLAS MASTER VENDOR

- 9 1/2 lb. Globe Black Lid
- 11 1/2 lb. Globe Chrome Lid

The ball gum and charm vendor with the proved penny-nickel mechanism... one turn for a penny, five turns for a nickel. This means a 30% increase in sales because of nickel play.

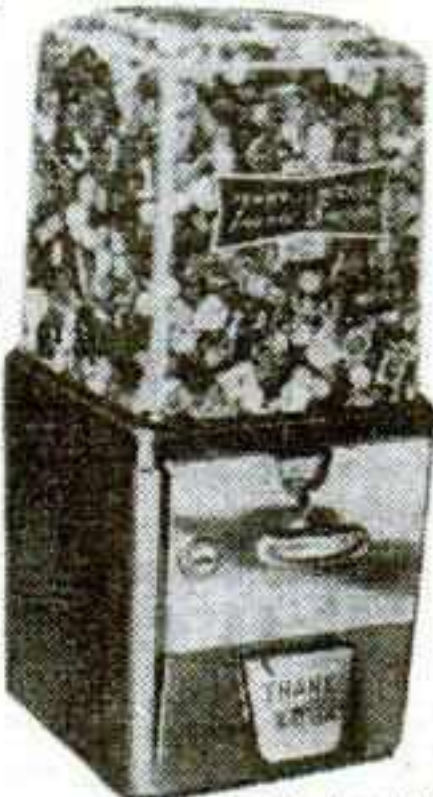
FREE Illustrated Sheets on all Feature Charms, Rings and Bulk Charms.

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

PENNY KING COMPANY

2538 Mission St. Pittsburgh 3, Pa. "World's largest selection of miniature charms"

Ask about our ATLAS finance plan



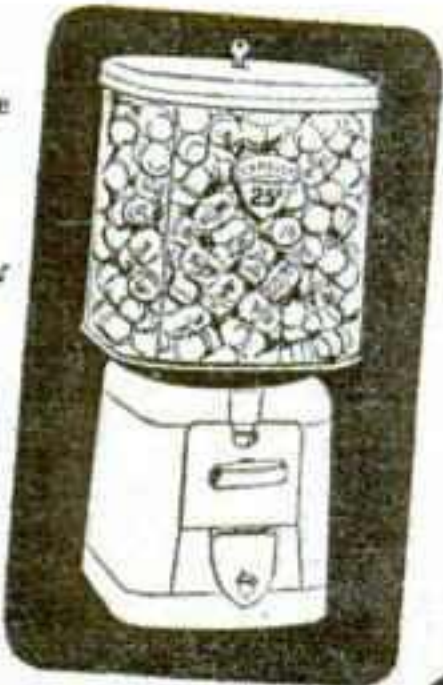
The Vendor with the Proved Penny-Nickel Mechanism.

Time payments available on Oak machines through all distributors.

All Oak machines are available with 1c, 5c, 10c and 25c coin mechanisms or a combination 1c - 5c coin mechanism, and optional slip clutch handle.

WE HAVE oak's "400"

Capsule Vendor
The 25c Vendor that has the whole trade talking. This machine can pay for itself on one loading. This Capsule Vendor vends lighters and a select assortment of jewelry items being shown by Oak factory authorized dealers. Innumerable items in standard capsules will make the 25c Vendor a great profit producer for you.



Below are listed factory authorized dealers.

AMERICAN NUT
1061 Tremont Street
Boston 20, Massachusetts

BIRMINGHAM VENDING
540 2nd Avenue, North
Birmingham 4, Alabama

BUYMORE SALES
#6 Bayview Avenue
Lawrence, L. I., New York

DALE DISTR. (B.C.) LTD.
1168 Seymour Street
Vancouver 2, B.C., Canada

GRAFF VENDING SUPPLY
2817 West Davis
Dallas, Texas

H. B. HUTCHINSON CO.
1784 N. Decatur Road, N.E.
Atlanta 7, Georgia

IMPRONTO VENDING
300 North Gay Street
Baltimore 2, Maryland

LOGAN DISTRIBUTING CO.
1850 West Division Street
Chicago 22, Illinois

SAMUEL J. PHILLIPS CO.
4372 Lindell Boulevard
St. Louis 8, Missouri

OAK SALES COMPANY
2033 Fifth Avenue
Pittsburgh, Pennsylvania

OAK SALES OF FLORIDA
1121 - 71st Street
Miami Beach, Florida

OPERATORS VENDING
1023 South Grand Avenue
Los Angeles 15, California

QUEBEC VENDING CO.
109 Commissioner St. West
Montreal, Quebec, Canada

RAKE COIN MACHINE EXCH.
609 Spring Garden Street
Philadelphia, Pennsylvania

JACK SCHOENBACH
715 Lincoln Place
Brooklyn, New York

SIEGEL DISTR. CO. LTD.
753 Chatham St.
Montreal, Quebec, Canada

SOUTHERN ACORN SALES
526-30 Bruns Avenue
Charlotte 8, N. C.

STANDARD SPECIALTY CO.
1028 44th Avenue
Oakland, California

STAR VENDING SUPPLY CO
6327 Calhoun Road
Houston 21, Texas

OAK MANUFACTURING COMPANY, INC.
11411 Knightsbridge Ave., Culver City, California

30-DAY FREE TRIAL*

5¢ HOBBY and Trading Card Vendor

Vends package of 6 cards for 5¢.
1 3/4" x 1 3/8" x 9/16"
Slug proof ABT Coin Mechanism

\$39.50 Ea.

*Put them out on location. If after 30 days you are not satisfied return machine and unused cards (prepaid) for a complete refund.

Cards Available per 100

1. Terror Monster Series	\$2.10
2. Funny Monster Series	2.10
3. Hit Stars Series	2.10
4. Goofy Series	2.10
5. Funny Valentine Series	2.10
6. Funny Saying Series	2.10
7. Moving Picture Series	1.75
(Lenses for Moving Picture Series)	3.00

Stands for Machines, \$7.50 ea.
1/3 deposit required on all orders, balance C.O.D.
Write for free catalog.

Rake Coin Machine Exchange
609-A Spring Garden St.,
Philadelphia 23, Pa. **WALnut 5-2676**

HELP YOURSELF TO MORE VENDING PROFITS

Get VEND Every Month Thru a Money-Saving Subscription

More vending men in all phases of the industry are using the money-saving, money-making ideas in VENDOR every month—to insure profits—to be up to date on every important development in the field.

Less than a penny a day—brings ideas that could mean a fortune to wide-awake vending operators, manufacturers and distributors

SIGN UP NOW — MAIL THIS COUPON TODAY

Vend Magazine
2160 Patterson St., Cincinnati 22, Ohio

1 year \$8 3 years \$11

Payment enclosed Please bill me
(Foreign rate, one year \$10) 776

Name

Address

City..... Zone... State.....

Occupation

TALK-TALK TEETH

Gets a Laugh Everytime
OPEN

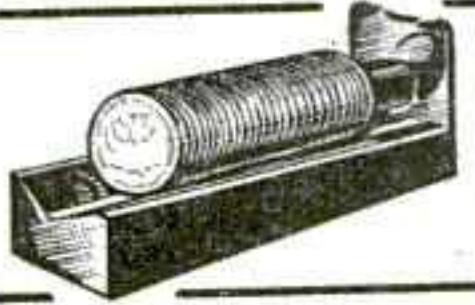
1-4 m \$15.00 per thous.
5 m and up 13.75 per thous.
CLOSED (with metal clip)
1-4 m \$16.85 per thous.
5 m and up 14.55 per thous.

at your distributor or
Karl Guggenheim
33 UNION SQUARE
N.Y.C. 3, N.Y. • AL. 5-8393

AUTOMATIC COIN COUNTER

Counts and Wraps
All Coins Fast

Pennies—Nickels—Dimes—Quarters



AUTOMATIC COIN COUNTER counts and wraps quarters, dimes, nickels pennies fast, easy, automatically and NEVER MAKES A MISTAKE. End fuss, fumbling and possible errors of slow, old-fashioned manual way of counting and wrapping coins—absolutely 100% accurate. EXCLUSIVE FEATURE WITH A COIN COUNTER . . . you can use Plain Paper, Flat Wrappers or Tubular Wrappers.

And Wonder of Wonders it SELLS FOR ONLY \$1.00 plus 10c mailing cost

J. SCHOENBACH

Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines. Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.

715 Lincoln Place, BROOKLYN 16, N. Y.
P Resident 2-2900

PHOTO BUG'S ADVENTURES

Operator Puts Hobby to Top Use; Snapshots Help Land New Stops

EL PASO, Tex.—One of the popular "picture-in-a-minute" cameras is a useful profit-builder for Fred Wenck, bulk operator here.

Wenck, a recent entrant into the field of bulk vending, has been a photo fan for many years, and when his family gave him a Polaroid camera for his birthday, a year ago, he immediately put it to work as a good-will builder on his ball gum, peanuts and capsule routes.

Constantly expanding his locations and with some 350 locations at both the American and Mexican sides of the Rio Grande, Wenck makes it a policy to shoot a picture of each location owner, together with the equipment, whenever the opportunity comes along. Usually, he waits until the machine has been in the spot for a few weeks before asking the grocer, druggist, restaurant or retail shop owner to pose.

Using an electronic flash and a reflector, Wenck does a thoroughly professional job of photographing each of his location owners, making at least two, and as many as three pictures at a time. One, of course, goes to the location owner as a gift, while the others are slipped into a card file Wenck regularly puts to work in location building.

When he is attempting to get a location in a small grocery store, for example, Wenck is bound to have several snaps of other grocers, whom the prospect knows, in the files—and pulling them out and showing them to the prospect adds a bit

of interest to the sales call which gets better results.

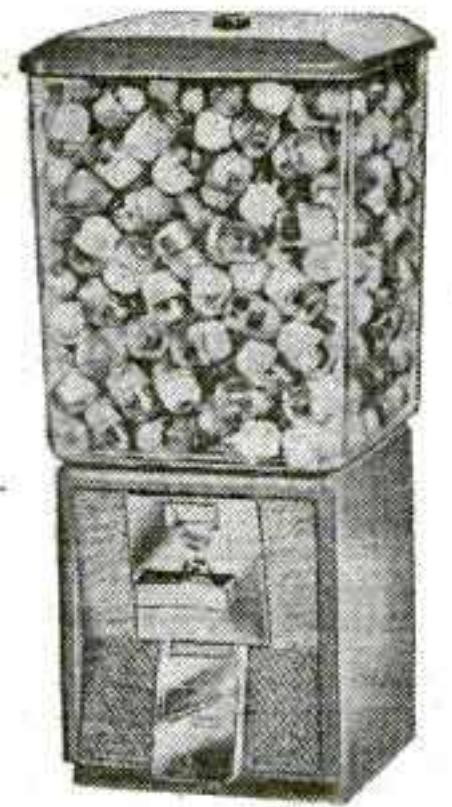
It isn't unusual for a location owner, for example, to say, "Oh—I know him. If the vending machines show a profit for him, maybe they will for me." In this way, the snaps have helped Wenck overcome the objections of numerous location-owner prospects who were not particularly interested in having a vending machine around.

The handful of "picture-in-a-minute" shots which Wenck carries with him includes a good, clear photograph of each type of vending machine which the Texas operator uses; including some elderly but appearance-reconditioned machines which give reliable service. Wenck can thus use photographs to help the location owner decide which machine he is willing to put in the spot. He doesn't need brochures, which are too colorful and gaudy to tell the real story in many instances, nor does he have to lug sample machines into the store. The pictures thus provide a practical shortcut toward getting results, Wenck indicated.

It isn't an inexpensive operation, inasmuch as Wenck figures that each of the snaps cost him around 27 cents, with the cost of the flash, the quick-developing film, and similar points. But, results have been so good that he believes that the 27 cent minimum per customer is "the best investment I have ever made."

Northwestern

OPERATORS HEADQUARTERS
For the BEST in Bulk Vending



WIRE, WRITE OR PHONE
FOR COMPLETE DETAILS

Northwestern

2113 E. Armstrong St. Morris, Ill.
Phone: WHitney 2-1300

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c	\$14.50
N.W. DeLuxe 1c or 5c Comb.	12.00
N.W. 10-Col 1c Tab Gum Machine	18.00
N.W. Model #33, 1c Porc. Con- verted for 100 ct. B.G.	6.50
Silver King 1c B.G. or Mdse.	8.50
ABT Guns	30.00
Mills 1c Tab Gum	12.00
Acorns 1c or 5c B.G. or Mdse.	10.00

MERCHANDISE & SUPPLIES

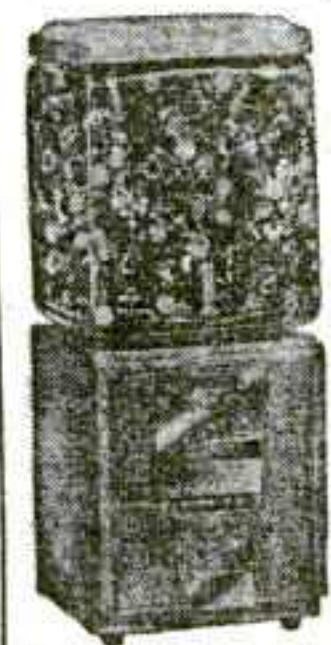
Golden Non-Pareil Almonds, 5-lb. vac. pack fns, per lb.	.85
Pistachio Nuts, Jumbo Queen, Red.	.75
Pistachio Nuts, Jumbo Queen, White	.70
Pistachio Nuts, Large Tulip	.72
Pistachio Nuts, Vendor's Mix	.65
Pistachio Nuts, Sheik, Red	.57
Cashew, Whole	.72
Cashew, Butts	.66
Indian Nuts	.75
Peanuts, Jumbo	.42
Spanish	.57
Mixed Nuts	.52
Baby Chicks	.30
Rainbow Peanuts	.32
Boston Baked Beans	.28
Jelly Beans	.28
Licorice Gems	.47
M & M, 550 ct.	.28
Hershey's	.47

Rain-Bio Gum, 72 ct.	\$.30
Malt-ette, 100 ct., per 100	.33
Rain-Bio Ball Gum, 140 ct., 170 ct., 210 ct.	.30
Rain-Bio Ball Gum, 100 ct.	.32
300 lb. minimum prepaid on all Rain-Bio Ball Gum.	
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the Operator.
One Third Deposit, Balance C.O.D.

IMMEDIATE DELIVERY
on the New

Northwestern GOLDEN 60



This "all product" vendor is truly the most versatile on the market. Handles ball gum, charms, capsules, all nuts and any small bulk products without breaking or crushing. Gold decorative front panel. Mammoth capacity.

Available with 1c, 5c, 10c or 25c Mechanisms

STAMP FOLDERS, Lowest Prices. Write MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN SALES AND SERVICE CO

MOE MANDELL
446 W. 36th St., New York 18, N. Y.
LONGacre 4-6467

Bulk Groups Seek N. J. Cig Tax Boost Exemption From Conn. Vending Tax Operator Receipts

HARTFORD, Conn. — The National Vendors Association and the New York Bulk Vendors Association are busy fighting a bill in the Connecticut Legislature which would tax all vending operators \$25 a year and all machines 50 cents a week. The two organizations feel that penny machines should be excluded from the bill. They point out that while a cigaret or drink machine license may be worth 50 cents a week, such an impost would work a hardship on a bulk vending operator.

Included in the proposed legislation was a provision for inspecting machines twice a year.

When a similar bill passed the Ohio Legislature, the bulk vending operators were able to obtain a temporary exception.

TRENTON, N. J. — Instead of costing them money, the State of New Jersey's newly approved 1-cent tax increase on cigarets is going to mean bigger collections for operators.

It was thought at first that the coinmen would be out money since they were getting 30 cents a pack for smokes sold over the counter for 28. The new price of 29 cents cut the bonus pennies to one per pack.

But now the coinmen in the State are hiking the price per pack in machines to 35 cents—6 cents higher than the over-the-counter price.

Do they expect any resistance? "Of course we do," one operator replied. "But after a few weeks, they (the public) will come around. That's one thing about cigarets, people will always buy them no matter what the price."

He said that every time the price goes up, some people stop buying their smokes from a machine. "But after a few weeks, they gradually start again," he said.

Canteen Acquires N. Y. Factoring Corporation

CHICAGO — Automatic Canteen Company of America has added another firm to its growing list of acquisitions — Hubshman Factors Corporation, a New York based factoring and finance house.

Frederick L. Schuster, Canteen chairman, said that more than 99 per cent of Hubshman's outstanding stock has been deposited in exchange for common stock in Canteen. Monetary value of the stock was not disclosed.

Hubshman, founded in 1915, finances merchants' and manufacturers' accounts receivables. The firm will continue to operate in the factoring and finance field.

Bloom Attends Sigel Show

CULVER CITY, Calif. — Sid Bloom, Oak Manufacturing Company here, attended the Al Sigel equipment show in Toronto, Saturday through Monday (14-16). Sigel, a Toronto distributor, displayed a wide assortment of vending equipment.

VACUUM-METALIZED CHARM SERIES #10

100 DIFFERENT CHARMS
In Gold, Silver, Red, Blue, Pink and Green Assorted METALLIC Colors.
25,000 & up \$2.50 per 1,000
5,000 - 25,000 3.25 per 1,000
F.O.B. Jamaica, New York

THIS IS THE BESTEST AND THE MOSTEST

SAMUEL EPPY & CO., INC.

91-15 144 Place, Jamaica 35, N. Y.

ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS



on BALL AND VENDING GUMS

Same fine flavors, Centers and Coatings

Direct Low Factory Prices

Bubble Ball Gum, 140-170 & 210 ct. & Giant Size	27¢ lb.
Chicle Ball Gum, 130 ct.	35¢ lb.
Clor-o-Vend Ball Gum	40¢ lb.
Clor-o-Vend Chicks, 320 ct.	40¢ lb.
Chicle Chicks, 320 & 500 ct.	36¢ lb.
Bubble Chicks, 320 & 520 ct.	28¢ lb.
Tab (short stick), 110 ct.	38¢ box
5-Stick Gum, 100 packs	\$1.90
F.O.B. Factory 150 lb. lots.	

AMERICAN CHEWING PRODUCTS
36 years of manufacturing experience.
4th & Mt. Pleasant • Newark 4, N. J.

modern careers

In today's streamlined Navy. Electronics, radar, guided missiles... careers of the future.

NAVY

FOR Northwestern VENDERS

CONTACT

BIRMINGHAM VENDING COMPANY

540 Second Avenue, North, Birmingham 4, Alabama. Phone FAirfax 4-7526

Always a full line of Northwestern Venders in stock. Also, parts and all types of fill.

SUBSCRIPTION ORDER FORM



Enter my subscription to Billboard Music Week for a full year (52 issues) at the rate of \$15 (a considerable saving over single copy rates). Foreign rate \$30.

Payment enclosed Bill me

Name _____

Occupation _____ Title _____

Company _____

Address _____

City _____ Zone _____ State _____

Send to: Billboard Music Week
2160 Patterson Street Cincinnati 22, Ohio

HALF DOZEN OPERATORS INCLUDED

Department Store Boasts State's Biggest Coin Amusement Center

PHOENIX, Ariz.—"The most complete coin-operated amusement center in the State" is a feature of the giant new Totem Department Store which opened here recently on East Thomas Road.

The Totem is a giant, one-story department store which covers more than three acres to form a complete shopping center all under one roof. Incorporated inside are a full-size supermarket, drugstore, hardware store, automotive accessories, restaurant, snack bar, furniture, floor coverings, lamps, photo, toy, shoe and apparel departments.

Half a dozen of the city's coin machine operators collaborated in the huge amusement center in the exact center of the store, planned as the ideal means of entertaining small children while families are shopping.

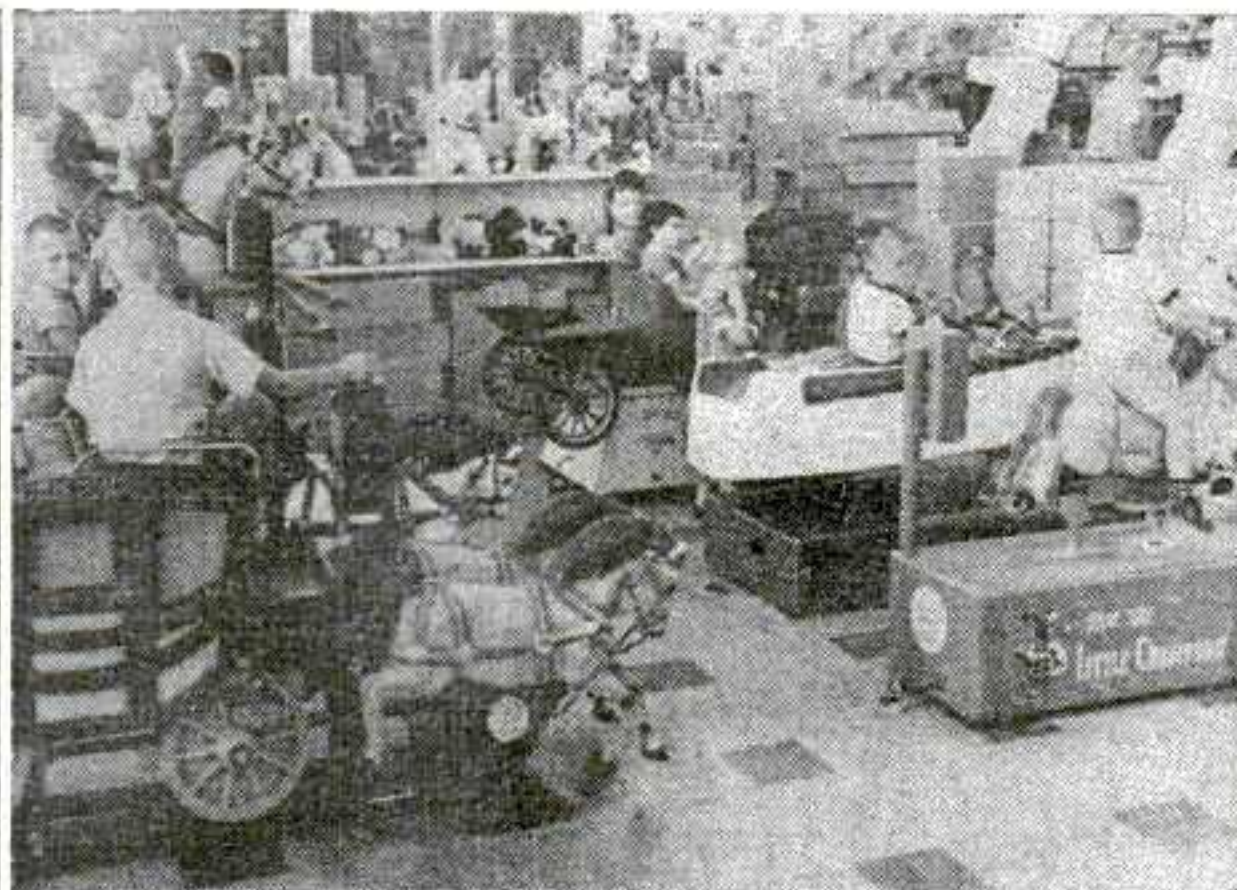
Included in the line-up of coin-operated amusement is a bowlette, composed of six 16-foot bowlers set side by side off the main aisle; more than 20 vending machines of various types, including cup vendors, coffee machines, candy, nuts, cosmetics and merchandise varieties; and 12 kiddie rides, bucking horses, space ships, stagecoaches, Roman chariots, and others.

Under supervision of a cashier at the check-stand nearby, the big coin machine center benefits by traffic coming through the main entrance of the store, passing through turnstiles from the supermarket into the dry goods department, from the restaurant, and, of course, from the main aisle.

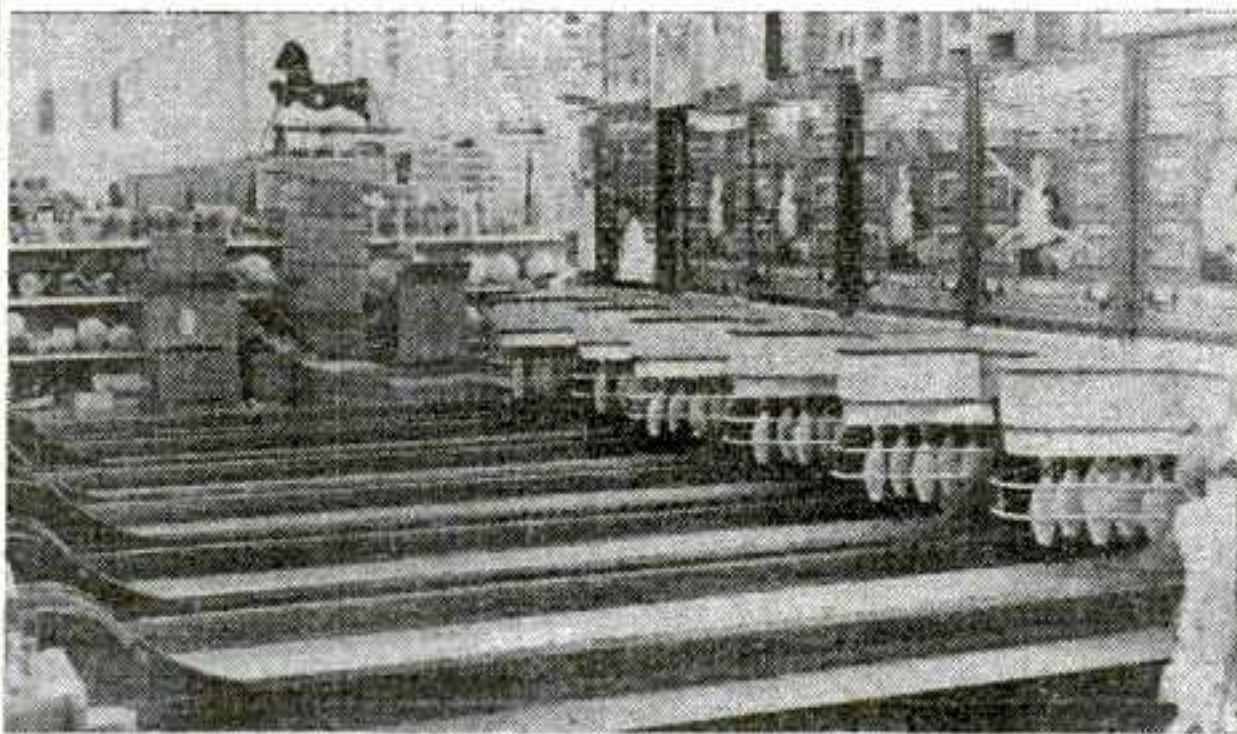
It hasn't been unusual for as many as 60 children to be enjoying themselves simultaneously in the area, equipped with dimes issued by their parents, and kept from squabbling, or rowdiness by the understanding check-stand operator nearby.

In making up the original layouts of the store, the management wisely kept in mind the extremely high percentage of children to be expected in a residential Northeastern-Phoenix area such as that occupied by the Totem.

To encourage amusement machine operators to spot the best possible equipment, the check-stand was deliberately relocated from the original position planned some 60 feet away, to a point just off the amusement center where plenty of small change is available for parents who seize gladly upon this opportunity to let the youngsters amuse themselves while completing their shopping trips.



KIDDIE RIDES ARE POPULAR with the younger set at the Phoenix installation.



SIX 16-FOOT BOWLERS are set side-by-side off the main aisle.

RECONDITIONED GUARANTEED

SEEBURG	
222S	\$895.00
201DH	775.00
HF100G	365.00
100W	325.00
3W1 Wallbox	47.50

SEEBURG HIDEAWAYS	
HK200	\$350.00
H100W	250.00
HM100A	75.00

WURLITZER	
2200	\$475.00

CIG VENDERS	
SEEBURG E-1	\$249.00
CORSAIR	
30 cols.	229.00
EASTERN MARK II	
22 cols.	99.00

Terms: 1/3 deposit required.



738 East Erie Blvd. Syracuse 3, N. Y., U. S. A. Phone: GRanite 5-1631

GIVE TO DAVID RUNYON CANCER FUND

BUY Bally FOR TOP EARNINGS IN EVERY TYPE OF LOCATION EVERYWHERE

WORLD WIDE Gives You January's Best BUYS!

BASEBALLS

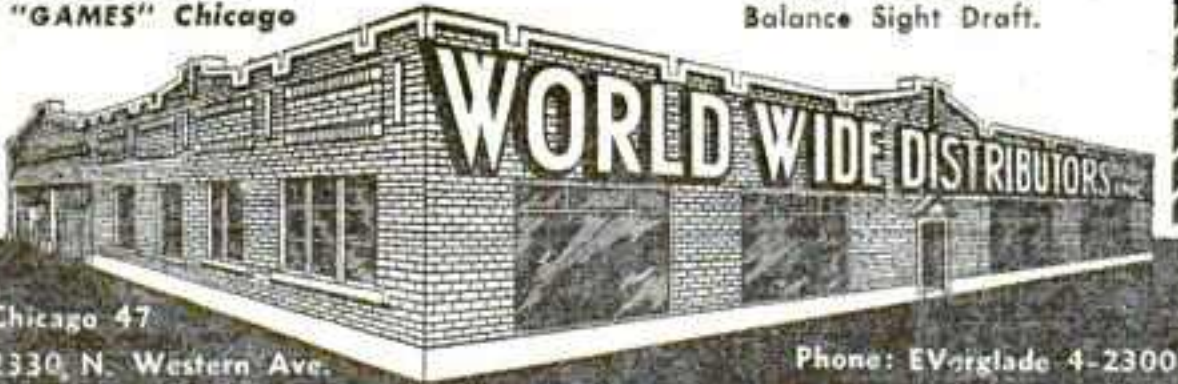
Wms. OFFICIAL	\$395	Wms. SHORTSTOP	\$225
Wms. PINCH HITTER	295	Wms. 1957 BASEBALL	195
Bally HEAVY HITTER	245	Wms. 4 BAGGER	125
Bally BIG INNING	195	Genco HI-FLY	75

WALL BOXES

WURLITZER		ROCK-OLA	
200 Sel., 50c Chute	\$89.50	120 Selections	\$49.50
SEEBURG		A. M. I.	
3W-1	\$39.50	120 Selections	\$39.50

Cable Address "GAMES" Chicago

Terms: 1/3 Deposit, Balance Sight Draft.



Chicago 47

2330 N. Western Ave.

Phone: EVerglade 4-2300

when answering ads . . . SAY YOU SAW IT IN BILLBOARD MUSIC WEEK

NYSOG Meets

Continued from page 65

chine Association, took time off from her busy schedule to attend the meeting.

Legislative Work

Mrs. McCarthy, who has been watching the interests of the New York State operators at the Legislature in Albany, reported that one bill which would license every cigaret jobber, operator and machine has been introduced. She has reported this information to the Cigarette Merchandisers Association.

Two NYSOG members will be leaving shortly for vacations—Joe Lippi for Florida, and Ed Solomon to Europe.

Jack Wilson, NYSOG president, presided at the meeting. The following members attended:

Lester Smith, Tom Greco, Frank Greco, Anne Koenig, Jack Roen, Millie McCarthy, James (Pie) Haley, Joe Reich, Mike Mulqueen, Dick Wenzel, Joe Lippi, Ed Solomon, Mac Douglass, Mrs. Gertrude Browne and Steve Necos.

Trade Overcomplacent?

Continued from page 58

become so narrow that even comparatively modest foreign success in the U. S. market would sow havoc in the American industry.

Heretofore, the U. S. industry has been content to hold the 13 per cent line, fearing that efforts to hike the tariff would invite retaliation abroad. But the consensus here is that the U. S. gold gap has altered the competitive picture.

Gold Gap Crisis

The feeling here is that foreign producers are under sufficient pressure generated by the gold gap crisis to accept a hike in the U. S. tariff, perhaps not back to 35 per cent but to between 20 and 25 per cent.

Aside from the U. S. tariff, it is time U. S. producers took energetic action to obtain concessions from foreign countries, particularly in Central and South America. Export-import specialists here remind that there still exist many countries discriminating against U. S. coin machine imports in one way or another.

Briefly, the tariff situation has to be viewed in the light of these three factors, the Brussels source summarized:

1. The European Common Market will be detrimental to U. S. exports because it will give preference to the interchange of European goods.

2. The expansion of the European industry, which while undergoing a contraction in the number of firms, is displaying a steady growth in the surviving firms.

3. The decline in U. S. production simultaneous with the expansion of foreign markets, indicating that the U. S. industry is failing to win and expand its share of the foreign market.

However, in sum, the American industry has at its disposal a vast home market which is not hobbled by the restrictions existing in Europe. Preservation of this home market against effective, if not ruinous, foreign competition should be the primary aim of the U. S. industry.

Such, at any rate, is the perspective of the U. S. coin machine industry and its export problems held by the trade specialists here.

New ACA Building

Continued from page 58

out and designed for the coin-operated industry. Completely air-conditioned, the upstairs of 2,500 square feet houses Leyser's office as well as the accounting and programming departments. The lower floor of approximately 5,000 square feet is devoted to the shop, up-to-date in all respects. ACA also owns the adjoining lots, which will permit expansion. There is private parking in the rear of the structure for the radio-controlled service vehicles.

ACA was established in 1952 when Mills Enterprises was purchased. Since that time, the operation has been expanded approximately ten times. Locations include transportation terminals throughout the West, variety chain stores, bowling alleys, drug chains, Army, Navy and Air Force installations, bars and restaurants.



... the world over while learning a profitable trade in the new modern Navy... See your local Navy recruiter—now.

A LITTLE COMPARISON

Most any boxing fan knows that flyweights pack a terrific punch for their small size.

And, speaking of small size, coin machine operators are fast learning that, pound for pound, the new amusement game called SKILL CARDS is the hottest money maker around. It's small, low priced and enjoys big take. That's a winning combination; isn't it?

Get full particulars on this game of the year. Call today. In fact, do it right now. You'll have a sample the day after you call! Phone: ALgonquin 4-4040.

REDD

DISTRIBUTING CO., INC. 126 LINCOLN ST., BOSTON (BRIGHTON) 35, MASS. EXCLUSIVE NATIONAL SALES REPRESENTATIVE

Exclusive distributors for: SEEBURG, BALLY, CHICAGO COIN and FISCHER Cable: REDDING

ROCK-OLA REGIS
 TRULY THE WORLD'S MOST DISTINGUISHED PHONOGRAPH
 FLEXIBLE • DEPENDABLE • PROFITABLE

CLOSING OUT
 MUSIC PARTS AND COMPONENTS

- 12 AMI S-120 Steppers
- 12 AMI SM-40 Steppers
- 2 Rock-Ola 120 Steppers
- 35 AMI W-80 Wall Boxes
- 1 Rock-Ola 50 Sel. Wall Box
- 2 Rock-Ola 120 Sel. Wall Boxes

WIRE—PHONE—WRITE TODAY!

DAVID ROSEN
 Exclusive A. M. I. Dist. Ea. Pa.
 655 N. BROAD STREET, PHILA. 23, PA.
 PHONE: CENTER 2-2903

BARGAINS FOR THE WEEK

Capital DeLuxo	\$170.00
Clipper DeLuxo	125.00
Regulation	195.00
Regulation DeLuxo	210.00
Lightning	145.00
Lightning DeLuxo	165.00
Banner	75.00
Mercury	90.00
Ace	75.00
Congress	195.00
Congress DeLuxo	225.00
ABC	145.00
C. C. Bull's Eye Drop Ball	150.00
C. C. Bowling Team	125.00
C. C. Rocket (2 Player)	100.00
C. C. Rocket (1 Player)	75.00
United Advance (16 Ft. Bowler)	645.00
United League (16 Ft. Bowler)	695.00
United Handicap Bowler	745.00
Williams and Chicago Roll-A-Ball	\$89.50 ea.

These Bowlers Reconditioned Like New. Have Been Used Very Little. All Equipment Subject Prior Sale.

Central DISTRIBUTORS, Inc.
 2315 Olive Street, St. Louis 3, Mo.
 Phone: MAin 1-3511; Cable: "Cendist"

WANT

- Wurlitzer 2104
- Wurlitzer 2150
- Seeburg HF-100-C
- Seeburg HF-100-R
- Seeburg L-100
- United Lightning
- United Clipper
- United Capitol
- Bally Show Time and Up
- Bally Lotta Fun

ARCADE EQUIPMENT
 Send for Free Parts Catalog!

RUNYON SALES COMPANY
 Factory Representatives for:
 AMI Inc., Bally Mfg. Co., Irving Kaye Co.
 221 FRELINGHUYSEN AVENUE
 Newark 12, N. J. Bigelow 3-8777
 Offices: New York, N. Y. and Hartford, Connecticut
 Cable Address—RUNYONEX



MARY YVETTE MAHFOUZ, 19, bottom left, was one of six drum majorettes of the Arkansas State College Band which took part in the Inaugural Parade in Washington Friday (20). The other Indian Maids are, bottom row, center, Mary Jo Martin; right, Kay Benham. Back row, left to right: Sallie Mickey, Sandra Merguie and Lynda Heath. Miss Mahfouz's father, Ernest J. Mahfouz, is a music and game operator at Stuttgart, Ark.

United, Inc., Stages Wurlitzer Show; Greets Big Turnout at Dinner Party

MILWAUKEE — Harry Jacobs Jr., United, Inc., Wurlitzer distributor in Wisconsin and Upper Michigan, debuted the 1961 Wurlitzer Model 2500, 2510 and 2504 automatic phonograph line at a cocktail party and buffet supper at the Ambassador Hotel recently.

Operators who attended, included: Mr. and Mrs. Casper Sittig, Cap's Amusement Company, Racine; Mr. and Mrs. Elmer Schmitz, Hilbert; Al Felix, Oconto; Gary Reier, Trugar Novelty Company, Mukwonago; Mr. and Mrs. Val Andreas, Fond du Lac; Mr. and Mrs. Fred Braun, Suburban Music, Menomonee Falls; Ed Tarman, Menomonee Falls; George Fix, Stevens Point; John Tuska, J. T. Novelty Company, Cudahy, and Harry Kososki, Niagara.

Also, Frank Szmsiak, Marionette; Floyd Bidwell, Wisconsin Rapids; Nellie Tompkins, Manitowoc; John Barris, Johnny's Music Company, Merrill; Laddie Steinhoff, Kenosha; Joe Volk, Madison; Mal Malcore, Mal's Coin Machine Company, Green Bay; Edgar Whiteley, G. & W. Novelty Company, South Milwaukee; Jerry Lawler, L. & L. Amusement Company, Hurley; Bob Edwards, Baraboo; Hi Turnmeyer and Mike Young, Soldier's Grove; Mr. and Mrs. Ray Jenner, Waupaca; Mr. and Mrs. Ernie Feight, Feight Music Company, Rhineland; Mr. and Mrs. Woody Haffner, Sherwood Novelty Company, Waterford; Mr. and Mrs. Dan Stowe, Oshkosh, and Stanley Leja, Abrams.

And Mr. and Mrs. C. S. Pierce, Dick Wright and Ivan Cox, C. S. Pierce Music Company, Brodhead; William Yaeger, Butte Amusements, Winneconne; Leonard Sheehan, Elm Grove; Tony Zore and his son,

Sheboygan, and Bernard Groshek, Stevens Point.

The following Milwaukee coinmen signed the roster: Harry Gromacki and Leon Dinon, H. & G. Amusement Company; Casey Mauronowitz, Kewpie Novelty Company; Otto Hadrian, Otto's Distributing Company; Carl Betz and Joe Pelligrino, P. & P. Distributing Company; Clarence Smith, Milwaukee Amusement Company; Doug Opitz, Wisconsin Novelty Company; Danny Matty's, Mitchell Novelty Company; Vince Waters; Harry Jacobs Sr., Angel Enterprises; Len Casper, and Frank Bartnik, Banaco Music.

Also Charles MacCumber, Progress Amusement Company; Mr. and Mrs. William Zajk, Studio Phonograph Company; Les Reder, L. R. Amusement Company; Milton Wudtke; Edwin Puzia, Triple A Amusement Company; James Stecher, Stecher's Novelty Service; Sam Hastings, Hastings Distributing Company; Jerome (Red) Jacomet, Red's Novelty Company, and Morry Fuhrmann, General Novelty Company.

Tony Roger, Lock City Music Company, Sault Ste. Marie, Mich., traveled the longest distance to attend the showing.

United, Inc., staffers hosting the party, were Harry Jacobs Jr., Erv Hoeth, Harold Stark and Robert Harding. C. B. Ross, Wurlitzer factory service engineer, also attended.

AMI Sales Hosts Chi Ops at Service Meet

CHICAGO—AMI Sales Company hosted Chicago area operators to a service school session with major emphasis on the new 45-33 r.p.m. Automix turntable.

The session was held at the firm's new building on West Lexington Street, here, Tuesday evening (17). AMI's field service engineer, Hank Noevenaar conducted the meeting assisted by Mike Spagnola, manager, Ray Grier, and John Havrila, all of AMI Sales.

The meeting started at 7:00 p.m., and lasted until 11:00 p.m., with only a short break for refreshments. Among operators and service men in attendance were John Denaro, Robert Raywood, Gary Lounsberry, Larry Monheim, Fred Stevenson, Arvid Wetterholm, Ron DeAngeles, Howard Palmer, Norman Goldstein, Sid Daus, Charles Adkins, Richard Kula, Bill Hill, N. J. Dompke, A. J. Strongin, E. F. Gilligan, Ed Reinke, and Samuel Ward.

Foreign Charms
 • Continued from page 66

manufacturer is stamping out crude imitations, Eppy said.

According to Eppy, if the 25 leading bulk vending distributors and operators confined their charm purchases to American manufacturers, the threat of foreign imports would die.

Eppy points out that while no American employed in the bulk vending industry wants to take away the livelihoods of the Hong Kong coolies, it is too much to expect that men in the bulk vending industry here live by coolie standards.

He argues that the use of Hong Kong charms saves the operator about 15 cents for each machine to fill, and that small saving hardly compensates for the inferior product and for what the practice will do to the bulk vending industry in the long run.

De La Viez Out Of Hirsch Firm

WASHINGTON — Hirsch de La Viez, active for 25 years in the coin machine industry, has sold his interest in Hirsh Coin Machines to Phil J. Mason, a company officer and 11-year associate in the firm.

De La Viez has severed all relations with the company, but will be actively interested in the industry, and will "dabble in show business," according to Roger Squitiero, secretary and treasurer of the company.

Mason, well-respected in this area, was elected president of the firm. His wife, Rose, is vice-president. The company will operate under the Hirsh name. There will be no changes in personnel.

Mason, who is 45, came to this area originally from New Jersey. He has four children—one girl and three boys — and two grandchildren. He and Mrs. Mason live in nearby Bethesda, Md.

Squitiero also has announced that the company is back in cigaret vending. He said it has become a "necessary adjunct" to the juke box and amusement machine operation. The firm ventured into cigaret vending in 1957, but dropped that portion of the operation after several months.

FOR SALE

- 3 Auto Photos, #9, serviced and Clean. Ea. \$750
- 2 Trigger Horses. Ea. 400
- Jr. Jets 95
- Rockets 145
- 3 Super Jets. Ea. 250

McGINNIS BLUE RIBBON AMUSEMENTS
 7834 Pearl Road Cleveland, Ohio

when answering ads . . .
SAY YOU SAW IT IN BILLBOARD MUSIC WEEK

THE BEST FOR LESS

- PHONOGRAPHS**
- AMI-E-120 \$125.00
 - AMI-G-200 (w/conv.) 285.00
 - Seeburg C 225.00
- WALL BOX SPECIALS**
- See. 200 Sel. W. B. \$67.50
 - 50 Sel. Rock-Ola W. B. 10.50
- 5-BALL MACHINES**
- Gusher \$ 85.00
 - Straight Flush 145.00
 - Cross Cross 165.00
 - Straight Shooter 165.00
- UPRIGHTS**
- Pointmaker \$295.00
 - Big Horn 135.00
 - Circus Days 105.00
 - Wagon Wheel 165.00
- ARCADES**
- C.C. Rocket Shuffle . \$ 65.00
 - Genco Motorama . . . 195.00
 - Bally Strike Bowler . . 165.00
 - Un. Deluxe Bonus Gun 145.00
 - Undersea Raider 95.00
 - Speedway Bomb Sight 95.00
 - Bally Magic Shuffle . . 85.00
 - Williams Safari 165.00
 - C.C. Playland Gallery . 325.00
 - Genco Big Top 165.00
- Call, Write or Cable
 Cabler LEWJO

Lew Jones Distributing Co.
 Exclusive Wurlitzer Distributor
 1301 N. Capitol Ave. 1635 Central Pkwy.
 Indianapolis, Ind. Cincinnati, Ohio
 Tel.: MEIrose 5-1593 Tel.: MAIn 1-8751

GIVE TO DAMON RUNYON CANCER FUND

The "Compact" with **BIG TABLE**
ACTION AND APPEAL . . .

NEW Valley MODEL 9000 6-POCKET POOL TABLE
 featuring the **LARGEST ACTUAL PLAYING FIELD on the market!**

- 100% accurately scaled from regulation table!
- Overall size: 50" x 90".
- Beautiful DeLuxo Mahogany finish and other DeLuxo features for top attraction and earning power!

VALLEY'S FAMOUS SEPARATE, FAST CUE BALL RETURN . . . CONVENIENT—NO STOOP! NO BEND!

See your Distributor or write direct
Valley SALES COMPANY
 Sales Affiliate, Valley Mfg. Co.
 333 MORTON STREET, BAY CITY, MICHIGAN • TWInbrook 5-8587

PRICE LIST

USED KIDDIE RIDE EQUIPMENT PONIES

Capitol Pony	\$300.00
Big Bronco Pony	350.00
Champion Pony	375.00
Exhibit Pony Express	Special
Crusader Ponies	300.00
Pinto Pony	250.00
Lee Pony	225.00

MERRY-GO-ROUNDS

Lane Merry-Go-Round	\$275.00
Lee Merry-Go-Round	275.00
Capitol Merry-Go-Round	210.00
Deco Merry-Go-Round	225.00
Texas Kiddie Ride Merry-Go-Round	225.00

SPACE SHIPS

Bally Space Ships	\$150.00
Atomic Jet	125.00
Space Ranger	175.00
Space Patrol	125.00
Super Jet	260.00
Jet Jr.	100.00

VARIETY EQUIPMENT

Sea Skate	\$250.00
Duck	175.00
Bull-Rabbit-Dog	150.00
Austin Car	175.00
Hawes See Saw	100.00
Turtle	125.00
Old Smokey Train	240.00
Kings Choo Choo	175.00
Elsie the Cow	190.00
Date Pistol Gallery	75.00
Exhibit Pistol Gallery	75.00
Exhibit Rifle Range	115.00
HVD Metal Typer	175.00

All Rides are offered in a used, as is condition, with all parts complete. (For reconditioned equipment add \$50.00 to the price indicated.) All equipment listed is subject to prior sale. DISCOUNT TO DISTRIBUTORS. VOLUME BUYERS.

KIDDIE RIDES, INC.

2557 W. North Ave., Chicago 47, Illinois
Phone: ARmitage 6-8180

West German-Red Coin Boom in Offing

By OMER ANDERSON

BONN — West Germany's just-signed trade agreements with the Soviet Union and Communist East Germany are expected to boom the coin machine industries of the three countries.

"Boom" may be putting it too strongly, but all experts involved in the lengthy trade pact negotiations agree that the big three-cornered trade deal will stimulate coin machine manufacture all around—and across the board.

These are the pacts:

1. West Germany and the Soviet Union have signed a three-

year commercial treaty providing for 1961 trade of \$214 million in each direction.

2. West Germany and Communist East Germany have agreed to extend their present treaty which has been in effect since 1951. This agreement looks to a gradual increase in all categories.

Electronics and mechanical products are given special attention in the treaties, and coin machines occupy a prominent station within this category.

An official in the trade section of the West German Foreign Office summarized:

"You ask about coin machines.

The situation here is relatively simple: We have, we think, Europe's biggest and best coin machine industry. The Communists, it develops, are mad about coin machines.

Planned Purchases

"The Soviet Union and East Germany both intend buying large quantities of coin machines from our industry, and we understand that in time they intend developing a large industry of their own, presumably with our help."

A subsidiary beneficiary of the trade pacts is the West Berlin coin machine manufacturing center, one of West Germany's major production areas.

West Berlin has been the stumbling block in trade negotiations between West Germany and the Communist countries. The Bonn government canceled its trade agreement with East Germany in early September in retaliation for Communist harassment of the Western outpost behind the Iron Curtain.

New Treaty

Negotiations between Bonn and Moscow for a new treaty replacing that signed in 1958 and expiring at the end of 1960 have been deadlocked over Bonn's demand that West Berlin be included in the new pact.

The Communists have now agreed in principle to permitting West Germany to claim jurisdiction over West Berlin. While such complex legalisms may sound like tedious diplomatic mumbo-jumbo, they in fact have life and death significance for West Berlin's coin machine industry as well as the city's industry generally.

What the signing of the three-cornered trade treaties implies is this: the Communists are eager to preserve their trade with West Germany, and by agreeing to the new pacts they have stated in effect that they plan no blockade of West Berlin or other drastic measures against the city.

Potent Tonic

Such implied assurance is a potent tonic to harried West Berlin coin machine manufacturers, who have lived in a day-to-day state of Communist blockade jitters.

"How can you plan long-range production programs when you are never certain the Communists won't lower another blockade or contrive some other form of harassment?" one Berlin producer complained.

Most West Berlin coin machine manufacturers now believe that a showdown Berlin crisis is relatively remote for the foreseeable future. They reason that the trade agreements are the best evidence that the Communists feel they can gain more by peaceful manipulation than by tough-guy tactics.

This analysis, in fact, is confirmed by Soviet officials at the Russian Embassy in Bonn. An Embassy first secretary concerned with trade affairs commented, "It is possible for communism and capitalism to compete—and compete with perhaps conclusive results—in such peaceful areas as trade.

We have demonstrated already that we can out-trade capitalistic countries. Our trading on the international petroleum market is an example; every Western country is complaining that we are undercutting capitalistic petroleum prices.

"But we are interested in more than oil—we intend surpassing the West in all forms of production with real economic value. Yes, this includes coin machines. Comrade Khrushchev has ordered a big production program for vending machines, as you probably know.

"We are interested, too, in music boxes—very interested. And there is no reason why coin machine games should not prove popular in Russia. We are not opposed to mild gambling; we have horse racing with wagering.

"Let me say this: whatever we

Rocky Mt. Coinmen See '61 Wurlitzer At Draco Showing

DENVER — Despite miserable weather, the 1961 showing of new Model 2500 Wurlitzer phonographs brought a record turnout to Draco Sales here during the week of December 10.

Included were many out-of-town visitors who braved icy highways and sub-freezing temperatures to reach the Denver Wurlitzer distributorship. Included were Paul Scott of Scott Music Company, Lander, Wyo.; Nick Mistovich, also of Lander; Jess Hochstetler of Holly Amusement Company, Holly, Colo.; Bill and Joyce Burbank of Montrose Music Company, Montrose, Colo.; Mr. and Mrs. Don Thorpe of Automatic Music Company, Grand Junction, Colo.; Mr. and Mrs. Paul Miller of Ace Amusement Company, Glenwood Springs, Colo.; Ray D. Samuelson of Granby, Colo.; Ray Kiser and Don Kiser of Durango, Colo., and Don Hammer of Tip Top Music Company, Yuma, Colo.

Local operators included James McRae, Pikes Peak Music, Colorado Springs; Doyle Wycaver, Midwest Music Company; Lee Wycaver, Lee Music; Jonny Knight, Skyline Music; George Byrnes Jr., Century Amusement, Greeley; Walter Morris, Marion Sancetta of AAA Amusement Corporation; Sam Keys of Apollo Music; Don Akin and Dell Crandall of Continental Music, and Mr. and Mrs. Ben De Garmo of Deines Music Company, Boulder.

Sales were brisk, reported Mike Savio and Leo Negri of Draco Sales.

produce, it is with the aim of producing more and better and less expensive goods than the capitalistic countries. This will be our goal for coin machines as well. I dare say the day will come when there will be many Soviet-made coin machines in Europe and even in America."

Soviet sources here state that plans are well-advanced for production of Russia's first juke box, the 80-selection Radocte — Russian for "joy." Several prototypes are undergoing testing in Leninograd, Kiev, and on Russia's Black Sea Riviera.

The Radocte is designed as a simple, durable box offering new refinements but, at the same time, requiring scant servicing. The Soviet source here explained, "We intend moving into more sophisticated boxes later on. The Radocte is what you Americans would call a 'Model-T' box."

The Russians intend producing the Radocte for a Communist-bloc mass market of an eventual 500,000 boxes. By concentrating, at the outset, on a single model and producing for a captive market, the Soviets plan on being able to price the Radocte at levels well under competing Western juke boxes.

SALESBOARDS

Coin Operated
R. C. WALTERS

2532 Sample Ave. St. Louis 12, Mo.

OPERATE

UNITED'S BOWL-A-RAMA

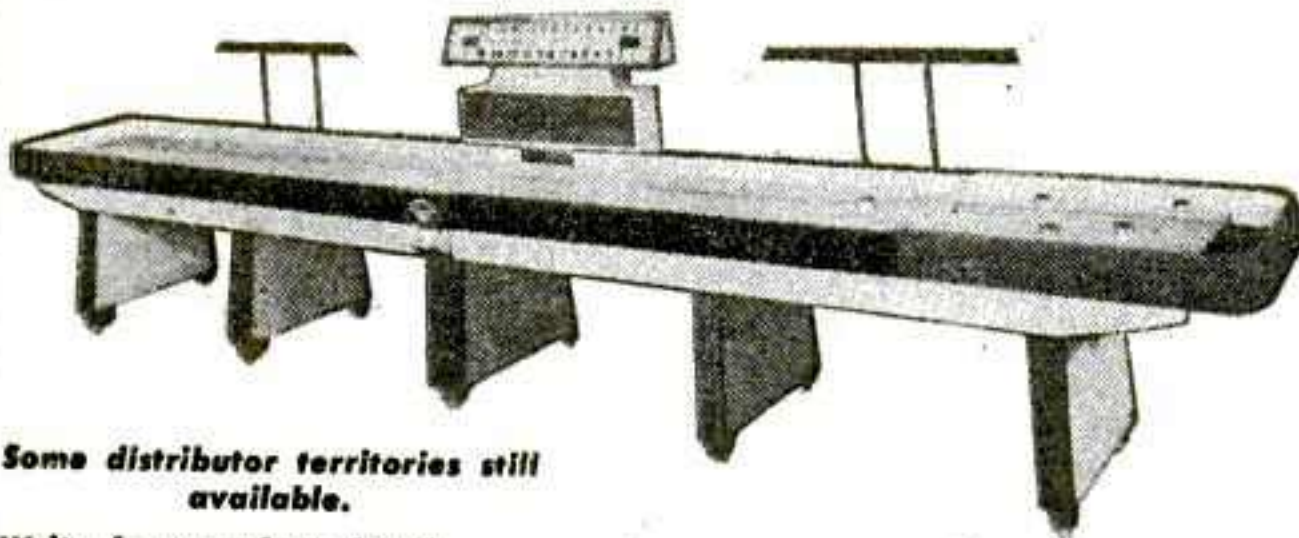
Welcome Everywhere

WRITE FOR DETAILS

UNITED

MANUFACTURING COMPANY
3401 N. California Ave.
Chicago 18, Ill.

Operate the Very Best Operate American's IMPERIAL



When it comes to coin-operated games, you will agree that American's IMPERIAL is one of the best made. It is designed with the operator in mind.

Magna Play Control, with its clever utilization of magnets to prevent free play when game is over or when time expires, guarantees operators higher receipts.

Its exclusive design goes well with every decor and it is built to give years of trouble-free performance.

Some distributor territories still available.

Write for complete details.

AMERICAN SHUFFLEBOARD COMPANY

210 Paterson Plank Road Union City, New Jersey. UNion 5-6633

"a Keeney Upright for every location"

- Red Arrow Single player
- Deluxe Red Arrow multiple
- Twin Red Arrow 2-player
- Sweet Shawnee single n.d.q. entry
- Black Dragon the ultimate 3-way upright

Keeney Uprights perform perfectly because there's only one original Keeney Panoscope.

Why operate hastily contrived imitations?

Write or phone for complete details!

J. H. KEENEY & CO., INC.

2600 West 50th Street • Chicago 32, Ill.
Telephone: HEmlock 4-5500

6 POCKET POOLS..\$150.00

14 Ft. Dowlers\$165.00
 American Bank Shot (12 Ft.)..... 195.00
 Fluorescent Shuffle Board Lites. Pair. 22.50

PURVEYOR Better Buys
 4322-24 N. WESTERN AVE.
 CHICAGO, ILLINOIS
 JUNIPER 8-1814

British Customs Men Investigate Origin of Mystery Batch of Fruits

By BINGO BEAUFORT
 LONDON — The British Customs Authorities have, in the past few days, been carrying out an intensive investigation into the origin of a considerable number of fruit machines at present in use, or in the hands of distributors and operators, in several towns in southern England. It is believed that the machines in question, which may have been offered for sale as "New Mills fruit machines,"

have Japanese origins. Japan is one of the few remaining trading areas from which equipment cannot be imported into the U. K.

Customs men have had long interviews on the subject with leading coin machine men in London and elsewhere, and it is believed that certain machines, with serial prefixes of a known sort — connected with a firm previously involved in investigations of a similar kind—have been examined by the officials, who ordered that on no account must the suspect fruits be moved or used, at least for the time being.

Meanwhile, the following advertisement has been appearing big and bold, with a picture, in British trade papers, under the banner of Las Vegas Coin, established in London by Gabe Forman to import and distribute Mills fruits, as sole concessionaires:

"Final Warning to Operators and Club Secretaries. This is the only genuine new Mills machine made at the factory in Reno, Nevada for 6d. play for the English market. Any 7-7's or 21 Bells being sold or hired as new, genuine 6d. Mills Machines are either imitations or rebuilt machines. Contact us by phone (collect) before you buy a machine offered as a new Mills."

WANTED

Experienced Bingo Mechanic. Must be honest and reliable. Steady work. Write
 BOX 115, The Billboard
 188 W. Randolph Street
 Chicago, Ill.

COMPLETELY RECONDITIONED UPRIGHTS

Games Inc. Wildcat.....	\$245
Keeney Criss Cross Diamond..	245
Games Inc. Skeet Shoot.....	\$125
Games Inc. Double Shot.....	125
Games Inc. Super Wildcat.....	395
Keeney Little Buckaroo.....	245
Bally Skill Score (new).....	195
Bally Skill Derby (fs).....	295
Bally Jamboree (fl. samp.).....	495
Auto Bell Circus Play Ball.....	115
Auto Bell Circus Wagon Wheel.....	115
Auto Bell Galloping Dominoes.....	125
Auto Bell Mormald.....	145
Auto Bell Horoscopes (fl. samp.).....	125
Buckley Point Maker (late model).....	445

MUSIC

Rock-Ola 1432 (45 rpm).....	\$ 75
Rock-Ola 1485, 200 sol. (new).....	795
Wurlitzer 2000, 200 sol.	345
Wurlitzer 2200, 200 sol.	495
AMI C-40 (45 rpm).....	65
Seeburg V-200 (conv. to VL with speed read program holder).....	245
Seeburg 100C (repainted).....	245

ARCADES

Bally Lucky Alley, 11' & 14'.....	\$375
Bally Trophy Bowler, 14'.....	325
Bally Strike Bowler, 14'.....	195
Bally Jet Shuffle Bowler, 8½'.....	65
Bally Golf Champ.....	95
Wms. Super World Series.....	45
Bally Twin Pony (floor sample).....	445

Rush deposit to:



You Can Count on the Best from **FIRST!**



IMPORTERS!
 Send for Your **FREE**
 56-Page Illustrated
 1961
 CATALOG

SEE US **FIRST**
 for the Most
 Complete Selection
 of all **NEW GAMES**

Cable: "FIRSTCOIN"—Chicago

FIRST COIN MACHINE EXCHANGE
 Joe Kline & Wally Finke
 1750 W. NORTH AVE. • CHICAGO 22, ILLINOIS • Dickens 2-0500

GIVE TO DAMON RUNYON CANCER FUND

Model Distributing Hosts 150 Guests At Wurlitzer Show

PHILADELPHIA — More than 150 operators attended the week-long showing of the new Wurlitzer "2500" at the Model Distributing Company showrooms.

It marked the first time that the firm, located at 4830 North Front Street, ever held a showing, since it only recently took over the Wurlitzer distributorship in the Eastern Pennsylvania-Southern New Jersey-Delaware area.

The sales force, consisting of Sid Balin, general manager in charge of the distributing end of the firm; Bill Slawe, one of the executives; Chuck Miller and Babe Jacobson, were kept busy answering the questions of the operators.

Balin reported that what was catching the eye of most of the coinmen was the "top 10" feature whereby the machine will play the top 10, preselected records upon insertion of 50 cents and one-button push.



GOTTLIEB'S

Foto Finish

NOW! You Get the Best of Both...
 Player Appeal! Profit!

- Fascinating Carry-Over Feature Continues The Race From Game To Game
- Top rollovers advance horses to finish line • Bringing in all 4 horses scores special
- Center hole spotting feature advances 1, 2, 3 or 4 horses and scores 100 points
- A-B-C-D targets and rollover feature lights center hole for special and super score
- Score to Beat panel • Match feature • Coin-box with locking cover

TOMORROW'S DESIGN TODAY!

- High, wide and handsome tapered light-box
- STAINLESS STEEL moldings provide a new and clean appearance permanently
- Sparkling plated legs and front door panel
- Hard chrome finish corner castings

D. Gottlieb & Co.

1140-50 N. KOSTNER AVENUE • CHICAGO 51, ILLINOIS

Now more than ever... it's Always Profitable to Operate Gottlieb Games!



New "Hard-Cote" Finish
 Extends Playboard Life to
 an All-Time High!



THE SEEBURG PROGRAM KEEPS YOU OUT IN FRONT!

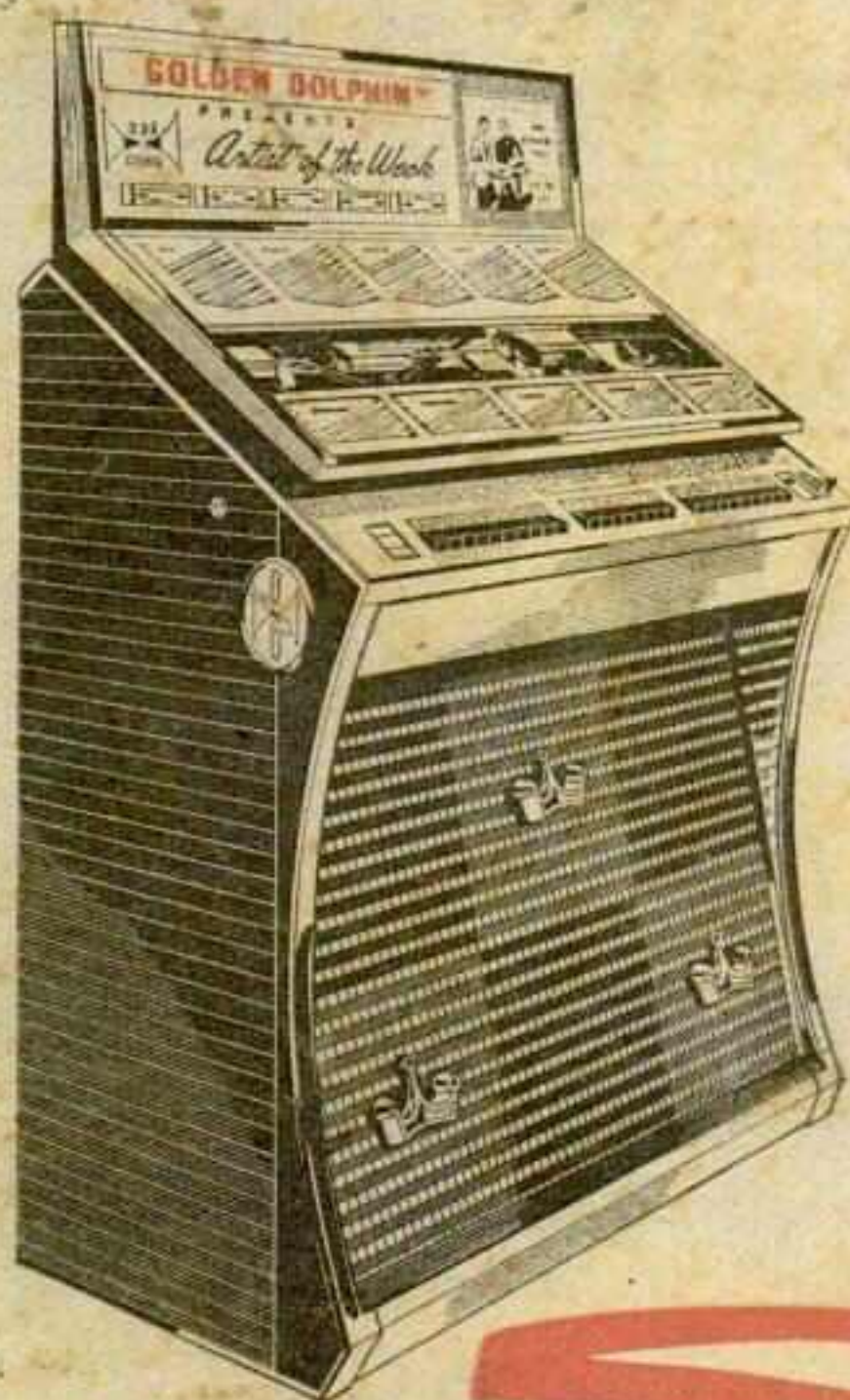
COUNT!—count
the 7" single
33 $\frac{1}{3}$ labels!



...AND NOW JOINED BY
RCA VICTOR!

FACTS ABOUT THE 33 $\frac{1}{3}$ ALBUM SINGLE

- 1 Twenty-nine record manufacturers are releasing 33 $\frac{1}{3}$ stereo 7" singles from best-selling albums.
- 2 In dollar volume, 33 $\frac{1}{3}$ album records outsell singles 7 to 1.
- 3 Many of today's greatest sellers are available only as 33 $\frac{1}{3}$ album singles.
- 4 Only Seeburg is factory-built to intermix 45's and 33 $\frac{1}{3}$'s.
- 5 Only Seeburg gives you full automatic intermix with no extra gadgets, no center-hole plugs, no conversion kits.
- 6 **ARTIST OF THE WEEK**, a Seeburg exclusive, brings to the coin phonograph, for the first time, the record industry's top salesman—the full-color album cover.



*Famous Golden Dolphin, Akron, Ohio

THE SEEBURG SALES CORPORATION
CHICAGO 22

SEEBURG

the ARTIST OF THE WEEK

PHONOGRAPH THAT'S PERSONALIZED FOR YOUR LOCATIONS

WEEK OF JANUARY 23

TEN-SELECTION 33 $\frac{1}{3}$ STEREO ALBUM RECORD PACKAGES

CANNONBALL ADDERLEY

RECORDED LIVE
AT THE
JAZZ WORKSHOP
(RIVERSIDE)

JACKIE GLEASON

LAZY,
LIVELY
LOVE
(CAPITOL)

CHET BAKER

WITH 50
ITALIAN
STRINGS
(JAZZLAND)