

BILLBOARD MUSIC WEEK

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

PAGE ONE RECORDS



★ NATIONAL BREAKOUTS

- MONO LP's** A SONG FOR YOUNG LOVE, Lettermen, Capitol
THE GAY LIFE, Original Cast, Capitol
- STEREO LP's** PERSUASIVE PERCUSSION, VOL. IV, Enoch Light and
the Command All Stars, Command
- SINGLES** YOU WIN AGAIN, Fats Domino, Imperial
SO DEEP, Brenda Lee, Decca

★ NEW ACTION LP's

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

- | | |
|--|---|
| <p>MONOPHONIC</p> <p>LINGER AWHILE, Vic Damone, Capitol</p> <p>EVERLY BROTHERS INSTANT PART, Warner Bros.</p> <p>DANNY BOY AND OTHER SONGS I LOVE TO SING, Andy Williams, Columbia</p> <p>STANDING ROOM ONLY, Highwaymen, United Artists</p> <p>MARIA, Roger Williams, Kapp</p> <p>UP A LAZY RIVER, Si Zentner, Liberty</p> <p>GREATEST STRING BAND HITS, Billy Vaughn, Dot</p> <p>TENNESSEE ERNIE FORD—SPIRITUALS, Capitol</p> <p>ARTHUR MURRAY'S MUSIC FOR DANCING THE TWIST, RCA Victor</p> | <p>ALAN FREED'S GOLDEN PICS, Various Artists, End</p> <p>COMBO!, Henry Mancini, RCA Victor</p> <p>AMAZING JAMES BROWN, King</p> <p>PATSY CLINE SHOWCASE, Decca</p> <p>JOAN BAEZ, VOL. I, Vanguard</p> <p>AND NOW ABOUT MR. AVALON, Frankie Avalon, Chancellor</p> |
|--|---|

STEREOPHONIC

- MARIA**, Roger Williams, Kapp
- TWIST WITH THE VENTURES**, Dolton
- COMBO!**, Henry Mancini, RCA Victor
- HORN A-PLENTY**, Al Hirt, RCA Victor
- SONGS OF PRAISE**, Mantovani, London

★ LOCAL SINGLES BREAKOUTS

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

- | | |
|---|---|
| <p>THE RAINS CAME . . . Big Sambo, Eric 7003 (Crazy Cajun-Corette, BMI) (Houston, Dallas-Fort Worth, New Orleans)</p> <p>TEARS BROKE OUT ON ME . . . Eddy Arnold, RCA Victor 7984 (Pamper, BMI) (Minneapolis, Milwaukee)</p> <p>ROLY POLY . . . Joey Dee, Roulette 4408 (Ware & Frost, BMI) (New York, Memphis-Nashville)</p> <p>NUT CRACKER . . . B. Bumble and the Stingers, Rendezvous 166 (Kim Fowley, BMI) (Minneapolis, Milwaukee)</p> <p>MIDNIGHT IN MOSCOW . . . Jan Bergens, London 10503 (Melody Trail, BMI) (Boston)</p> <p>ECHO IN THE NIGHT . . . Shelley Fabares, Colpix 621 (Post, ASCAP) (Boston)</p> <p>PATTI ANN . . . Johnny Crawford, Del Fi 4172 (Maravilla, BMI) (Baltimore)</p> <p>YOU DON'T MISS YOUR WATER . . . William Bell, Stax 116 (East-Bais, BMI) (Memphis-Nashville)</p> <p>YOU CAN'T KEEP ME FROM LOVING YOU . . . Julius La</p> | <p>Rosa, Kapp 444 (Hollis, BMI) (Boston)</p> <p>GOODBYE TO TOYLAND . . . Vonnair Sisters, Vista 390 (Disney, ASCAP) (New Orleans)</p> <p>THOU SHALT NOT STEAL . . . John D. Loudermilk, RCA Victor 7993 (Acuff-Rose, BMI) (Boston)</p> <p>ANNIE GET YOUR YO YO . . . Little Jr. Parker, Duke 345 (Don, BMI) (Atlanta)</p> <p>DROP IT JOE . . . Connie Francis, MGM 13059 (Francon, ASCAP) (St. Louis)</p> <p>SHAKE SHAKE SHERRY . . . Edsels, Capitol 4675 (Trinity, BMI) (New York)</p> <p>APOLOGIES AT BEDTIME . . . Jackie Gleason, Capitol 4704 (Good Song, BMI)</p> <p>LOLLIPOPS AND ROSES . . . Jack Jones, Kapp 435 (Garland, ASCAP) (New York)</p> <p>IDA JANE . . . Fats Domino, Imperial 5816 (Travis, BMI) (St. Louis)</p> <p>FOR ALL WE KNOW . . . Caslons, Amy 836 (Feist, ASCAP) (Milwaukee)</p> |
|---|---|

'Bedtime' Wakes Up In Philly

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

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

Otherwise the pattern appeared to be that r.&b.-oriented song material was the hottest of the week in the Quaker City. Solomon Burke's "Cry to Me" was described as a "smash" by several stores, while "Ecstasy," by Ben E. King; "Grow Closer Together," by the Impressions; "Our Anniversary," by Shep and the Lime-lites, and "Do the New Continental," by the Dovells, also shared sales honors. Jimmy Soul's "Twist" (Continued on page 6)

Connie, Ball Set Pitts. Pace

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

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

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

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

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

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

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

the case of "Kwamina," Capitol issued the original-cast LP after the show had closed.

The strength of TV exposure is pointed up this week by the presence of "Let's All Sing With the Chipmunks" as No. 80 on the Monaural album chart, and a report that another old Liberty package — "Around the World With the Chipmunks"—is on the verge of moving onto the "New" (Continued on page 6)

Big Chart Items Roll On in Chi

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

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

"Come Back Silly Girl" by the Lettermen (doing very well in Milwaukee) and "I've Got Bon-" (Continued on page 6)

DEE, EDSLS, JONES & JAZZ SELL IN N. Y. C.

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

Other records getting nice action in this town, though not yet of breakout proportions, include "Fools Hall of Fame" by Paul Anka on ABC-Paramount,

and "A Girl Has to Know" by the G-Clefs on Terrace.

Jazz LP's Pace

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

At Greenline Record Center in Jamaica, N. Y., Jack Greenbaum had some tips for dealers in step- (Continued on page 6)

NEW ON THE MONO LP CHART THIS WEEK

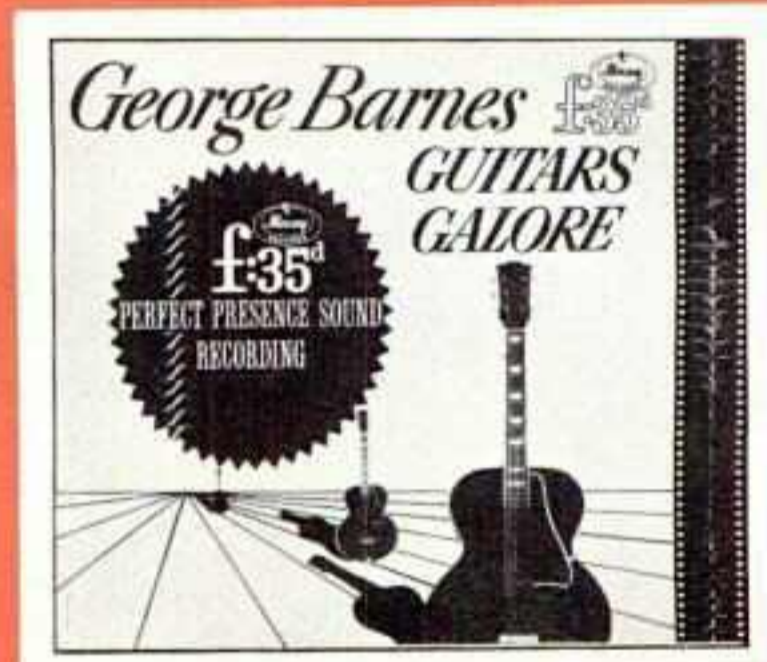
- | | |
|--|--|
| Pos. 97. A SONG FOR YOUNG LOVE, Lettermen, Capitol | Pos. 134. MIKE NICHOLS AND ELAINE MAY EXAMINE DOCTORS, Mercury |
| 125. THE GAY LIFE, Original Cast, Capitol | 141. LIVE IT UP, Johnny Mathis, Columbia |

NEW ON THE HOT 100 CHART THIS WEEK

- | | |
|--|---|
| Pos. 64. YOU WIN AGAIN, Fats Domino, Imperial | Pos. 87. YOU BETTER MOVE ON, Arthur Alexander, Dot |
| 68. SO DEEP, Brenda Lee, Decca | 92. I CAN'T SAY GOODBYE, Bobby Vee, Liberty |
| 75. BIRTH OF THE BEAT, Sandy Nelson, Imperial | 94. WHEN MY LITTLE GIRL IS SMILING, Drifters, Atlantic |
| 80. YES INDEED, Pete Fountain, Coral | 96. WHITE ROSE OF ATHENS, David Carroll, Mercury |
| 81. PLEASE DON'T ASK ABOUT BARBARA, Bobby Vee, Liberty | 97. AW, SHUCKS, HUSH YOUR MOUTH, Jimmy Reed, Vee Jay |
| 82. PICTURES IN THE FIRE, Pat Boone, Dot | 98. THE BALLAD OF THUNDER ROAD, Robert Mitchum, Capitol |
| 84. LOVE LETTERS, Ketty Lester, Era | 99. POPEYE JOE, Ernie K-Doe, Minut |
| 85. LOVE ME WARM AND TENDER, Paul Anka, RCA Victor | 100. DEAR ONE, Larry Finnegan, Old Town |
| 86. SOMETHING'S GOT A HOLD ON ME, Etta James, Argo | |



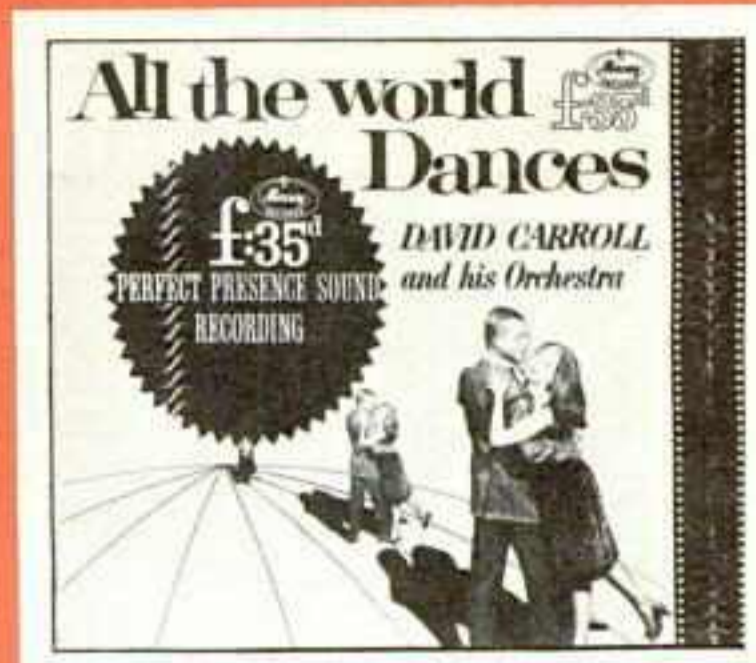
Strings Afire—CLEBANOFF
PPS 6019/PPS 2019



Guitars Galore—GEORGE BARNES
PPS 6020/PPS 2020



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



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



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



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

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f:35^d Perfect Presence Sound marks a new film breakthrough in sound engineering. Only Mercury's f:35^d recording technique can achieve "infinite depth" in the widest range of authentic sound possible. Original recording made on 35 mm film.

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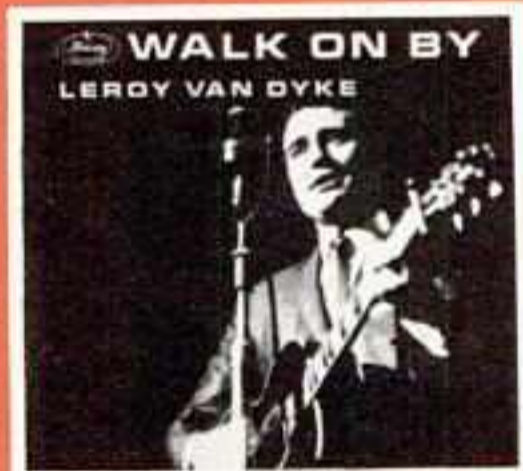
SOUNDS THAT COME ONLY FROM MERCURY



AND SIX NEW EXCITING HIT ALBUMS FROM MERCURY GREATS



NICHOLS AND MAY Examine Doctors
SR 60680/MG 20680



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



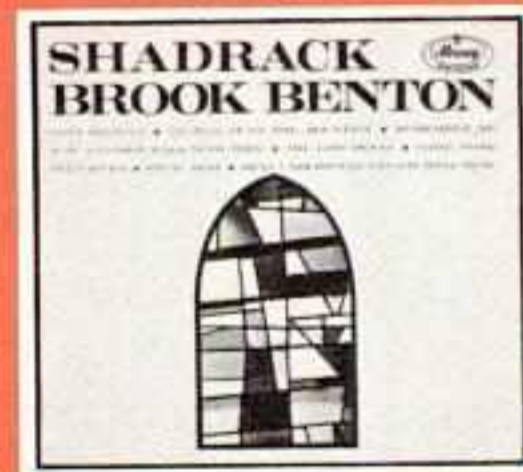
Tears & Laughter—DINAH WASHINGTON
SR 60661/MG 20661



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



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



If You Believe—BROOK BENTON
SR 60619/MG 20619





" THE NATION'S BEST SELLING RECORDS! "

HOT SINGLES

RECORD NO.	TITLE	ARTIST	RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 16312	I'll See You In My Dreams/Pictures In The Fire	PAT BOONE	<input type="checkbox"/> 16328	Don't Fly Away, Flamingo/Winter Snow	THE FOUR LADS
<input type="checkbox"/> 16309	You Better Move On	ARTHUR ALEXANDER	<input type="checkbox"/> 16318	The Patty Cake/For Sale	CHASE WEBSTER
<input type="checkbox"/> 16329	Chapel By The Sea/One Love, One Heartache	BILLY VAUGHN	<input type="checkbox"/> 16327	Hello, Mr. Heartbreak/Mud Pies	MARGIE RAYBURN
<input type="checkbox"/> 16302	The Original Happy Jose	JACK ROSS	<input type="checkbox"/> 16311	My Whispering Heart/Could It Be	THE EDELS
<input type="checkbox"/> 16319	The Original Nut Rocker	JACK B. NIMBLE	<input type="checkbox"/> 16315	Dance Her By Me (One More Time)/You're The One	MAC CURTIS
<input type="checkbox"/> 16326	Oh What A Way To Be Loved/Why You Do Me Wrong	DAYLIGHTERS	<input type="checkbox"/> 16321	Gringo Guitar/Bandido	THE GRINGOS

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

BEST SELLING ALBUMS

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

ALL TIME HIT SINGLES

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

BEST SELLING EP'S

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

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Broadcasters Move to Soft Formats Producing 2 Distinct Music Trends

Exposure Follows Different Roads

By BOB ROLONTZ

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

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

Distrib Trends

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

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

(Continued on page 18)

Cameo LP's On 35-MM.

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

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

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

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

SINATRA SOUND FLOODS RADIO AROUND LAND

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

The WINS outlet featured more than 500 Sinatra sides, including 80 rare collector items, obtained from listeners when the outlet offered \$5 for permission to tape any Sinatra disks not in the station library.

Radio Station WIBG, Philadelphia, got in the act earlier when "A Frank Sinatra Day" was aired February 7. Sinatra cut special voice tracks which were featured throughout the 24-hour broadcasting day on WIBG, and his disks were played on all deejay shows. Included in the special material was a musical theme signature.

Meanwhile, Sinatra's new movie "Sergeants 3" is piling

(Continued on page 18)

Sinatra Marathon Debs 'New' WINS

By JUNE BUNDY

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

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

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

Reds Dig It

However, the Sinatra marathon, news of which was even carried by Russia's Pravda newspaper

(Continued on page 18)

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

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

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

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

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

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

Three Buyers Negotiate for Everest Firm

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

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

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

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

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

Reds Producing Stereo Wax

EAST BERLIN — The Soviets are splurging on stereo, according to the evidence in East Berlin disk shops and statements of cultural officials in the Soviet Embassy.

The "splurging," it should be qualified at the outset, is a relative affair. But the Russians, nonetheless, are producing more stereo titles than ever before, and they are exporting more stereo disks to the Communist bloc (excluding Red China and Albania, which have been deprived of Soviet stereo along with other export items).

There are more Soviet stereo titles available now in East German shops, and the list is expanding rapidly. The Soviet cultural attache in the Russian Embassy in East Berlin invited me: "The proof of our stereo—of anybody's stereo—is in the listening. Go to any East German record shop and do your own looking and listening. We have never had so many stereo titles for export."

The problem, as anybody discovers who looks and listens in East Berlin disk shops, has become not the stereo record, but stereo phonographs.

Soria to Europe For Intl. Meet

NEW YORK—Dario Soria, division vice-president of RCA Victor's International Liaison Department, flew to London last week for conferences with RCA's European companies and affiliates.

His trip centers around the firm's international meet scheduled for the week of February 26 through March 2. It was also arranged to coincide with the opening of RCA Italiana's new recording studios in Rome, which will be attended by all RCA European reps. Giuseppe Ornato, manager of RCA Italiana, will host the meetings and studio opening.

On a recent visit to East Berlin, G. L. Bazakov, czar of Soviet stereo, expatiated, "We have four big pressing plants operating at full capacity—but still can't meet the demand."

Culture Business

"Culture is big business in Russia, and phonograph records—now stereo—the biggest business of all. We have applied for the highest priority to expand our phonograph record industry, and in the present

(Continued on page 18)

Musical Era Ends With Louis Bernstein's Death

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

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

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

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

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Los Angeles Rains Wash Out St. Valentine Sales

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

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

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

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

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

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

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

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

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

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

By SAM CHASE

NEW YORK—Record distributors in the foreseeable future may all become rack jobbers while rack jobbers simultaneously become distributors, with lines of differentiation between the two fading away in the course of serving dealer needs. This was the prediction of Marty Zwerling, treasurer of Fleetwood Record Service, the giant rack jobbers, at the fourth NARAS - NYU Record Industry seminar on February 14.

Zwerling's talk was one of the most frank and controversial yet, in his discussion of one stop and rack jobbers, he noted that many dealers have turned to the one stop, for example, because it was too difficult trying to satisfy the credit demands of several distributors. He also came out in favor of transshipping by distributors as "good for competition." He said that, in general, competition is healthy for any industry.

The use of freebies from distributors to one-stops, he noted, was what made it possible for the one-stops to move into competition with those same distributors for dealer business, for it enabled one-stops to offer product at the same price or even less than distributors. And out-of-town distributors are naturally glad to transship to one-

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(Continued on page 40)

Wild Credit Deals Seen as Most Important Problem Facing Trade

By REN GREVATT

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

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

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

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

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

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

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

Credit Can Breed Destruction

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

Problem Grows With Complexity

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

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

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

John Griffin Dies at 68

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

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

(Continued on page 40)

ARMADA Mails Disk Nominations

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

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

Marks Wings 'Fly Blackbird'

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

(Continued on page 40)

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

LATE POP SPOTLIGHTS

CHUBBY CHECKER



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

RICK NELSON



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

HAYLEY MILLS



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

Coming in the March 17 Issue:

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Beer City Drinks in New Bee, Arnold, Caslon Hits

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

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

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

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

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

Three new tunes broke out this week.

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

Interesting is that, like last (Continued on page 26)

Ball Leads Five New Hub Sides

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

(Continued on page 26)

Minneapolis Tacks Up Three New Breakouts

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

new disks breaking out in the Twin Cities area.

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

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

(Continued on page 26)

Nashville: 'Roly Poly' And Bell

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

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

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

Dick and Deedee Selling Strong in San Francisco

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

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

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

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

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

Big Chart Items Roll On in Chi

Continued from page 1

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

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

Other picks by the same jockey were "Do the Continental" by the Dovells on Parkway, and Jimmy Dean's "To a Sleeping Beauty" on Columbia. The latter tune is (Continued on page 26)

'Bedtime' in Philly

Continued from page 1

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

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

New York Sellers

Continued from page 1

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

LP Market

Continued from page 1

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

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

Powerful Baltimore Sales To James and Alexander

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

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

nationally, and more action on "Pictures in the Fire," by Pat Boone on Dot, than the "Dreams" side.

Two dealers reported good sales for newcomer "I Want to (Continued on page 26)

'THUNDER' OVER D. C.

WASHINGTON — No new breakouts took place here last week, but the records selling well included "Ballad of Thunder Road," by Robert Mitchum on Capitol; "Something's Got a Hold On Me," by Etta James on Argo; "So Deep," by Brenda Lee on Decca, and "You Don't Miss Your Water Till the Well Runs Dry," by William Bell on Stax.



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BILLBOARD MUSIC WEEK

Published by
The Billboard Publishing Company
2160 Patterson St., Cincinnati 14, Ohio
DUbnar 1-6450

Publisher
Roger S. Littleford Jr. ... New York Office

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

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MUSICWEEK NEWYORK

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

Copyright 1962 by The Billboard Publishing Company. The company also publishes Vend, the bi-monthly magazine of automatic vending; one year, \$5 in U. S. A. and Canada; Amusement Business, the weekly magazine of amusement management; one year, \$6, and High Fidelity, the magazine for music listeners; one year, \$6. Postmaster, please send Form 3579 to Billboard Music Week, 2160 Patterson St., Cincinnati 14, O. Vol. 74

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No. 8

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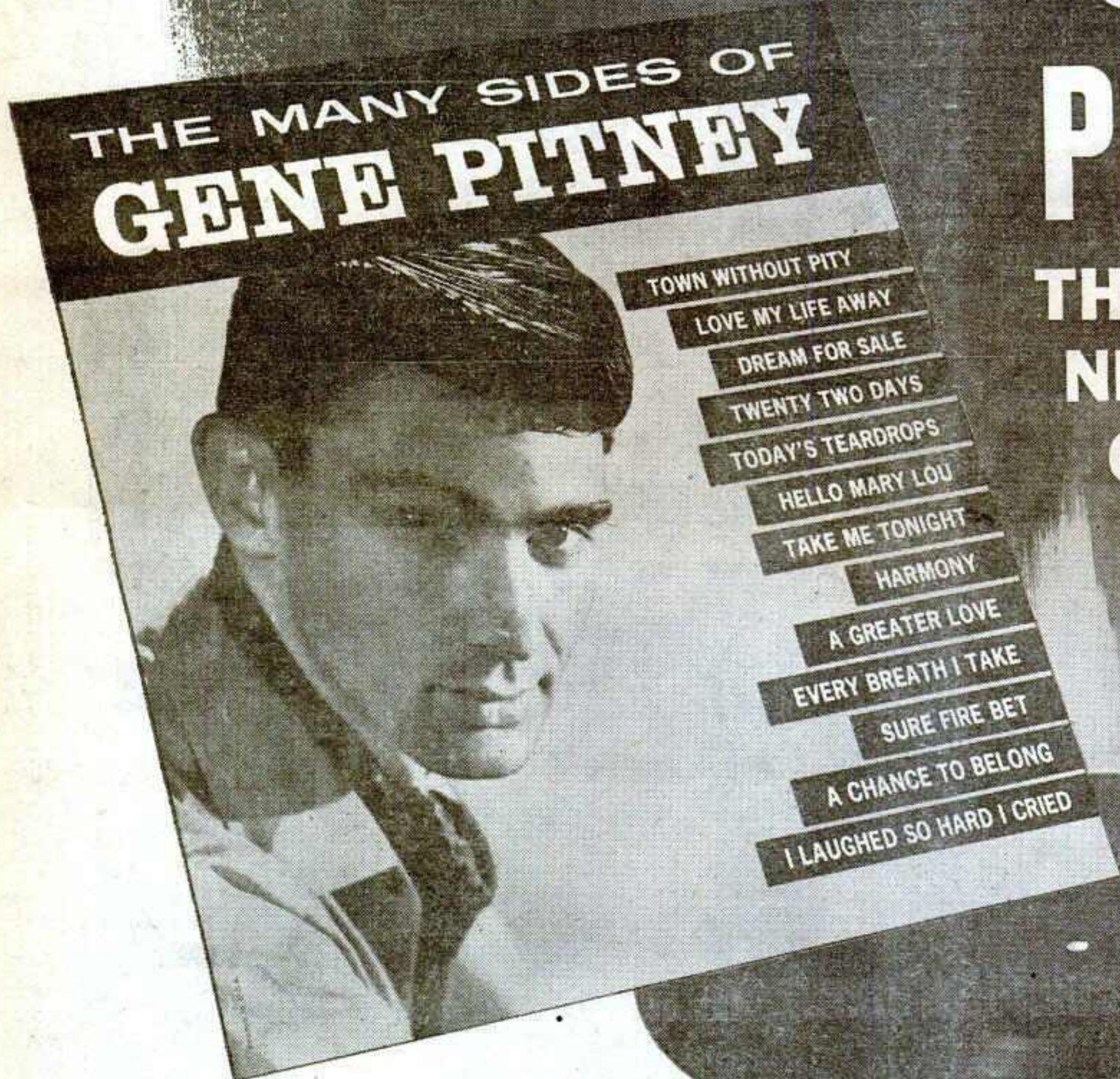
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#55424

ANOTHER REASON TO GO LIBERTY IN '62



First In The Foreground Of Sound

Chudd Buys Messner Assets

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

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

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

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

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

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

Hon. Ryan Denies Pubber Motion For Intervention

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

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

Francis, MGM Suing Eljay on Premium LP

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

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

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

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

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

Dot Inks Four Lads To Long-Term Pact

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

Dot president, Randy Wood,

Atlantic Forms TwisTime Label

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

The first three TwisTime singles (featuring the Edward Twins, the Vocaleers and the Hi-Lites) were released last week. Two of the disks were master-purchases. TwisTime Records will be distributed nationally by Atlantic. An extensive promotion and advertising campaign will kick off the new label this month.

heralded the acquisition of the Four Lads as a major addition to the label's artist roster. Wood pointed to the foursome's track record of top-selling singles and predicted that it would emerge as one of his label's most formidable sales getters.

Langenberg Visit Includes Meeting With Merc Execs

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

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

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

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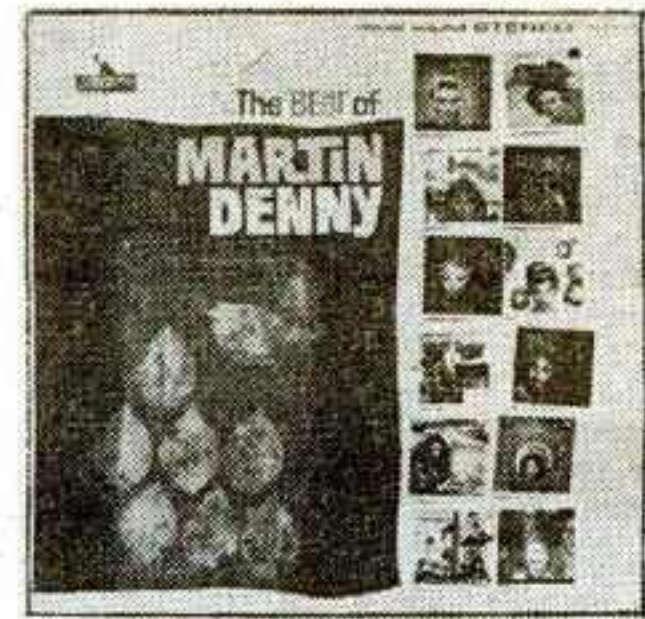
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THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING FEBRUARY 24

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

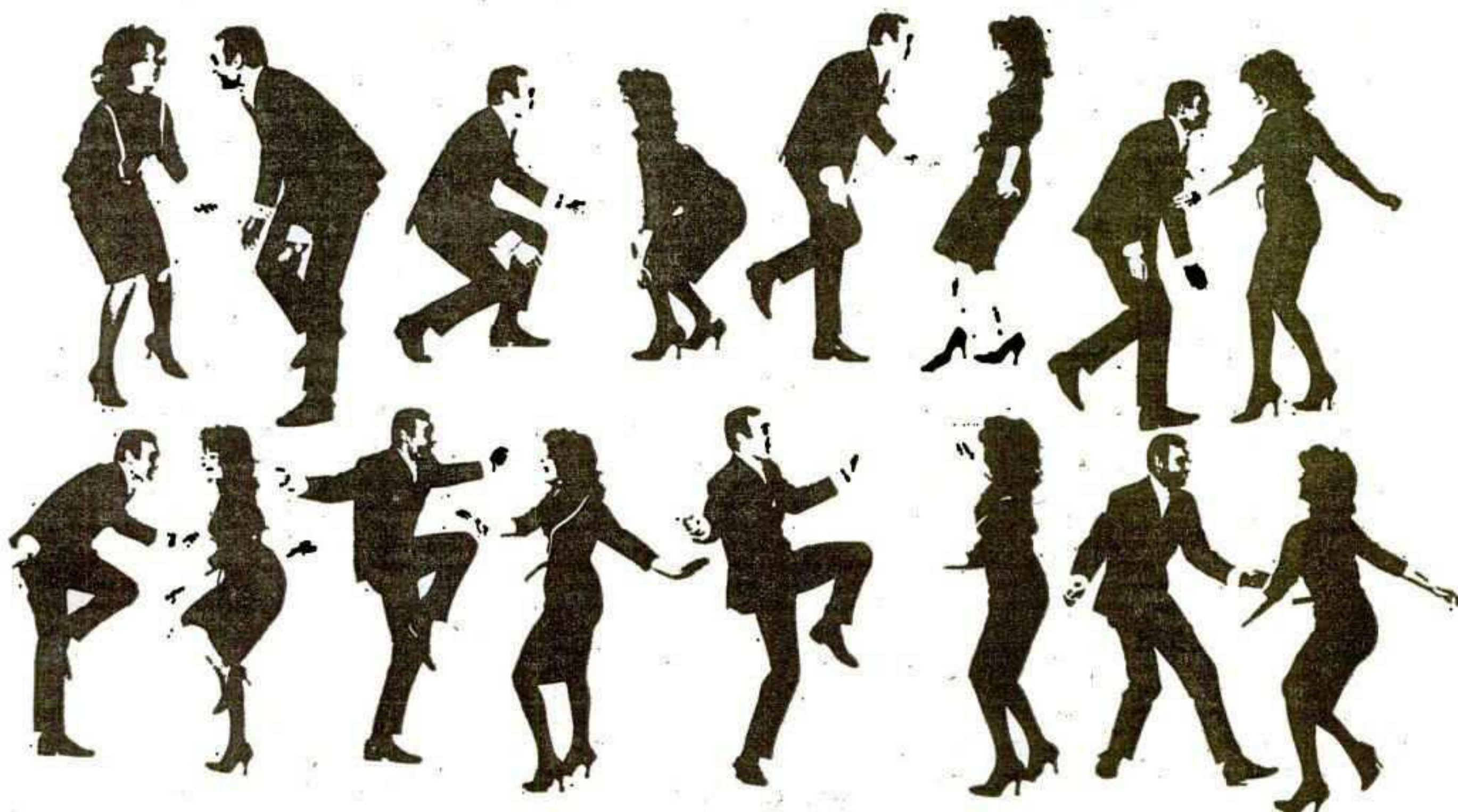
This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	3	DUKE OF EARL	By Williams-Edwards-Dixon—Published by Conrad (BMI)	5
2	2	THE TWIST	By Hank Ballard—Published by Jay & Cee-Armo (BMI)	29
3	5	THE WANDERER	By E. Maresca—Published by Schwartz-Disal (ASCAP)	8
4	4	NORMAN	By John D. Loudermilk—Published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

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

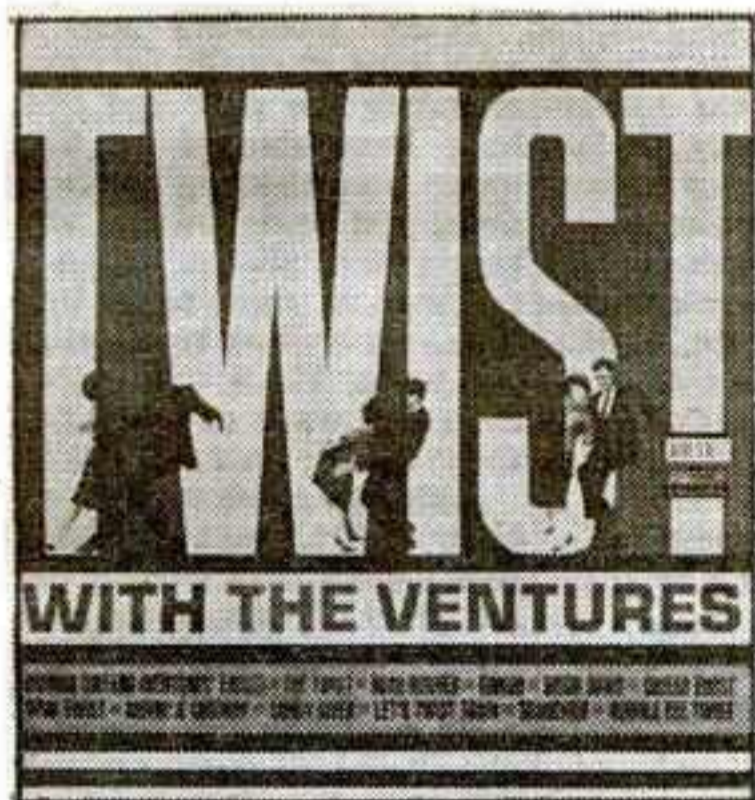
- 1. DUKE OF EARL**—Gene (Duke of Earl) Chandler, Vee Jay 416; Timmy Reynolds, Operators 2008.
- 2. THE TWIST** — Chubby Checker, Parkway 811; Hank Ballard and the Midnighters, King 5171; Little Sisters, Parkway 815; Ernie Freeman, Imperial 5793; Billy Wade, Operators 2003.
- 3. THE WANDERER** — Dion, Laurie 3115.
- 4. NORMAN**—Sue Thompson, Hickory 1159.
- 5. PEPPERMINT TWIST** — Joey Dee and the Starlites, Roulette 4401.
- 6. A LITTLE BITTY TEAR** — Burl Ives, Decca 31330; Wanda Jackson, Capitol 4681.
- 7. HEY! BABY**—Bruce Channel, Smash 1731.
- 8. DEAR LADY TWIST**—Gary (U. S.) Bonds, LeGrand 1015; Timmy Reynolds, Operators 2007.
- 9. BREAK IT TO ME GENTLY**—Brenda Lee, Decca 31348; Sandy Lynn, Operators 2007.
- 10. CRYING IN THE RAIN**—Everly Bros., Warner Bros. 5250.
- 11. CAN'T HELP FALLING IN LOVE** —Four Esquires, Terrace 7502; Elvis Presley, RCA Victor 7968; Keely Smith, Dot 16298.
- 12. I KNOW**—Barbara George, AFO 302.
- 13. COTTON FIELDS** — Highwaymen, United Artists 370.
- 14. CHIP CHIP** — Gene McDaniels, Liberty 55405.
- 15. BABY IT'S YOU**—Shirley, Scepter 1227.
- 16. MIDNIGHT IN MOSCOW**—Kenny Ball, Kapp 422; Jan Bergens, London 10503.
- 17. LET ME IN** — Sensations, Argo 5405.
- 18. TUFF**—Ace Cannon, HI 2040.
- 19. I'M BLUE**—Ikettes, Atco 6212.
- 20. THE LION SLEEPS TONIGHT**—Tokens, RCA Victor 7954.
- 21. PERCOLATOR (TWIST)**—Billy Joe and the Checkmates, Dore 620.
- 22. HER ROYAL MAJESTY** — James Darren, Colpix 622.
- 23. CAJUN QUEEN** — Jimmy Dean, Columbia 42282; Red Sovine, RCA Victor 7981.
- 24. SMOKY PLACES** — Corsairs, Tuff 3030.
- 25. DON'T BREAK THE HEART THAT LOVES YOU** — Connie Francis, MGM 13059.
- 26. MY BOOMERANG WON'T COME BACK** — Charlie Drake, United Artists 398.
- 27. SHADRACK** — Brook Benton, Mercury 71912.
- 28. TOWN WITHOUT PITY** — Gene Pitney, Muscor 1009.
- 29. SHE'S EVERYTHING** — Ral Donner, Gone 512L.
- 30. IRRESISTIBLE YOU** — Bobby Darin, Atco 6214.

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FIRST IN THE FOREGROUND OF SOUND



ANOTHER REASON TO GO LIBERTY IN '62

Soviets Producing Stereo Wax

• Continued from page 4

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

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

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

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

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

Despite Bazakov's roseate record forecast, the quality of Soviet

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

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

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

Most non-Communist authorities

SINATRA SOUND FLOODS RADIO AROUND LAND

• Continued from page 4

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

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

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

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

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

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

Sinatra Keys WINS Switch

• Continued from page 4

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

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

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

WMGM Changes

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

Exposure Follows Different Roads

• Continued from page 4

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

Some Sweet Examples

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

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

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

Some Startled

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

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

If the trend to sweet music en-

February 28 (as reported in BMW January 20, 1962). The new format will mark a more drastic change than the WINS switch, in that WMGM (new call letters WHN) will de-emphasize deejay personalities completely and spotlight mainly show music and lush instrumentals, a la WPAT, Paterson, N. J.

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

(Continued on page 32)

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

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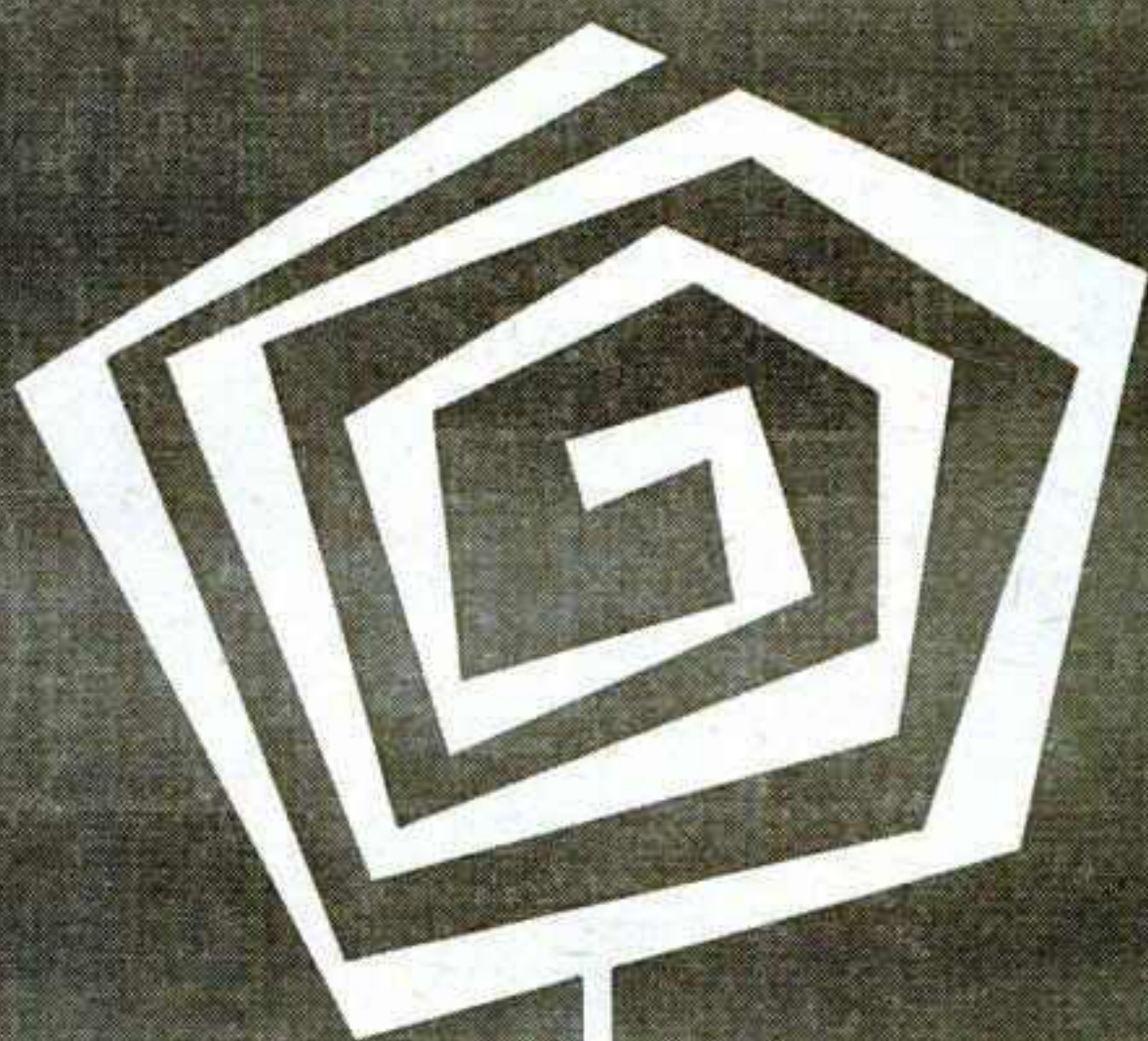
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Tradesters Frolic at London Show



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

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

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

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

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

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

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

Kapp Closes Hollyw'd Branch

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

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

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

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

FOLK TALENT & TUNES

By BILL SACHS

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

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

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

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

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

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provision for return of unsold records, the piled up stocks had to be sold at the beginning of this year, at a considerable loss. This resulted in very cautious ordering; so that, compared with 1960, the sales in 1961 dropped. Hit sales dropped from 50,000 to 70,000 to around 20,000 in 1961.

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

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

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

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

ISRAEL

Israelis Going For the Twist

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

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

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

MEXICO

Vidal Zapater Returns to Spain

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

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

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

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

Disk Business
Rafael Fuentes, general manager of Discos Fuentes, Medellin, spent a whole week in Mexico and signed a long-term contract with Peerless Records for exclusive representation in Columbia. Fuentes brought with him the latest Colombian hit, "Desnuda" (Naked), sung by **Teresita Rendon**, and will issue during 1962 in Columbia over 50 LP's from the Peerless catalog. . . . **Heinz O. Schleusner**, from Estemac, Hamburg, appointed **Carlos Brena** as Mexican representative of the whole catalog of Georg Neumann Electro-acoustical Laboratories, originators of the famed TELE U-47 microphones. . . . **Heddo Heide** was appointed Latin American delegate co-ordinator for Deutsche Grammophon-Polydor, with headquarters in Buenos Aires.

NEW ZEALAND

Chubby & Elvis Hot Down Under

By FRED GEBBIE
Box 5051 Auckland, N. Z.

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

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

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

of Suez," the 101 Strings; "Sing-along With the Honky Tonks" and "Songs from the Silver Screen" by the 101 Strings.
Business Trip
Murdoch Riley, of Viking Records, will make an overseas trip this year to the U. S. A. and England, and expects to call on all his agents and meet any interested in Australasian distribution. His right-hand man **Ron Dalton** will also make a trip to the South Pacific area calling in at Tahiti, Honolulu, Samoa, etc. Viking is exporting many Island records to these areas and it is Ron's intention to step up these exports and also find new material for the label.

PHILIPPINES

Devaluation Adds Freer Disk Trade

By LUIS MA. TRINIDAD
264 Escolta, Manila

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

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

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

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

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

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



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SPAIN

Paper Promotes Songs With Fest

By RAUL MATAS
32 Av. Jose Antonio, Madrid 13

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

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

(Continued on page 26)



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Hits of the World

Continued from page 22

6	MY GIRL JOSEPHINE—Bill Black's Combo (London)—Pending	2	1 BETHILDE—Cesar Costa (Orfeon)
7	5 *ELODIA—Carlos Campos (Musart)—Pham	3	4 ALLEY-OOP—Los Hooligans (Columbia)
8	6 *MUCHO CORAZON—Amalia Mendoza (RCA)—Pham	4	2 CIEN KILOS DE BARRO—Enrique Guzman (Columbia)
9	8 *CREO ESTAR SONANDO (I Muse Be Dreaming)—Hnos. Carrion (Dimsa)—Pending	5	7 TWIST AROUND THE CLOCK—Clay Cole (Imperial)
10	7 *POR UN PUNAO DE ORO—Sonora Santanera (Columbia)—Compas	6	11 LEGATA A UN GRANELLO DI SABBIA—Nico Fidenco (RCA Victor)
VENEZUELA		7	5 BIG BAD JOHN—Jimmy Dean (Columbia)
This Last Week		8	6 NO SEAS TIMIDA—Cesar Costa (Orfeon)
1	3 LET'S TWIST AGAIN—Chubby Checker (Parkway)	9	13 HAPPY BIRTHDAY, SWEET SIXTEEN—Neil Sedaka (RCA Victor)
		10	8 QUIEN PUSO EL BOMP—Los Teen Tops (Columbia)

International News

Continued from page 24

Eurovision and San Remo hold attention throughout Europe nowadays. Spain selected "Llamame" as its representative for the European TV network. Again **Modugno** and **Claudio Villa** appear to be Spain's favorites at San Remo. **Antonio Prieto** received the Discomania's gold record of 1961 in this country. "La Novia" was the No. 1 hit of last year. The **Cinco Latinos** received a gold disk as the best foreign vocal group of the year in Spain. Prieto will present it to the winners during his TV show in Argentina.

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

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

Odeon launched **Mariano Mores's** excellent tango arrangements. . . . The **Runestones** (Belter) do everything in rock from "Exodus" and "Navarone." . . . Brunswick promoting **Brenda Lee** in the local market. . . . **Gus Backus** from Germany is singing **Anka's** "Story of My Love" in German (Polydor).

Three New Minneapolis Breakouts

Continued from page 6

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

Also Selling

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

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

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

Too Wild

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

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

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

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

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

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

Dismiss Case Against Three Charged With Stolen Disk Dealing

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

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

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

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

Ball Leads in Hub

Continued from page 6

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

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

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

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

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

Big Items in Chi

Continued from page 6

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

Reasons Vary

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

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

Beer City Drinks in Big Hits

Continued from page 6

week, the tunes are not only selling well, but getting good air-play. The air-play factor, incidentally, was credited by at least one big singles outlet for **Milwaukee's** emergence as a breakout point. This man's pointed comment was: "The stations are now playing what the kids want—not what the stations think they want—this is a good rock and roll town but the r.&b. stuff just doesn't go here. The stations now realize it and our business has improved greatly."

For what the comment is worth, there is no disputing the rash of new material taking off here. Last week's 12 breakouts are still selling well with the exception of two.

Jan Bergen's "Midnight in Moscow" has died down with sales now settled on the **Kenny Ball** version, and **Julius La Rosa's**

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

Last Week's Material

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

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

Baltimore Sales

Continued from page 6

Love You, by **Rene Roberts** on the **New Phoenix** label. One dealer reports heavy requests for an oldie, "Shout," by the **Isely Brothers** on **RCA**, since showing here of the "Twist" movie, which uses the tune. The twist shows no sign of lagging here, and adults are reported buying more than the teen-agers.

Mrs. Roberson, of **Music Mart**, which sells to a substantial number of suburban teen clubs, said sales have been rather quiet during the past two weeks, but wonders why quiet periods like this throw so many dealers into a tizzy. "They rush right out and take big ads and cut prices, as though people were bound to buy records 52 weeks a year or the business would collapse."

Mrs. Roberson finds that selling records, like selling clothes, is a matter of reason, weather, mood and other factors with buyers. The only exception is when one particular, red-hot hit pulls customers into the store in a steady stream while the popularity lasts. Like most retail dealers in the area, she would like to see fewer new sides and more build-up for potential big hits.

3 TOPPERS

"SOMETHIN' GOT A HOLD ON ME"
ETTA JAMES
Argo 5409

"SHIMMY SHIMMY WALK"
the **MEGATONS**
checker 1005

"OH, CINDY"
the **VIBRATIONS**
checker 1002

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2120 S. Michigan, Chicago 16

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Say You Saw It in Billboard Music Week

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JAZZTET**

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FIRST GREAT JAZZ SINGLE

'TONK'

b/w

'Sonny's Back'

Mercury 71942

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

ALBUM REVIEWS

Pop

ORNETTE!



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

HERE WE COME



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

YOUNG, ALIVE AND IN LOVE



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

DIANA



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

SERGEANT 3 (Music from)



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

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



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

THE MANY SIDES OF GENE PITNEY



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

TWO ON THE AISLE



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

INSPIRED THEMES FROM THE INSPIRED FILMS



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

GLORIA LYNNE AT BASIN STREET EAST



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

50 GUITARS GO SOUTH OF THE BORDER, VOL. II



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

Classical

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



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

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



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

A FESTIVAL OF FRENCH ORGAN MUSIC



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

(Continued on page 30)

★ ★ ★ ★ STRONG SALES POTENTIAL

★ ★ ★ ★ FRANK SCOTT PLAYS HARPSICHORD

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

★ ★ ★ ★ JANE MORGAN AT THE COCOANUT GROVE

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

★ ★ ★ ★ SEXY STRINGS AND SUBTLE SAXES

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

(Continued on page 30)

LP REVIEW POLICY

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

THREE-STAR albums, having moderate sales potential, are listed thereafter; these frequently will be of particular interest to dealers with specialized clientele. Other LP's with limited sales potential are listed following the Three-Star albums.

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

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

2 "PICK" HITS

'Tony' Newley

YES WE HAVE NO

BANANAS



"BANANAS"
picked by

CASH BOX
MUSIC VENDOR
GAVIN REPORT

45-9512

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

SINGLES REVIEWS

Pop

LEREOY VAN DYKE



IF A WOMAN ANSWERS (Aldon, BMI) (2:17) — **A BROKEN PROMISE** (MRC, BMI) (1:58) — "If a Woman Answers" is done much in the style of Van Dyke's big hit "Walk On By." He sells it with feeling and heart, and gets a strong assist from the chorus. Flip is a bright rhythmic effort with spirited chanting by the star. Both sides are strong, but "If a Woman Answers" has an edge.
Mercury 71925

DEL SHANNON



I WON'T BE THERE (Vicki-McLaughlin, BMI) (2:03) — **GINNY IN THE MIRROR** (Vicki-Hill & Range, BMI) (2:06) — Shannon has two sock sides here which should step out briskly. "I Won't Be There" spotlights his salable high-voiced gimmick. "Ginny in the Mirror" is an interesting rack item, featuring effective organ backing and good lyrics. Watch this disk.
Big Top 3098

MARK DINNING



ALL OF THIS FOR SALLY (Acuff-Rose, BMI) (3:07) — **THE PICKUP** (Pamper, BMI) (2:42) — This could be the platter to put Dinning back on the charts. He warbles with relaxed charm on "All of This for Sally," a folksy item with a clever twist in the lyric. Flip is a haunting theme sung with expressive warmth by the chanter. "Sally" shapes up as the strongest side.
MGM 13061

THE PEARLETTES



DUCHESS OF EARL (Conrad, BMI) (2:15) — **EVERYDAY** (Conrad, BMI) (2:17) — Here's the fem answer to the current smash "Duke of Earl" and it should be a winner too. Tune is sung with emotion by the lead thrush, who also does a fine job on the flip, a real rhythm rocker. Both sides are headed for coin.
VeeJay 435

BOBBIE SMITH



DUCHESS OF EARL (Vicki, BMI) (2:16) — Here's another answer to the "Duke of Earl" sung here with authority by Bobbie Smith, aided by a fem vocal group and driving backing. This version, too, has a chance for the big time. Flip is "Mine All Mine" (Progressive, BMI) (2:06).
Big Top 3100

THE ZIRCONS



NO TWISTIN' ON SUNDAY (Sonlo, BMI) (2:09) — You can Twist any day of the week except Sunday. That's the theme of this bright rocking rhythm tune. Lead sells it with fervor in his warning to his sister. Flip is "Mama Wants to Drive" (Sonlo, BMI) (2:20) **Federal 12452**

THE PARISIAN SEXTET



DON'T LET THE STARS GET IN YOUR EYES (Four Star, BMI) (2:02) — Here's a fine new instrumental combo that sounds a lot like the Champs and they turn in a solid rock treatment of this familiar ranchero hit. Fine sax soloing. Can grab plenty of coin. Flip is "The Poor People of Paris" (Reg Connelly, ASCAP) (2:07).
Challenge 9137

Country & Western

RAY PRICE



BIG SHOES (Tenn-Tex, BMI) (2:41) — Price, one of the most effective weeper singers of them all, has another solid hunk of material on his hands, and he does it with great effect. Side makes use of his usual, listenable, dual-track style, too. Strong wax. Flip is "I've Just Destroyed the World (I'm Living In)" (Pamper, BMI) (2:20).
Columbia 42310

THE WILBURN BROTHERS



TROUBLE'S BACK IN TOWN (Sure-Fire, BMI) (2:11) — The boys have a strong side which tells of a fickle lass (trouble to them) who returns to town to cause plenty of headaches for all. Effectively arranged and sung. Watch it. Flip is "Young But True Love" (Sure-Fire, BMI) (2:17).
Decca 31363

SPECIAL MERIT SINGLES

Country & Western

JOYCE SMITH

★★★★ **HIDING OUT** (Cedarwood, BMI) (2:04)
 ★★★★★ **LEAVIN' ON YOUR MIND** (Cedarwood, BMI) (2:20).
Decca 31364

Pop

MY FRIEND THE SEA (Criterion, ASCAP)

★★★★ **PETULA CLARK**, London 10504 (2:35)
 ★★★★★ **THE SURFSIDERS**, 20th Fox 298 (2:04)

★★★★★
STRONG SALES POTENTIAL

SYLVIA HILL

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

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

THE UNTOUCHABLES

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

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

THE McGUIRE SISTERS

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

★★★★ **More Hearts Are Broken That Way** — Here's a nice, easy ballad by the girls Their torchy warbling is nicely backed by guitar and organ fills. (Francon, ASCAP) (2:42)

MARV JOHNSON

★★★★ **With All That's In Me** — UNITED ARTISTS 423 — Here's an infectious side. Johnson sings the tune, which is in a minor mood, with much style. Side has much appeal as a teen dance disk and the backing is simple featuring piano, rhythm and female vocal group. (Jobete, BMI) (2:30)

★★★★ **Magic Mirror** — This quick ballad has a Latin lilt and is sung with style by Johnson. Side has a cute lyric and features strong vocal chorus work and string ensemble in background. (Jobete, BMI) (2:01)

FREDDY GARNER

★★★★ **I'm In the Mood for Love** — CAPITOL 4708 — The old Freddie Garner single from his Capitol album spotlights the late saxist in a pretty soprano sax reading of the oldie. Good programming. (Robbins, ASCAP) (3:07)

★★★★ **I Only Have Eyes for You** — Same comment. (Remick, ASCAP) (3:18)

WILLIE MITCHELL

★★★★ **Crawl (Parts I & II)** — HI 2044 — A slow dance instrumental with touches of both a slow Twist and the Stroll. It's in the blues vein and the arrangement features twin horns, piano and rhythm. Good box side. Side Two has some extended tenor sax soloing. Two solid terp sides for the teeners. (Diary, BMI) (2:14)

PHIL UPCHURCH

★★★★ **The Perslan** — UNITED ARTISTS 417 — Highly danceable side here by the group, which gets a distinctive sound, almost in the Horace Silver jazz groove. Romping tenor sax is solo highlight along with organ. (Jan-Jo, BMI) (2:29)

★★★★ **Organ Grinder's Twist** — A fine dance instrumental played by the group that had "You Can't Sit Down." It's the old "Organ Grinder" given a twist. Harmonica takes the lead with organ and group in fine form. Could happen. (American Academy of Music, ASCAP) (2:46)

KANSAS CITY TWISTERS

★★★★ **What a Wacky Weekend** — APT 25062 — Wild side that swings is played in pounding instrumental fashion by the band with a chick's chorus in the backing. Could get spins on rockin' stations. (Dominion, BMI) (2:32)

★★★★ **Everytime** — Same comment. (Dominion, BMI) (2:03)

JERRY JACKSON

★★★★ **You Don't Wanna Hurt Me** — KAPP 448 — Jackson warbles with feeling
(Continued on page 34)

SINGLES REVIEW POLICY

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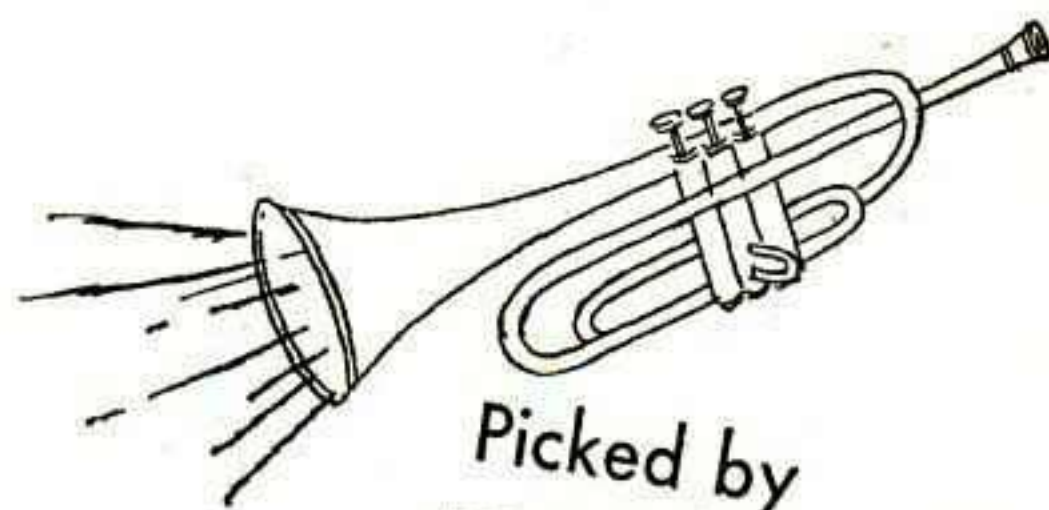
All singles intended for review should be sent to the Billboard Music Week Reviewing Panel, P. O. Box 292, Times Square Station, New York 36, N. Y.

FROM LONDON RECORDS

Gastone Parigi

BALLAD OF THE TRUMPET

ITALY'S NO. 1 HIT



Picked by

BILLBOARD

CASH BOX

GAVIN REPORT

45-10702

Where in the World?

From the Amami Islands* to the Zulus of Africa**

...you will find it in Folkways' catalog of over 600 Long Playing authentic Folk records from almost every country, culture or ethnic group in the world. Also Science, Jazz, Literature and Childrens series. Write for complete free catalog.

*FE 4448 Music of the Amami Islands
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AN OUTSTANDING NEW FOLKWAYS RELEASE
FR8954 GREGORIAN CHANTS sung by The Edmundite Novices under the direction of Marie Pierik; a superb recording. 1-12" 33 1/3 rpm longplay ...\$3.95
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DIRECTIONAL

NEW NEW NEW

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BEST SELLING ALBUMS !!!

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

DOOTO

REG. U.S. PAT. OFF.

VONNAIR SISTERS

"Goodbye to Toyland"
b/w
"I Don't Wanna Play in Your Yard"

Vista F-390

62's Most Promising Star
SHANE TODD
SINGS
"TODAY"
b/w
LONELY FOR YOU
DUTCH RECORDS
5108 Turner Ave. Madison, Wis.

Headed for the Top!
JERRY LEE LEWIS
"I'VE BEEN TWISTIN'"
b/w
"RAMBLIN' ROSE"
Sun #467
SUN RECORDS
639 Madison Memphis, Tenn.

The pick of the new releases:

SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Continued from page 28

MENDELSSOHN: SYMPHONY NO. 4 IN A MAJOR; SCHUMAN: SYMPHONY NO. 4 IN D MINOR
Philharmonic Orch. Klemperer). Angel S 35629—Despite nearly 20 competitive versions of the Mendelssohn work, this disk should become one of the best selling orchestral items of the year. It features two truly outstanding performances of perennial favorites which many buyers will feel are the best available versions. Klemperer's devoted following, which feels he can do no wrong as a conductor, will be sure to want this release, and will be joined by many others as well.

Sound

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

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

Country & Western

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

SPECIAL MERIT ALBUMS

Classical

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

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

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

Country & Western

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

Reviews of New Albums

Continued from page 28

adding a string section, which neatly complements the ork's sound. The material is slow and moody, but danceable for those not interested in the Twist or the Lindy. Tunes include "Hold Me," "The Touch of Your Lips," "Kiss of Fire," "I Don't Know Why," etc. Nice, easygoing tracks.

★★★★ BECAUSE YOU'RE MINE
Keely Smith. Dot DLP 25415 (Stereo & Monaural)—Another collection of pleasant ballad tunes from the gifted thrush with soft ork backings to match the mood. Much rich programming fare here, including "Please Mr. Sun," "Only You," "Tell Me Why," and rather unexpectedly, the wedding standard, "Because." Gal is already a favorite with good music spinners and this new set will do nothing to change that.

★★★★ SKINNAY ENNIS SALUTES HAL KEMP
Philips PHS 600-002 (Stereo & Monaural)—The Hal Kemp sound goes through one of its periodic revivals on this set featuring a band playing pretty much the original Kemp scorings, complete with chattering trumpets, of a collection of tunes associated with the late maestro. Skinnay Ennis batons the group and lends his vocal treatment to "Got a Date With an Angel," "Love for Sale," "A Foggy Day," etc. Nostalgia-minded will like.

★★★★ POP CONCERT
Sauter-Finegan. United Artists Ultra Audio WWS 8516 (Stereo & Monaural)—The Sauter-Finegan band sound, one of the first to experiment with the offbeat instrumentation, particularly percussion, some years back, is here again, this time with a mixture of standards and recent pop song hits, including the rock and roller, "Rama Lama Ding Dong." The package is excitingly cut for stereo and it's done book-fold style, with the inside spread given over to a running description of instrument movement on each track. Set should appeal to many old friends and it can make some new devotees as well.

★★★★ SAMMY DAVIS JR. BELTS THE BEST OF BROADWAY
Reprise R 2010 (Stereo & Monaural)—Davis has one of his best album efforts here in a set which features a sort of "Best of Broadway" selection. Yet the songs are not of the everyday type, and for that matter, are especially refreshing, as done in Davis' fine interpretations. From his own "Mr. Wonderful," comes "Too Close for Comfort," plus "Climb Ev'ry Mountain," "Lost in the Stars," "That Great Come and Get It Day," ("Finian's Rainbow"), "Something's Coming," ("West Side Story"), etc. Good, spinnable wax with fine arrangements by Marty Paich.

★★★★ JERRY KENNEDYS DANCING GUITARS ROCK ELVIS' HITS
Smash SRS 67004 (Stereo & Monaural)—This is an instrumental review of Presleys hits—from the rockers to the ballads. Included are "One Night," "Little Sister," "Heartbreak Hotel," "Love Me Tender," etc. Good listening, and in a sense an interesting documentary in that it reviews the era of Presley sound (without lyrics).

★★★★ BROADWAY IS MY BEAT
Michel Legrand. Philips PHS 600-000 (Stereo & Monaural)—Legrand, well known to American album buyers, evokes the music of the theater in this package. The sound is tasteful, and has fine texture. Material includes "On the Street Where You Live," "Yesterdays," "Bewitched," and "Summertime."

★★★★ DANCE TO THE SONGS EVERYBODY KNOWS!
Guy Lombardo and His Ork. Decca DL 74180 (Stereo & Monaural)—The fans—and there are many—will grab this. Lombardo's sides here are done in his precise style, and the sound is excellent. The material includes such standards as "Back in Your Own Backyard," "Oh, You Beautiful Doll," "You Made Me Love You," etc.

★★★★ STEEL GUITAR SOUNDS OF HANK WILLIAMS
Don Helms. Smash SRS 67001 (Stereo & Monaural)—Package has an interesting concept: These are the late Hank Williams' greatest songs—played by the steel guitar of Don Helms—who had a long association with Hank and was one of his "Drifting Cowboys." A very nostalgic package, and with excellent sound. Should hit both pop and c.&w. markets. The sides are instrumentals, with a voicing chorus—and while flavor of the Hank Williams country tunes is captured, there's plenty of pop appeal to the arrangements.

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

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

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

LOW PRICED POPULAR

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

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

★ ★ ★ MODERATE SALES POTENTIAL

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

★★★ A TRIBUTE TO MY PEOPLE
Marv Jenkins. Reprise R 6013 (Stereo & Monaural)

★★★ STRONG ON THE MARCH
The Knightsbridge Strings. Riverside RLP 7518 (Stereo & Monaural)

★★★ SOFT SOUNDS FROM THE SOUTH SEAS, VOL. 2
Royal Tahitiens. Dot DLP 25411 (Stereo & Monaural)

★★★ A DATE WITH EDDIE CANTOR
Audio Fidelity AFLP 702

★★★ SONGS OF THE SEA
U. S. Merchant Marine Academy-Kings Point Glee Club. Riverside RLP 7520 (Stereo & Monaural)

★★★ FRENCH HORNS FOR MY LADY
Julius Watkins. Philips PHS 600-001 (Stereo & Monaural)

★★★ GREAT THEMES FROM GREAT MOVIES
Ernest Maxin Ork. Riverside RLP 7519

★★★ TURN ME LOOSE!
Frank Rosolino. Reprise R 6016 (Stereo & Monaural)

★★★ LIVE!!! IN PERSON LOU MONTE
Reprise R 6014 (Stereo & Monaural).

★★★ THE OL' CALLOUPE MAN VISITS A GERMAN HOFBRAU
Reprise R 6015. (Stereo & Monaural).

★★★ TUTTI'S TRUMPETS
Vista BV 3308.

(Continued on page 34)

MGM Wants **YOU**
To Listen To
MARK DINNING'S

Gr-r-reat new record

ALL OF THIS
FOR SALLY

(The ending is **THE END!**)

b/w The Pickup

K 13061



MGM Records



ARTISTS' BIOGRAPHIES

For your programming use, here are pertinent facts about hot disk artists. If clipped and pasted on 3 by 5 cards, these biographies will help you build a convenient file of such data.



ROD MCKUEN
(Spiral)

PERSONAL MANAGER: Ronny Gittman. **BIRTHDAY:** April 29, 1936. **HOME TOWN:** San Francisco. **EDUCATION:** High school. **HOBBY:** Collecting records. **BACKGROUND:** While still in high school, McKuen became a disk jockey for Station KROW, Oakland, Calif. His show, titled "Rendezvous With Rod," ran for three and a half years. In 1953 McKuen was inducted into the Army. They sent him on a good-will singing tour of Korea, Japan and the

Philippines, where he made many fans. After his discharge he was engaged to sing at a popular San Francisco night club, where he also read his own poetry to jazz accompaniment. Soon after, he was signed to a three-year contract with Universal International pictures. McKuen soon made a name for himself as an actor in both films and TV. It was after he went to New York that he seriously began to pursue a recording career in the pop style, and his current chart single spinning on the Spiral label has started him on the way. An album is planned for release in the near future.

LATEST SINGLE: "Oliver Twist" for Spiral Records.

DAVID CARROLL
(Mercury)



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

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

LABEL-DEEJAY PROMOTIONS

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

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

BOOMERANG PROMO PAYS

OFF: United Artists Records proves that co-ordinated promotion between the manufacturer and the disk jockeys pays off. The hit disk by the British star Charlie Drake on U.A. tagged "My Boomerang Won't Come Back" was initially released in the U. S. late in December, 1961. Cardboard boomerangs were liberally distributed to deejays with copies of the platter and in early January the tune began to get action. Jockeys in such widely separated areas as Boston, Washington; Richmond, Va., and Spokane began offering boomerangs to listeners in various types of contests, such as the one conducted by KNEW, Spokane, Wash., described in this column recently. United Artists reports that by last week over 100,000 boomerangs, including the initial cardboard ones, as well as wooden and plastic boomerangs, were supplied by the label to the stations as requests poured in.

In addition to those boomerangs used in contests, the Charlie Drake disk was given an additional push by jockeys at record hops all over the country, with boomerangs used as prizes for dance contest winners. The "Hot 100" proves the results as "My Boomerang Won't Come Back to Me" bounces into the No. 25 slot this week as a Star Performer.

**PROGRAMMING
PANEL**

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

THE QUESTION

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

THE ANSWERS

DON LUFTIG, P.D.
WINS, New York

I have inaugurated a series of



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

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

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

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

FRED BARR
WWRL, New York

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



RADIO STATIONS

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

**BUYERS & SELLERS
CLASSIFIED
MART**

Employment Section
Beginning March 10 in
BILLBOARD MUSIC WEEK

VOX JOX

By JUNE BUNDY

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

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

**Survival of
The Fittest**

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

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

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

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

(Continued on page 39)

**Sinatra Keys
WINS Switch**

Continued from page 18

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

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

The Sound's the Thing

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

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

YESTERYEAR'S HITS

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

**POP-5 Years Ago
February 23, 1957**

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

**POP-10 Years Ago
February 23, 1952**

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

RHYTHM & BLUES-5 Years Ago-February 23, 1957

- Blue Monday, F. Domino, Imperial
Love Is Strange, Mickey & Sylvia, Groove
Jim Dandy, L. Baker, Atlantic
Since I Met You Baby, I. J. Hunter, Atlantic
Blueberry Hill, F. Domino, Imperial

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

A SMASH HIT WITH A NEW TWIST!

The **MCGUIRE**
SISTERS

Singing

SUGARTIME
TWIST

C/W

MORE HEARTS
ARE BROKEN
THAT WAY



Exclusively on

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Reviews of New Albums

Continued from page 30

LOW PRICED POPULAR

- EVERYBODY SING Guy Cherney. Wing SRW 16193 (Stereo & Monaural)
THE LOU STEIN-WAY OF PIANO PLEASURE Lou Stein. Wing SRW 16219 (Stereo & Monaural)
HERE COMES THE SHOWBOAT Clyde Otis Singers and Ork. Wing SRW 16221 (Stereo & Monaural)

JAZZ LP'S

STRONG SALES POTENTIAL

THE NEW TRISTANO Lenny Tristano. Atlantic 1357 (Stereo & Monaural) - Connoisseurs of the highly original Tristano piano style will want this one...

SWING LOW, SWEET CLARINET

The Woody Herman Quartet. Philips PHS 600-004 (Stereo & Monaural)-Woody Herman is showcased in this album as clarinet soloist...

THE CAT WALK

Donald Byrd. Blue Note 4075-Some excellent blowing from Donald Byrd and the four members of the combo here. The trumpeter has stability, a warm sound and fire when called for...

AFRO-AMERICAN SKETCHES

Oliver Nelson Ork. Prestige PR 7225 (Stereo & Monaural)-A strong, full-scale big band works here from the pen of Nelson who has been active in the small group and big band worlds for a number of years...

DEARLY BELOVED

Stanley Turrentine. Blue Note 4081-Sales of the Jimmy Smith "Midnight Special" album, which features Turrentine, should make the going just a little bit easier for this set...

THE CATBIRD SEAT

The Mitchell-Ruff Trio. Atlantic 1374 (Stereo & Monaural)-Pleasing, easy-to-take modern jazz stylings by the Mitchell-Ruff Trio with Charlie Smith on drums...

BLUESNIK

Jackie McLean. Blue Note 4067-Some swinging and yet soulful work by Jackie McLean, accompanied by Freddie Hubbard, Kenny Drew, Dough Watkins and Pete La Roca...

HEY, MRS JONES

Jimmy Witherspoon. Reprise R 6012 (Stereo & Monaural)-"Spoon," one of the finest of the blues singers, has a solid package here. He's backed by fresh and creative arrangements of H. B. Barnum...

MIDNIGHT IN MOSCOW

Eddie Condon and the Dixieland All-Stars. Epic LA 16024 (Stereo & Monaural)-The Condon group plays a wide open style of dixie here, in contrast to the more subdued "trad" approach of the Kenny Ball British group...

CLASSICAL LP'S

STRONG SALES POTENTIAL

PROKOFIEV: ALEXANDER NEVSKY

New York Philharmonic (Schippers). Columbia MS 6306 (Stereo & Monaural)-This dramatic cantata is based on the score which Prokofiev composed for the film of the same title in 1938...

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

Philharmonia Ork. (Ivring). Capitol SP 8576 (Stereo & Monaural)-Sheer sound alone makes this an exciting coupling. Both works are original in approach and orchestral scoring...

WORLD FAVORITE PIANO CLASSICS

Rawicz and Landauer. Philips PHS 600-005 (Stereo)-This package has some very popular classical material (plus the "Rhapsody in Blue") played by two pianists whose co-ordination is wonderful...

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

Benno Moiseiwitsch. Decca DL 710042-This program, magnificently played by the venerable Russian pianist, Benno Moiseiwitsch, is the result of his first U. S. recording session cut last summer...

SPECIALTY LP'S

STRONG SALES POTENTIAL

CHILDREN'S

THE PRINCE AND THE PAUPER

Disneyland ST 1912 and 1915 (Monaural)-Two wonderful editions for children, each pegged at \$1.98 making for solid, salable merchandise. Each story is told with the use of narration, full ork and a cast which dramatizes many of the highlights of the stories...

LOW PRICED SPECIALTY

INSTANT MEMORY COURSE

Harry Lorayne. Instant Learning IL 3903-Tips on how to improve your memory are presented here by Harry Lorayne, who has written a best-selling book on the subject...

INTERNATIONAL

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

in Greek or Near Eastern recordings. The album is an attractively packaged set that present a male chorus singing a number of Greek folk songs that should be familiar to people of that ancestry...

FLAMENCO VIRTUOSO

Mariano Cordoba. Capitol SP 8574 (Stereo & Monaural)-An exciting flamenco set here. The artist is a lucid and facile guitarist, well versed in the flamenco tradition...

LATIN AMERICAN

PACHECO Y SU CHARANGA, VOL. 3

Que Sueno La Flauta. Alegre LPA 811-The distinctive sound of the Latin-styled flute predominates in the third LP by Pacheco and his combo, which has been playing dates and making friends on the West Coast...

CARNAVAL DO BRASIL

Juca Mestre and His Brasileiros. Audio Fidelity AFSD 5953 (Stereo & Monaural)-In fine stereo sound, Juca Mestre and His Brasileiros present a program of colorful Brazilian music associated with the famous carnival held in Rio de Janeiro every year about this time...

PANORAMA MUSICAL DO BRAZIL

Juca Mestre and His Brasileiros. Audio Fidelity AFSD 5954 (Stereo & Monaural)-A well-made album (recorded in Rio de Janeiro) of a collection of Brazilian music expertly performed by Juca Mestre and His Brasileiros...

FOLK

JOSH WHITE LIVE!

ABC-Paramount ABC 407 (Stereo & Monaural)-These sides are from White's concert at Royal Festival Hall, London, April 1961. Josh is in good form-which means very good, and the sound is excellent...

MODERATE SALES POTENTIAL

JAZZ

HERE'S HOPE

Elo Hope. Celebrity LP 209
JASS, JASS, JASS Franz Jackson and the Original Jass All-Stars. Philips PHS 600-013 (Stereo & Monaural)

CLASSICAL

MUSIC FOR YOUNG AMERICANS

Cleveland Pops Ork. (Lane). Epic BC 1154 (Stereo & Monaural).

MY FAIR LADY

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

TENDERLY

Vic Damone. Wing SRW 16157 (Stereo & Monaural).

SEMI-CLASSICAL

GREAT STRAUSS WALTZES

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

LATIN AMERICAN

MARIO ESCUDERO

ABC-Paramount ABC 396 (Stereo & Monaural)

FRANCIS BAY'S LATIN BEAT

Philips PHS 600-011 (Stereo)
EL TANGO Malando. Philips PHS 600-009 (Stereo)

BILLBOARD MUSIC WEEK EASY LISTENING

Table with columns: This Week, Last Week, TITLE, ARTIST, LABEL, From this week's Hot 100, Weeks on Hot 100. Lists top 20 easy listening songs.

FOLK

THE SOUND OF A BLUEGRASS BANJO Charles Trent. Smash SRS 67002 (Stereo & Monaural)

FOLK FESTIVAL Oscar Brand and Various Artists. ABC-Paramount ABC 408 (Stereo & Monaural)

POLKA

BUGGY RIDE POLKA Al Soyka and His Ork. Glo GLP 665

POLKA MAESTRO PLEASE Al Prohut and the Polka-Rounders. ABC-Paramount ABC 405 (Stereo & Monaural)

INTERNATIONAL

MUSIC FROM THE LAND OF THE RISING SUN Jack DeMello Ork and Chorus. Reprise R 6017 (Stereo & Monaural)

LIMITED SALES POTENTIAL

POPULAR

THE HEARTBEAT TRUMPET, VOL. 1 Seymour. Heartbeat HBL 7 LET'S TWIST The Candyman Ork. Diplomat 2263

LOW PRICED POPULAR

BUTTON UP YOUR OVERCOAT Patty Stone. Spin-O-Rama ML 3048 (Monaural)

CLASSICAL

IVES; SECOND PIANO SONATA George Pappastavrou. Composers Recordings, Inc., CRI 150

Reviews of New Singles

Continued from page 29

and sincerity on meaningful rockaballed with Latin flavor to backing. (Trinity, BMI) (2:13)

La-Dee-Dah (Ha-Ha-Ha) - Jaunty novelty-rhythm rocker is wrapped up in showmanly reading by Jackson and fem group. (Sheldon, BMI) (2:33)

MARY WELLS The One Who Really Loves You-MOTOWN 1024-Mary Wells sells the infectious tune with feeling over an intriguing arrangement. Song has a message for the teens and could grab a lot of action. (Jobete, BMI) (2:26)

I'm Gonna Stay-Lass sells this tale of devotion with enthusiasm over interesting backing by the ork. It's got a fresh sound and could happen. Watch it. (Jobete, BMI) (2:40)

PERCY FAITH AND ORK The Light in the Piazza-COLUMBIA 42333-Big, lush arrangement marks this tasteful instrumental. Good music programmers will give it plenty of play. Melody is the main theme from the MGM film of the same name. (Robbins, ASCAP) (2:50)

The Four Horsemen of the Apocalypse-From the MGM flick of the same title, this instrumental has beautiful tonal texture and taste. Likely to get strong exposure. (Robbins, ASCAP) (3:35)

THE CHANTELS Summertime - CARLTON 569-The Gershwin standard is treated to a tasteful performance by the girls over moody ork support. A strong side with a chance to pull coins. (Gershwin, ASCAP) (2:19)

Here It Comes Again-The Chantels could have another winner with this warm ballad which they sell in their own individual style over large ork backing. (Jaresoan, BMI) (2:19)

GLORIA LYNNE I'm Glad There Is You-EVEREST 19431-The gal sings this good old tune in slow, easy, late-night fashion. She's neatly accompanied by a soft piano and rhythm section. Side can get many spins. (Mayfair, ASCAP) (2:52)

And This Is My Beloved-From her new Basin Street album, here's the (Continued on page 36)



KATHY LINDEN

FIRST THERE WAS:

BILLY

OH! JOHNNY OH!

YOU'D BE SURPRISED

GOODBY JIMMY GOODBY

AND NOW:

REMEMBER ME (TO JIMMY)

CAPITOL #4700



NEW DEALER PRODUCTS

LP Cartridge Snaps In



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

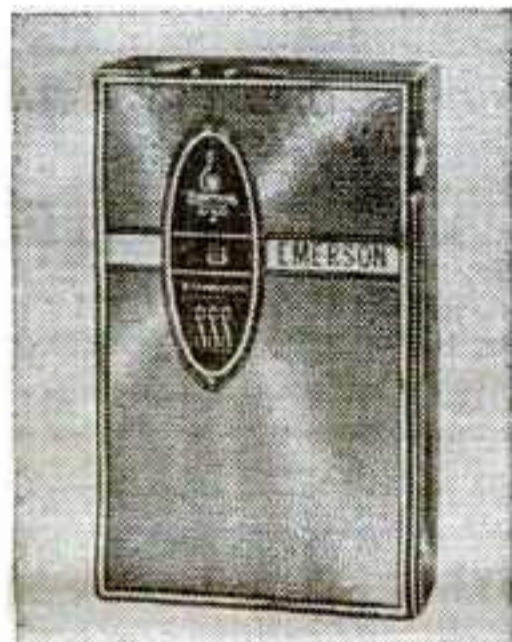
cartridge changing, easier, in fact, the company claims, than changing the needle alone. The new unit carries two needles and lists at \$5.95. There are two models, the "S" and the "T." It is designed as a universal replacement, fitting all Jensen snap-in brackets and using standard stereo needle types.

No Need to Bite Nails

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



Eight-Transistor Radios



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

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

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

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



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

CINCINNATI — Syd Nathan, venerable head of King Records here, has taken a stout stand on behalf of the full-line record dealers, and more specifically, the dealer members of the Society of Record Dealers of America (SORD). In this month's issue of King's newsletter to the trade, Nathan, noting that "the sick record business is getting sicker," advised dealers to "raise some hell because many companies feel you are a nuisance and would like to really discontinue bothering with your account."

Specifically, Nathan indicted the manufacturer fraternity on four

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

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

Disk Gassers

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

'PARTY SWINGS' MAKES BOW IN NOVEL MANNER

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

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

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

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

Irv Jerome Joins Bell Sound Firm

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

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

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

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

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

Favors SORD

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

BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

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

PHONOS LISTING BETWEEN \$151 AND \$200

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

DISK DEALS FOR DEALERS

A summary of promotional opportunities for dealers by manufacturers and distributors currently offering records at special terms. Shown where available are starting and expiration dates for each deal as well as the date of issue and page number of the original news story and/or advertisement providing details of each promotion. Please consult these for full information.

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

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

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

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

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

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

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

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

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

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

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

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

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

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

when answering ads . . .

Say You Saw It in Billboard Music Week

"VIOLETTA"

RAY ADAMS

LAURIE-3118

A TWO-SIDED SMASH!

ADAM WADE

"IT'S GOOD TO HAVE YOU BACK WITH ME"

"HOW ARE THINGS IN LOVERS LANE"

Coed 565

COED

RECORDS 1619 Broadway New York, N. Y.

A DEFINITE SMASH!

BRIAN HYLAND

Singing

GINNY COME LATELY

#10294



CUSTOM PRESSING THE MOST COMPLETE SERVICE IN THE INDUSTRY

ROYAL PLASTICS 1540 BREWSTER AVE., CINCINNATI, O.

GUYDEN RECORDS 1330 W. Girard Ave. Phila., Pa. CE 2-3333

Have You Heard The New Hit LP "GLORIA LYNNE AT BASIN ST. EAST"

RELIABILITY-QUALITY RECORD PRESSING

Reviews of New Singles

Continued from page 36

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

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

THE CASHMERES *** Life-Line (Ernkel-Agatha, BMI) (2:23) — *** Where Have You Been (Wemar-ernkel, BMI) (2:25). JOSIE 894

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

JOHN LEYTON *** Six White Horses (Southern, ASCAP) (1:50)—*** Son, This Is She (Southern, ASCAP) (2:20). ABC-PARAMOUNT 10292

PETE BENNETT *** St. Louis Blues (Handy Bros., ASCAP) (2:20)—*** We Feel So Good (Fury, BMI) (2:22). SUNSET 1064

JACK GALE *** High School Deck of Cards (Miro-Angel, BMI) (2:50)

JACK GALE SEXTET *** Rushin' Home (Jalo-Angel, BMI) (2:14). TROJAN 101

ROBBY AND THE TROUBADOURS *** The Lemon Twist (Parts I & II) (Myralee, BMI) (2:00, 2:00). BLOCK 662

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

THE LATONS *** Love Me (Benell, BMI) (1:40)—*** So in Love (Benell, BMI) (2:45). PORT 70630

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

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

THE EDWARD TWINS *** No More Sugartime (Nor-Va-Jak, BMI) (2:03) — *** Sugartime Twist (Nor-Va-Jak, BMI) (2:03). TWISTIME 10

DEAN HAYDEN *** Cara Mia (Myers, ASCAP)—*** Beholden (Myers, ASCAP). MALI 103

THE BEAU-MARKS *** Little Miss Twist (Benell, BMI) (2:15)—*** Lovely Little Lady (Benell, BMI) (2:09). PORT 70629

BILL DOGGETT *** The Doodle Twist (Arnel, ASCAP)—*** Gene's Dream (Lois, BMI) (2:46). KING 5599

THE HI-LITES *** Twistin' Time (Turban-Lois, BMI) (2:28)—*** Twistin' Pony (Turban, BMI) (2:07). TWISTIME 12

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

STRONG SALES POTENTIAL

COUNTRY & WESTERN

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

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

JAZZ

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

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

SPIRITUAL

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

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

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

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

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

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

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

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

*** Lord Hold My Hand—A plea for a persistent rhythm with the emotional pitch building all the way. Two strong sides for the market. (D. Wms.) (2:25)

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

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

REV. H. B. CRUM AND HIS GOLDEN KEYS *** The Bible's Right—REGENT 207—The Reverend feels the true spirit as he leads his group on this side. Performance is done to a rolling rhythm. (Savoy, BMI)

*** I Can Feel Him—(Savoy, BMI)

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

*** We're On Our Way—(Savoy, BMI)

SACRED

J. T. ADAMS *** Kum By Ya—WORD 689—This is an interesting side for the sacred field. Disk has all the sound of an African chant that's meant as a plea for the Lord's intercession for man's woe. Simple rhythm backing adds to the effectiveness of the side.

*** The Lost Penny

JIMMY PAYNE *** Ladder to the Sky—K-ARK—Attractive sacred effort is sung vigorously here by Payne with the Glaser Brothers. Worth spins. (Glaser Bros., BMI) (2:35)

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

RHYTHM & BLUES

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

BILLBOARD HOT C & W SIDES

Table with columns: This Week, Last Week, TITLE, ARTIST, LABEL & NUMBER, Weeks on Chart. Lists top 30 C&W singles.

*** I Can't Keep From Crying—(Hara, BMI) (2:22)

COUNTRY & WESTERN

BOB GALLION *** Small Town Girl — HICKORY 1164—Attractive vocal stint by Gallion on appealing country ditty with good lyrics. (Acuff-Rose, BMI) (2:30)

*** Honky Tonk World—Strong multi-track vocal treatment of solid country theme with interesting lyrics. (Acuff-Rose, BMI) (2:15)

NOVELTY

SONNY GIANOTTA *** The Last Blast of the Blasted

Bugler—ABC-PARAMOUNT 78923—Here's the finale to the story of "Gunga Din," a wild and woolly and funny novelty. The sound of cannon, rifle fire, and charging steeds punctuate the side as the bugler, dying, gradually runs out of steam.

*** Palm Set to Music

LORD DIDD *** Gunga Didn't—MR. PEACOCK 108—The saga of "Gunga Din" is relived here with a side pounding with action—horses galloping, guns going off and the bugler struggling with his horn. Can grab novelty action. (Monument, BMI) (2:29)

*** Morse Code—(Monument, BMI) (2:56)

MODERATE SALES POTENTIAL

COUNTRY & WESTERN

DICK VAN HALE'S COUNTRY GENTLEMEN *** Garden of Girlhood (Marty's) (2:20) — *** Beginning of the End (Morgan-Shelley, BMI) (2:52). STAR-DUST 6202

DOYE O'DELL *** Burning Bridges (Sage and Sand, SESAC) (2:25)—*** Take Any Number (Sage and Sand, SESAC) (1:55). SAGE 350

GOLDIE FIELDS *** Little Man (Sage and Sand, SESAC) (1:55)—*** Walking Down a Dangerous Road (Sage and Sand, SESAC) (2:50). SAGE 349

MILT BROWN *** Teaspoon of Tears (Burnt Oak, BMI) (2:30) — *** Headin' Home (Burnt Oak, BMI) (1:58). SANDY 1034

FEE WEE WHARTON *** Doin' Without (Oakcrest, BMI)

BILLBOARD MUSIC WEEK HOT R & B SIDES

Table with columns: Rank, Title, Artist, Label & Number, Weeks on Chart. Lists top 30 songs like 'DUKE OF EARL', 'LOST SOMEONE', 'BABY IT'S YOU'.

MODERATE SALES POTENTIAL

- List of songs with moderate sales potential including 'Married to the Bottle', 'Welcome Home Again', 'Miss Heartache'.

SPIRITUAL

- List of spiritual songs like 'The Lord Is the Master', 'I Give Up This World', 'Make Me a Blessing'.

LIMITED SALES POTENTIAL

POPULAR

- List of popular songs like 'I'm a Fool to Care for You', 'Tiger Rag', 'Flame Out', 'Dearest I'll Never Forget You'.

Hartford Sponsors Hi-Fi Awards TV

HOLLYWOOD — Huntington Hartford's Show Magazine, which recently absorbed Hugh Hefner's Show Business Illustrated, will sponsor the Los Angeles telecast of the High-Fidelity Institute's Second Annual Awards.

Atlantic Albums Up in January

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

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

Survival of Fittest

Continued from page 32. They would prefer not to buy time on the stations. Fortunately, the top format-stations can prove conclusively that they reach a large adult audience, and all income brackets. So the smart advertiser ignores his own preferences in entertainment and buys time on modern (Top 40) stations in order to reach the large audiences they command.

- List of artists and songs for 'Survival of Fittest' including Jimmy Murray, The James Arr Septette, Chet Zabolcki, Benny Bell, Curley Henson, Bob Carter, Cara Stewart.

2 Records, 4 Hits—What a Man! BOBBY BLAND. Includes 'Jelly Jelly Jelly' and 'Blue Moon and Who Will Be the Next Fool'.

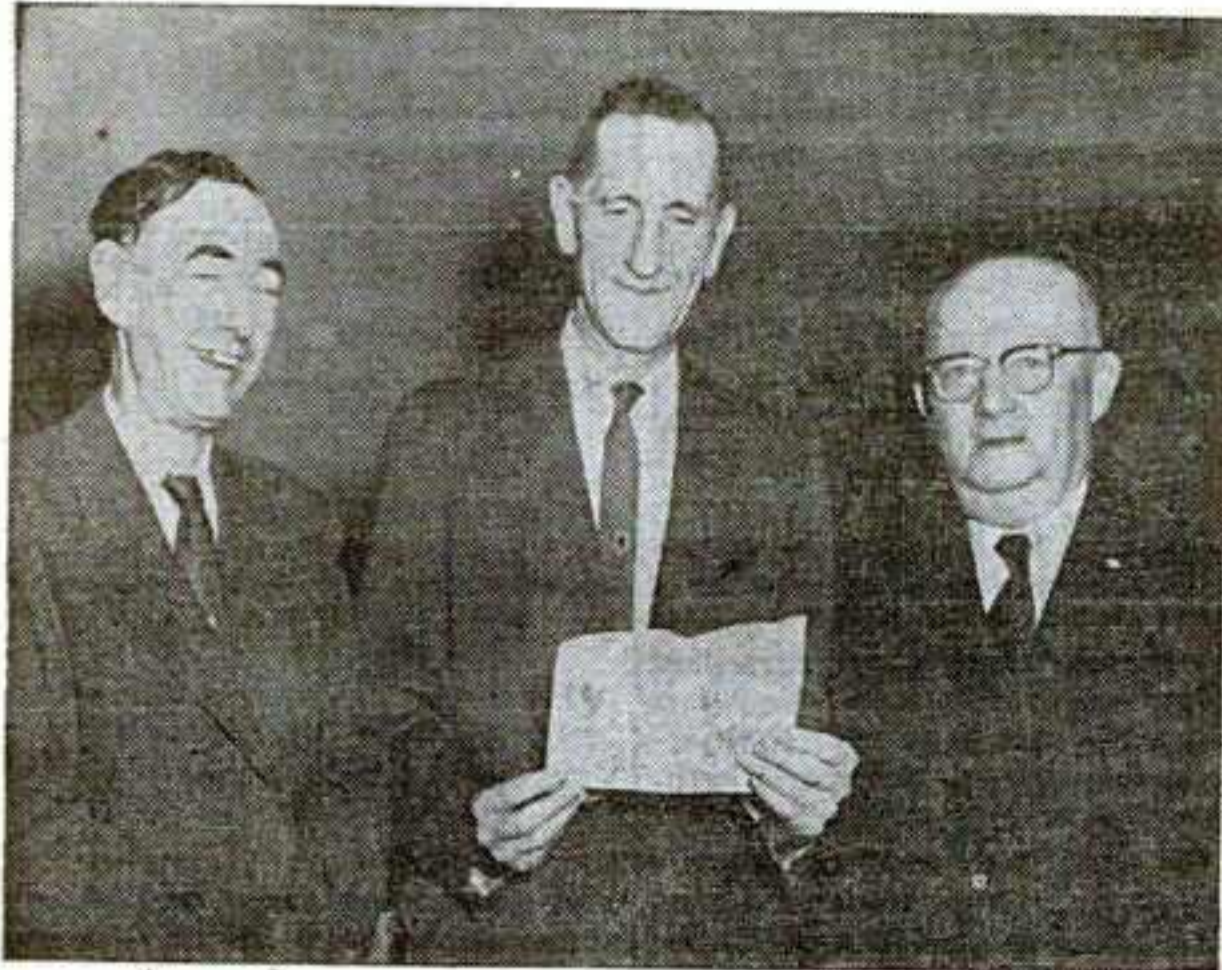
DISC-COVERIES ON SAR 'MEET ME AT THE TWISTIN' PLACE' Johnnie Morissette #126 'RIGHT TO LOVE' Simms Twins #125 SAR RECORDS

Broke Big! 'IF YOU WANT TO' THE CAROUSELS G-5118 GONE RECORDS 1650 Broadway New York, N. Y.

ANOTHER HICKORY HIT! Sammy Salvo FRENCH POODLE HICKORY 1161

Have you seen BALLROOM DANCE MAGAZINE Send for free sample copy Box B 231 W 58 St NY 19, NY

BALLADS WANTED! Rejected masters solicited for unique record album. If you own a master, inquiries are invited. Do not send records or tapes. BOX NO. 391 The Billboard Publishing Company 1564 Broadway New York 36, N. Y.



WISCONSIN'S NEW 3 per cent selective sales and use tax law was clarified for State coinmen in Milwaukee. Lee Hellwick, center, Wisconsin Department of Taxation, was on hand to answer questions. Co-Chairmen Sam Hastings, left, and C. S. Pierce are shown with the tax man.

Agent Explains New Sales Tax to Wisconsin Coinmen

MILWAUKEE — Music and games operators from all over the State gathered at the Ambassador hotel recently to discuss the recently enacted Wisconsin sales tax. The special session was jointly sponsored by the Wisconsin Music Merchants' Association and the Milwaukee Coin Machine Operators' Association.

Mr. Lee Hellwich, a representa-

tive of the Wisconsin Department of Taxation, was on hand to explain the tax and answer questions.

The 3 per cent sales and use tax went into effect on February 1. Since it is a selective rather than a general tax, and since it was hurriedly passed by the State Legislature, a host of uncertainties exist. Coinmen in particular were hazy about some vital aspects of the new tax. Most of the gray areas were clarified for the coinmen by the State's tax expert during the question and answer period of the meeting.

The big question was: Does the sales tax include gross receipts from coin operated amusement equipment?

Not Taxable

"I've got good news for you," was tax man Hellwich's opening comment. "The department has ruled that gross receipts of coin machines will not be taxable."

The announcement was met with a burst of applause.

Juke box and games operators will, however, pay the 3 per cent tax on all purchases of equipment and supplies. The tax also applies

(Continued on page 50)

Parkoff Says 33 Singles Still Gaining



MEYER PARKOFF

NEW YORK — Meyer Parkoff, president of Atlantic-New York Corporation, the local Seeburg outlet, said this week that sales on 33 singles in conjunction with the Seeburg Artist of the Week pro-

(Continued on page 50)

United Cries 'Play Ball' With Two-Way Play Bonus Baseball

CHICAGO — In the coin machine business, spring is not marked by a favorable groundhog day report or the first robbin, but by the first baseball game.

This year, honors go to United where, topcoat and earmuffs in hand, sales manager Bill DeSelm announced Bonus Baseball last week.

Bonus Baseball is attractively decorated with a lively baseball theme on the backglass and is housed in a streamlined cabinet. Two different ways to score are featured.

Dual Scoring

Under "Runs Scored," player is credited for the actual total of runs made during the game. Under "Bonus" he is given a high-score rating.

Playing bonus, the player starts each game with 10 bases. The bases score increases with each hit. When the player knocks his ball into a bonus pocket on the play-



UNITED BONUS BASEBALL

field, the bases score is transferred to the bonus score.

The bases score doesn't reset until the end of the game. For example, if a player has a bases score of 15 and goes into the bonus pocket three times, he receives 45 points.

Lynch Reps AC Automatic in La., Miss.



DEAN R. McMURDIE

CHICAGO—J. H. Lynch Distributing Company, new distributorship in New Orleans headed by coin machine veterans, J. H. Lynch and Ed Holyfield, was named AC Automatic Services, Inc., distributor for Louisiana and Southern Mississippi last week.



ED HOLYFIELD

Announcement came from Dean R. McMurdie, AC Automatic executive vice-president. Territory was formerly handled for AC Automatic by Coinmart.

Lynch, out of the coin machine business the last two years, originally started in New Orleans with



J. H. LYNCH

the S. H. Lynch Company in 1946. The firm was a distributor for Seeburg.

Zander Joined

Lynch joined forces with Adrian Zander in the late 1950's, the firm then known as Lynch & Zander.

(Continued on page 50)

Germans Start Juke Box Drive in Britain

By OMER ANDERSON

HAMBURG — West German coin machine manufacturers will intensify sales promotion in the United Kingdom this year, their aim being to checkmate U. S. expansion into the British market.

The U. K. market is still regarded by the German trade as wide-open and a potentially enormous market well worth battling for. Despite heavy gains by U. S. manufacturers over the last three years, German trade strategists feel that the odds remain favorable to this country's producers.

Britain's current juke box count is around 15,000. But this is regarded as merely a modest beginning. A British trade expert visiting Hamburg recently analyzed the U. K. market:

Potential Market

"There is no reason why juke box placements should not rocket. It is entirely reasonable to visualize 50,000 or even 60,000 phonographs in Britain by 1965 and perhaps even by 1964. Beyond that, there is an easy potential market in the U. K. for 100,000 boxes—perhaps by as soon as 1968."

German surveys of the British market focus on the pub character of U. K. relaxation. These surveys indicate that the smaller, economical German boxes are better suited to the broad British market than the prestige American box.

"You don't see too many Cadillacs in Britain," observed

the British trade expert. "The British market is a small car market, and the same holds for juke boxes.

"There will always be a good market for the big 200-selection stereo box—but it won't be a mass market."

Class Locations

This, of course, is the attitude of German trade export strategists. They are ignoring the "U" (British slang for upper-class restaurants and bars), and concentrating, instead, on the non-U, small neighborhood pub.

British trade surveys reinforce the German trade's opinion as to the essential character of the U. K. market. These studies show that smaller boxes, the "compacts" of the juke box trade, enjoy the ripest demand. Boxes with 100 selections and under dominate the U. K. trade.

A German firm conducted a survey recently in Leeds. In this teeming industrial area, 35 of 50 locations interviewed voted without reservation, for the juke box "compact."

Bergmann Aggressive

Bergmann of Hamburg is one of the most aggressive German firms intent on carving out a big British market. Bergmann has been patiently cultivating the U. K. market for several years now, and its executives feel the firm is now in a position to benefit handsomely from growth of this market.

Beromat of Berlin is plugging its Harmonie box hand in the U. K. market, and Eltec, also of Berlin, believes its small rugged box could be the surprise of the German export drive.

Wiegandt, another Berlin firm, has been working for the last five years to establish a solid base in the British market. This, the firm believes, it has now accomplished.

U. S. Affiliates

Paradoxically, entirely German-owned concerns face their strongest "American" competition from German-based subsidiaries and affiliates of U. S. concerns. The two major examples are Rock-Ola, whose German sales representative, A. W. Adickes, assembles Rock-Ola equipment in Germany, tailoring it to the European market; and Tonomat at Neu Isenberg, near Frankfurt, the wholly owned subsidiary of Automatic Canteen Company of America.

Adickes has had long experience in the U. K. market, having worked as a salesman in Britain. He is pushing the Rock-Ola Princess compact in the U. K.

Tonomat has continued manufacture of the Tonomat juke box, along with taking over assembly of AMI for the European market. The Tonomat box, the current model being the Teleramic, has high standing in the European market.

The German trade is giving careful study to marginal factors which could swing sales to this country in the U. K. The main such factor at the moment is the fruit machine boom. Numerous German trade strategists are convinced that the fruit boom is occurring at the expense of juke boxes, primarily U. S. boxes.

NVA Panel to Mull Sponsorship

CHICAGO—The currently hot industry topic of sponsorship programs will be aired for National Vendors Association members at a panel discussion to be held during the forthcoming Miami Beach, Fla., convention, March 15-18.

Aaron Sternfield, BMW's coin machine editor, will be chairman

for the session. Additional panel members and other topics to be covered by the panel will be announced later.

turn receiving a percentage of the gross receipts of the machine.

The practice is not a new one but has become increasingly popular

forced to donate for use of the charities' names is excessive.

Among questions that panel members undoubtedly will explore is: How much commission should charities receive? How should the charities' names be advertised? How can the promotion be used to develop new locations? Also, legal ramifications of the entire thing as well as general pros and cons.

Richard Gibbs, exhibit chairman, indicated that advance reservations for space were coming in at an excellent clip.

Sue Folz, chairman of the ladies' program, announced that a boat trip to and through the Everglades

will be one of the events on the agenda.

NVA officials in Chicago, under the direction of Rolfe Lobell, convention chairman, continued with pre-convention planning. Lobell and Mitchell indicated that a nationally known politically figure is being sought for the convention's featured speaker role. Also slated to address the group is Milton T. Raynor, association counsel, together with Mitchell.

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ROLFE LOBELL

The sponsorship topic was termed one of the industry's hottest and most controversial issues by Don Mitchell, NVA counsel, and Jane Mason, executive secretary.



MILTON T. RAYNOR

during the past couple of years. Opinion regarding the practice is divided.

Some operators feel the association with a charity is excellent good-will promotion and, as most operators do contribute to charities on their own, why not get credit.



JANE MASON

Basically it involves charities lending their name for bulk vending point-of-sale promotion and in



DONALD MITCHELL

Others feel the reference to charities on their machines does little to stimulate sales or produce good will and that the amount they are



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Exploding Population Creates New Phoenix Location Boom

PHOENIX, Ariz.—Stereo phonograph installations are at an all-time high here, according to local distributors, but relatively few of them have been set up for two-channel play.

Phoenix, which has jumped from less than 100,000 persons to 425,000 in five years, has seen locations grow so fast that almost every

operator could actually expand his route substantially by merely following up on building permits for new commercial structures, and making arrangements with the owner.

In some instances, operators report as many as 25 new stops gained through 1961, all of them brand-new, involving no renegotiation of contracts, no location loans, or any of the usual elements involved in location building.

Such distributing firms as Valiant, Garrison Sales Company, Copper State Amusement Company and Minthorne Music Com-

pany, report that operators are buying stereo phonographs exclusively, but hooking up only one side of the system, due to the lack of stereo records. In most instances, the operator points out to the location owner that the stereo phonograph will only be able to play actual stereo music when records are available, and thus leave the situation open for improvement.

Opening of hundreds of new restaurants, cocktail lounges, bowling alleys and similar locations has created a serious new problem for numerous old-time operators—that of watching traffic-creating popularity of established older locations wane as big, colorful new locations open up. The general tendency has been to develop a more aggressive music merchandising program in the older stops, while installing equipment in new locations.

Bilotta Is National Distributor of Sloss Pin & Shuffle Game Dolly

NEWARK, N. Y.—John Bilotta, New York State Wurlitzer Distributor, has been named national distributor for the dolly manufactured by the Sloss Manufacturing Company, Belmont, Ill.

The unit is designed as a lift for pin games and shuffle alleys. Bilotta points out that one man can pick up a pin game or a shuffle alley with the dolly and wheel it to the truck or to another place on a location.

For shuffle alleys, two bars support the game under the base of the backboard, while, on pin games, the support is at the rear of the playing surface. The bar can

be adjusted for either type game. According to the manufacturer, the dolly makes it easy to lift games, move them up and down curbs, and operate from either the front or the back of the game.

Distributor Aid

Bilotta said that the dolly is particularly useful for distributors who frequently move games from showroom to storage room, and from there to trucks for delivery.

The dolly is currently available at Bilotta's showrooms in Syracuse, Albany and Newark, N. Y. Sample price is \$39.50. Distributors are expected to be named in the next few weeks.

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March
17th
issue

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In an industry encompassing such a great variety of profitable product, we at Billboard Music Week feel we can stimulate retailers, broadcasters and operators to take advantage of the full sales potential of this industry by spotlighting from time to time special segments or product categories with information, ideas and success stories for better promotion, marketing and merchandising of each particular spotlighted product. With this purpose in mind we shall publish a series of Spotlights during 1962.

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Adair Tells Ops of PR Advantages



BILL ADAIR

HARRISBURG, Pa.—More than 50 operators and distributors around the State attended the February meeting of the Pennsylvania Amusement Machine Operators Association held at the Penn Harris hotel here Wednesday (7).

They heard a talk by Bill Adair, of Eastern Music Systems, Philadelphia, on the value of keeping up good public relations. He said it begins right on the operator level.

Leon Taksen, manager of the State AMOA, said it is the plan of the group to have a top-notch speaker at every meeting so the members will have a chance to increase their knowledge of the business.

He added that they will be able to keep up on all the latest phases of the industry. Taksen also said the organization itself plans to continue its efforts in public relations work during the year.

Struve Unveils New Seeburgs

GREAT FALLS, Mont. — Just about every operator in the State turned out as Struve Distributing Company unveiled the new Seeburg model SDS phonograph at a showing here and another in Billings, Mont., recently.

Also on hand was Del Wood, who presented Pres Struve with a copy of her new Mercury album, "Ragtime Goes South of the Border."

A buffet with refreshments was served at both gatherings. Attending the Billings showing, Saturday, January 27, were Mr. and Mrs. Lance Lockett, Mr. and Mrs. Fritz Soranton and family, Mr. and Mrs. James Grenz, Glen Fritsch, Glen Hardy, Mr. and Mrs. Charles Campbell, Leo Matz, Tubby Traf-ton, Jack Ross, Lee Jarding, Ed Reilly, James Stoick, Clarence Brakkee, Mrs. Roberta Overturf and Chuck Dudley.

DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 200 sides per machine, they represent maximum programming effectiveness. Records listed below have both sides either on the Hot 100 or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

BREAK IT TO ME GENTLY AND SO DEEP	BRENDA LEE Decca 31348
CAJUN QUEEN AND TO A SLEEPING BEAUTY	JIMMY DEAN Columbia 42282
IRRESISTIBLE YOU AND MULTIPLICATION	BOBBY DARIN Atco 6214
I'LL SEE YOU IN MY DREAMS AND PICTURES IN THE FIRE	PAT BOONE Dot 16312
DRUMS ARE MY BEAT AND BIRTH OF THE BEAT	SANDY NELSON Imperial 5809
AFRIKAAN BEAT AND ECHO IN THE NIGHT	BERT KAEMPFERT Decca 31350
I'VE GOT BONNIE AND LOSE HER	BOBBY RYDELL Cameo 209
PLEASE DON'T ASK ABOUT BARBARA AND I CAN'T SAY GOODBYE	BOBBY VEE Liberty 55419

Ill. Liquor Commission Hits In-Line Game Ops Via Location Pressure

CHICAGO — State pressure against in-line game operators continued as the Illinois Liquor Control Commission took new action against holders of federal gambling stamps last week. The commission announced that tavern and package store operators who admit owning such stamps will be refused State liquor licenses. Commission chairman, Howard S. Cartwright, said the new policy

was a further move to drive gambling from places where liquor is sold. The commission also ordered 25 bars where alleged gambling devices were found to close for from five to 30 days. The actions by the commission are part of a general crackdown against some 450 State liquor license holders listed as purchasers of federal gambling stamps.

Previously, stamp holders indicated they were ordered to buy a \$250 tax stamp for in-line games by federal agents. The federal government has ruled that such machines can be used for gambling.

Test cases challenging the federal regulations are pending in the courts.

The ruling that holders of fed-

Montt Regional Sales Mgr. of AC Automatic



N. G. MONTT

CHICAGO—N. G. Montt has been named regional sales manager of the specialty sales division of AC Automatic Services, Inc., division of Automatic Canteen Company of America. Announcement came last week from Joel Kleiman, AC Automatic president.

Montt will be responsible for the sales distribution of Rowe vending equipment, and will headquarter on the Eastern Seaboard.

Prior to joining AC Automatic, Montt was regional sales manager, general products, of Vendo Company, and his background includes experience in in-plant feeding, bottling and the restaurant field.

Montt resides with his wife and four children in Broomall, Pa.

Milwaukee Assn. Re-Elects Execs

MILWAUKEE—All officers and directors of the Milwaukee Coin Machine Operators Association were re-elected at the monthly meeting, Monday (12).

Sam Hastings, Hastings Distributing Company, was returned to the

president's post for a second term. One of the prime organizers of the trade group, Hastings has headed the association since its inception several years ago.

Others chosen to serve second terms of office include Jim Stecher,

Novelty Service, vice-president, and Jerome (Red) Jacomet, Red's Novelty Company, secretary-treasurer.

Arnold Jost, Arnold's Coin Machine Company; Bob Puccio, P. & P. Distributing Company, and Clarence Smith, Milwaukee Amusement Company, were re-named to the board of directors.

Jost was appointed a new, special committee-of-one charged with the duty of stimulating stronger meeting attendance.

Tax Discussion

The bulk of the evening's meeting agenda was devoted to a discussion of the new Wisconsin 3 per cent sales and use tax and its application to the coin machine industry.

Hastings said: "We feel that our association and the State organization was instrumental in eliminating the tax on gross receipts of coin machine devices. Our officers met with the State tax commissioners in Madison and pointed out that a tax on gross receipts would be unfair. Since we were already paying taxes on equipment, parts and phonograph records, they changed their decision. As a result, gross receipts of juke boxes and games are not included in the sales tax."

"This is just one example," added Hastings, "of how an organized trade association can help its own cause. But we need a strengthened, continuously alert membership to attain other important objectives in the future."

One Ky. Editor Took The Time to Find Out

IRVINE, Ky.—Generally, legislation which would outlaw pinball games at the State level is either supported or ignored in the editorial columns of the local press. Seldom does a community newspaper raise its voice to protest such legislation.

One exception to this rule is The Estill Herald, a weekly newspaper published here and edited by Robert C. Hovermale. In a recent editorial Hovermale explained the difference between various types of games and voiced his opposition to the proposed bill. In part, here is what he had to say:

"A bill introduced in the Kentucky State Legislature would outlaw 'pinball machines' by branding them illegal gambling devices. We feel this bill is misleading and is an unwarranted attack on the legitimate coin-operated machine industry.

"This bill, H.B. 174, is sponsored by Rep. Albert Dempsey (R.), Inez. It would repeal the present portion of the law that exempts pinball devices from the anti-gambling statutes."

Hovermale then goes on to explain the differences between the

eral gambling stamps will be refused liquor licenses marks a tightening of commission policy. Previously, the State issued a liquor license whenever a local license was given.

However, under a State ruling, the commission was free to revoke the State license if the license holder was also a purchaser of a federal gambling stamp, either the \$50 wagering or \$250 gaming device stamp.

Commission officials said this all seemed a little silly and that they are now going to refuse to issue a liquor license at the start if the owner possesses a gambling stamp.

Chairman Cartwright indicated that the commission is going all out in its drive against gambling. It is under orders to do so from Governor Kerner, who removed a former chairman on the charge that he was too soft in policing taverns.

various types of plunger-and-ball-operated games and concludes with the following statement:

"Occasionally, the headlines of various newspapers blare out about the gambling 'pinball machines' when they really mean a different machine altogether. This gives the pinball operators a black eye in the eyes of the uninitiated public. To declare machines 'gambling devices' because people bet among themselves on their skill at the machines is or would be to brand baseball's World Series as a gambling device because many people bet among themselves as to whom the winner of the series will be."

The editorial was sent to Billboard Music Week by Francis Green Miller, mayor of Irvine. Miller is also secretary-treasurer of Miller's, Inc., a local juke box operation.

Miller said that the 28-year-old editor deserved a vote of thanks from the coin machine industry.

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Daddis New Rock-Ola Rep



ARTHUR W. DADDIS

CHICAGO—Arthur W. Daddis, a veteran of some 20 years in the coin machine business, last week was named Eastern regional sales manager for Rock-Ola Manufacturing Corporation.

Announcement came from David C. Rockola, president, who said Daddis will cover Maine, New Hampshire, Vermont, New York, Massachusetts, Connecticut, Rhode Island, Pennsylvania, New Jersey, Maryland, District of Columbia, Delaware, West Virginia, Eastern Kentucky, Virginia, Eastern Tennessee, North Carolina, South Carolina, Georgia and Florida.

Daddis was formerly with AMI and Wurlitzer. He resides in Hollywood, Fla.

EUROPEAN NEWS BRIEFS

Juke Box for Red Riviera

VIENNA—Communist Bulgaria is shopping for phonographs to furnish the proper capitalistic decor to the "Red Riviera" it is developing on the Black Sea coast. How many machines the Bulgarians purchase apparently will depend on terms and credit offered them, but Bulgarian representatives are speaking expansively of an eventual market for 500 phonographs throughout the entire Red Riviera. This figure would be astronomical for the Communist bloc. The Bulgarians claim, however, that it is entirely realistic and may be achieved by the end of 1963.

Coins Turn on the Lights

BRUNSWICK, W. Germany—A floodlight coin machine is the latest automated tourism gimmick to be introduced into West Germany. Insertion of a coin floodlights a particular edifice or similar tourist attraction for nocturnal viewing. The first coin-operated floodlight has been installed at the St. Katherine's Church in Brunswick. It supplies sufficient light intensity for photographs. The plan is to install the coin-operated floodlights for both photography and highlighting worthwhile tourist attractions to bring out their full beauty.

Dial and Play Juke Boxes

MUENSTER, W. Germany—Hill & Probst GmbH & Company are introducing a new remote control juke box, the Magic Music. Remote selection is made by means of a telephone dialing device, each record title having a number of dialing. Any number of remote selection units can be hooked to the phonograph, which is available in either 80 or 120 selections. Hill & Probst's address is Diepenbrockstrasse 28.

Game Boom Builds in Spain

MADRID—A games boom is building up in Spain, despite stringent restrictions upon the import of equipment. Seven Spanish firms, encouraged by the import restrictions, have begun manufacture of soccer games and pinballs. It has become virtually mandatory for every cafe and restaurant to have either a soccer game or pinball machine or both. From almost zero the soccer game count has soared to 1,500 in Madrid alone and the pinballs to 2,000. Technicians trained in West Germany have put the Spanish industry on its feet.

Op Assn. Re-Elects Wende

HAMBURG—Carl-Heinz Wende has been re-elected chairman of the Verband des Norddeutschen Automaten-Gewerbes, the operator association serving the Hamburg district. Other officers elected were Martin Michalski, deputy chairman; Hermann Heusser, secretary, and Erich Schneegass, Max Walden, and Heinz Huchne, directors. The new slate of officers will attempt to wind up in 1962 the marathon legal battle against the amusement tax law, which is still in the Hamburg courts.

Tonmaster in Compact Push

WEST BERLIN—Wiegandt has opened a new sales promotion drive for its 60-selection Tonmaster wall box. The drive aims at developing locations believed too small for the conventional-size box. Wiegandt's sales slogan is, "No place too small for a wall box." The Tonmaster is being billed as a "super-compact" fitting the smallest location. It has remote volume control and two loudspeakers. In line with the sales theme of "always and everywhere place for a wall box," Wiegandt is guaranteeing the Tonmaster as easy to service and rugged in operation.

Danes Push Coin TV Sets

COPENHAGEN—Danish television dealers are promoting the coin-slot sale of TV sets as an antidote to slumping straight sales. Sets are equipped with a coin mechanism and placed in homes under a purchase option agreement. Viewing is priced at 15 cents for 30 minutes. If the viewer decides to purchase the set, coins in the box are applied on the purchase price.

Juke Boxes for Railways

FRANKFURT—West German coin machine operating concerns are discussing with the German Federal Railways the placing of juke boxes and possibly other coin machines on crack German express trains. It is proposed to begin with tests on special excursion trains, some of which have bar coaches

(Continued on page 48)

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ONLY ONE OF ITS KIND!

New Continental 2 with STEREO ROUND needs no remote speakers... plays 33 1/2 and 45 RPM records interchangeably—a money-maker in any location. See your AMI distributor, or write:

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350 OF THEM BIG INVENTORY CLEARANCE SALE

Received a Large Lot of Games in Trade, Including One Lot of 10 to 20 Guns.

WHAT DO YOU NEED? SPECIALS FOR THE WEEK
2 Midway Red Balls..... \$150.00 ea.

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To all our suppliers and friends: We will be in Europe starting the end of March to develop new markets for coin-operated amusement and vending machines.

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We can be reached by telephone—393079-397201 or by cable, BELAMUCO, ANTWERP.
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Juke Box Mechanic. No drifters, steady work, good pay, regular hours.
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High Costs Eliminate Custom Juke Box Installations in Phoenix Area

PHOENIX—The high cost of custom phonograph installations has made them a thing of the past, according to Ben Spalding, veteran juke box operator here.

Spalding achieved sensational results a few years ago, when he contracted for unusual phonograph installations. Included were phonograph mechanisms recessed into the walls of cocktail lounges, into brick tiers, in the center of smart cocktail lounges, or remoted in hotels and restaurants.

Spalding often spent as much as \$250 to provide full-range

phonograph service in a location without an exposed, standard box. In fact, with an engineer on his staff who had a special flair for such designs, the Phoenix operator was able to land locations in many places which had resolutely rejected the idea before.

Now, however, with phonograph costs at an all time high, collections down because of increased competition, Spalding has almost given up on this custom installation service. Even some of his most elaborate installations, such as that in the cocktail lounge of

the San Carlos Hotel in downtown Phoenix, have been eliminated altogether.

Spalding's music-merchandising theory if anything has swung the other way in recent years, tending to put more and more emphasis on the visibility of the phonograph, wherever installed. The fact that there are literally scores of new location opportunities opening up every month in Phoenix has meant that the juke box must declare itself immediately to entering customer's attention, which, of course, is scarcely likely with a concealed or semi-hidden custom installation.

State Revenue

Continued from page 42

association and outline further organizing plans.

Gill called on all members to work toward expanding membership.

The group's dinner meeting was at Wilmoth's Restaurant, 2265 Park, and will be at a different location next month, to be announced later. Meeting time is 7 p.m. the first Tuesday of each month. Next month it will be March 6. Dinner precedes the business meeting.

Attending last week's meeting were Russ Thomas, Vendor Distributing Company, and Jimmie Wilkie, Wilkie Distributing Company, operators and distributors, and these operators:

C. H. Holland, Herbert Ginn, Robert Roll, C. D. Gill, Andrew T. Manning, E. F. Flippin, E. C. McVickers, Leonard Robbins and J. R. Herndon.

Also attending were two of Thomas' employees, John Dawson and Harold Troxel. The group had as guests Thomas' two sons, Fred, 20, and Linn, 12, and Dawson's son, John Dawson Jr., 12, in addition to Mr. Trigg.

EUROPEAN NEWS BRIEFS

Continued from page 47

for dancing. If successful, the phonographs would be supplemented by vending machines and possibly payouts. The idea came from Japan, where juke boxes have been sited on special trains to ski areas. There is also discussion in Germany of trying to interest the management of the Trans-Europe Express (TEE), the Continental express train system in coin machine placement on its luxury trains.

Pinballs Appeal to Germans

HAMBURG—Erich Schneider, the Williams general sales agent for West Germany, has announced a delivery program for four Williams games in February and March. Schneider is concentrating on delivery of Jolly Joker, Space Ship, Metro and Kismet. The latter, for four players, is proving an especially big sales success in Germany, where it receives heavy play from the tavern regulars. Latest surveys show a slide in soccer-game popularity and an upsurge in pinball play in Germany, primarily because the pinballs appeal to the Germans as a more sophisticated game.

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SEEBURG Q100-SH (50c)	745
SEEBURG KD-200 (50c)	395
SEEBURG 100-R	375
WURLITZER 1700	185
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WURLITZER 2200 (50c)	395
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UNITED UP-100	245

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New Styling! New Operating Mechanism! Formica Burn-Proof Ralls! Exclusive Valley "Easy-Count" Scorer! Regulation 2 1/4" Balls! 3 Popular Sizes: 75x42, 84x47, 90x50. Many other features.

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MOVING TARGET



SPELLING

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lites up center Moving Target to score "extra" ball.

Also lites up one Joker lite at the bottom of playfield.



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BUY THE BEST—BUY WILLIAMS

Venders for Animals in Europe's Zoos

Continued from page 42

machines for the animals to operate, the zoos are installing bulk vending equipment for patron operation, the patron then feeding the animals the food from the machine.

Other arrangements have the zoo-goer deposit the coin and the animal manipulate a lever and collect the food.

Rene Delacroix, vending expert at the Paris zoo, reported, "There is a tremendous field in zoo vending. Imaginative machine construction could stimulate patronage to really huge levels. Animal fans will spend almost without limit if the food is made to look attractive (to the zoo-goer, naturally) and a novel gimmick is employed in the release of the food from the machine.

At Copenhagen, for example, there is experimentation with having seals bounce a ball onto the food release. There is little difficulty in training bears to yank a

lever dispensing food.

European zoo directors are pushing zoo bulk vending without too much attention to gimmickry. Most of them, at this stage, are agreeable to letting the humans substitute for the animals at the machines.

Their interest is strictly pragmatic. First, it improves the level of animal nutrition if the patrons can be induced, by the machines, to ply the animals with approved dietary items instead of what the zoo-goer thinks the animal should like.

And, second, bulk vending can be profitable. However modest the profit margins, they are important to continental zoos, which are perennially strapped.

Most zoos find that they can charge what the traffic will stand, which turns out to be surprisingly high once the public is educated that the money is retained at the zoo.

Canteen Op Revenues And Sales Up 18 Percent

CHICAGO—Sales and operating revenues for the quarter ended December 23, 1961, were \$49,719,655, an increase of 18 per cent compared with the corresponding quarter a year earlier, the Automatic Canteen Company of America reported last week.

Net earnings for the period dipped slightly—from \$1,214,462 to \$1,123,381. Frederick L. Shuster, board chairman, predicted an improvement in earnings for the balance of the fiscal year.

Lynch Distributing

Continued from page 41

When Zander died late in 1960, Lynch decided to leave the business.

Holyfield is a veteran of some 15 years in the coin machine business, most recently associated with Nick Carbajal in Coinmart.

The new J. H. Lynch Distributing Company will handle the full AC Automatic Services, Inc., line of AMI juke boxes and background music equipment and Rowe vending machines.

The firm will carry a complete parts inventory and will offer full service facilities. An open house will be held in the near future.

Agent Explains Tax

Continued from page 41

to all phonograph records bought for juke box use.

C. S. Pierce, Pierce Music, Brodhead, and Sam Hastings, Hastings Distributing Company, Milwaukee, acted as chairman of the meeting. Pierce is president of the State operators' trade group, while Hastings heads the Milwaukee organization.

Parkoff Says 33 Singles Still Growing

Continued from page 41

gram are increasing each week, and that local operators who are programming with 33 stereo report that collections have risen appreciably.

Parkoff made this statement in the wake of recent reports (BMW, February 17) that the 33 single never materialized as a factor in the singles business.

While Parkoff agreed that the 45 is still the basic single at the retail level, and that most singles available to operators are still 45's, he pointed out that Seeburg distributors are selling 33 stereo singles not available in 45 stereo, and that the Artist of the Week promotion is merchandising these 33's to the public.

According to Parkoff, most of the record labels are failing to give proper weight to juke box operators, who account for about half of all single sales.

He cited the emphasis on teenage music, which sells to over-the-counter buyers, but is not calculated to stimulate play from adult patrons of taverns and bars—which account for most of the juke box locations.

Parkoff conceded that most juke boxes can only accommodate 45's, but he added that on those boxes which are capable of playing both speeds, the type of stereo programming available on 33's have proven a collection builder.

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Auto Photo #9 \$895	National 9 M \$ 95	Rowe L-1000 \$525
Mills Panoram 395	National 11 ML 125	Cole Spa, special, 4 sel. 345
Capital Panoram 350	National 11 ML 160	Cole 3-Sel. MF's 295
Motorama 175	DuGrenier K-14 145	Cole 6-Sel. Model 1400. 325
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Engineer 125	Seeburg E-1 195	Vendo 210 A Milk 395
Wms. Peppy the Clown 195	Corsair 20 210	Daromatic, carton 195
Standard Metal Typewriter 225	Corsair 30 250	Hebel 5-Sel. Ice Cream. 175
Mercury Floor Grips 65	Rowe 20-700 250	CANDY
Bally Champion 425	COFFEE & CHOCOLATE	DuGrenier Ky., 8 sel. \$195
Donald Duck 195	Stoner 500D w/choc. \$325	Stoner, 6 col. 125
Ferdy the Bull 195	Avenco w/choc. 175	Stoner, 8 col. 165
Drive Yourself Auto 325	Hebel w/choc. 175	Northwestern Sw. 16 .. 195
Turn Pike Auto Test 625	Apco Jr. Coffeshop .. 275	POP CORN
Wms. Vanguard 275	Vendo Fresh Brew, '58, new 525	U-Pop-It (fully automatic) \$145.00
Bally All Star 125	IVI Model TRLB-Fresh Brew 445	Keeney Popcorn 295.00
Sci. Pitch'em & Bat'm 125	Vendo Hot Food, 6 sel. 225	Pop-Sex 69.50
Crooks Saloon Gun 325	400 ADVANCE 1/2 BALLGUM VENDORS—\$5.00 Each.	Gold Medal 175.00

Distributors for WURLITZER, UNITED, GOTTLIEB & MIDWAY.

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All Phones: Tower 1-6715



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Say You Saw It in Billboard Music Week



4

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One target always lit for 10 times value

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It's Always Profitable to Operate Gottlieb Games!



A Gottlieb FLIPPER SKILL GAME



Ever have the feeling someone's looking over your shoulder?

Artist of the Week Album Packages

Week of February 12—
And Now About Mr. Avalon
FRANKIE AVALON (ABC Paramount)

Continental Twist
SAM BUTERA AND THE WITNESSES (Capitol)

Week of February 19—
Linger Awhile With
VIC DAMONE (Capitol)
Let's Make Memories Tonight
EDDY ARNOLD (RCA Victor)

We get it every once in a while—every time a Seeburg innovation is imitated by someone else. For instance, look what happened after Seeburg introduced the built-in automatic intermix so operators could capitalize on the growing popularity of the 33 $\frac{1}{2}$ record. Take the case of "Artist of the Week," devised by Seeburg to put modern merchandising into the music business. Or consider that popular Seeburg invention, the phonograph personalized for every location. So what's new for 1962? SEEBURG DIRECTIONAL STEREO. No one else has *that* one this year!

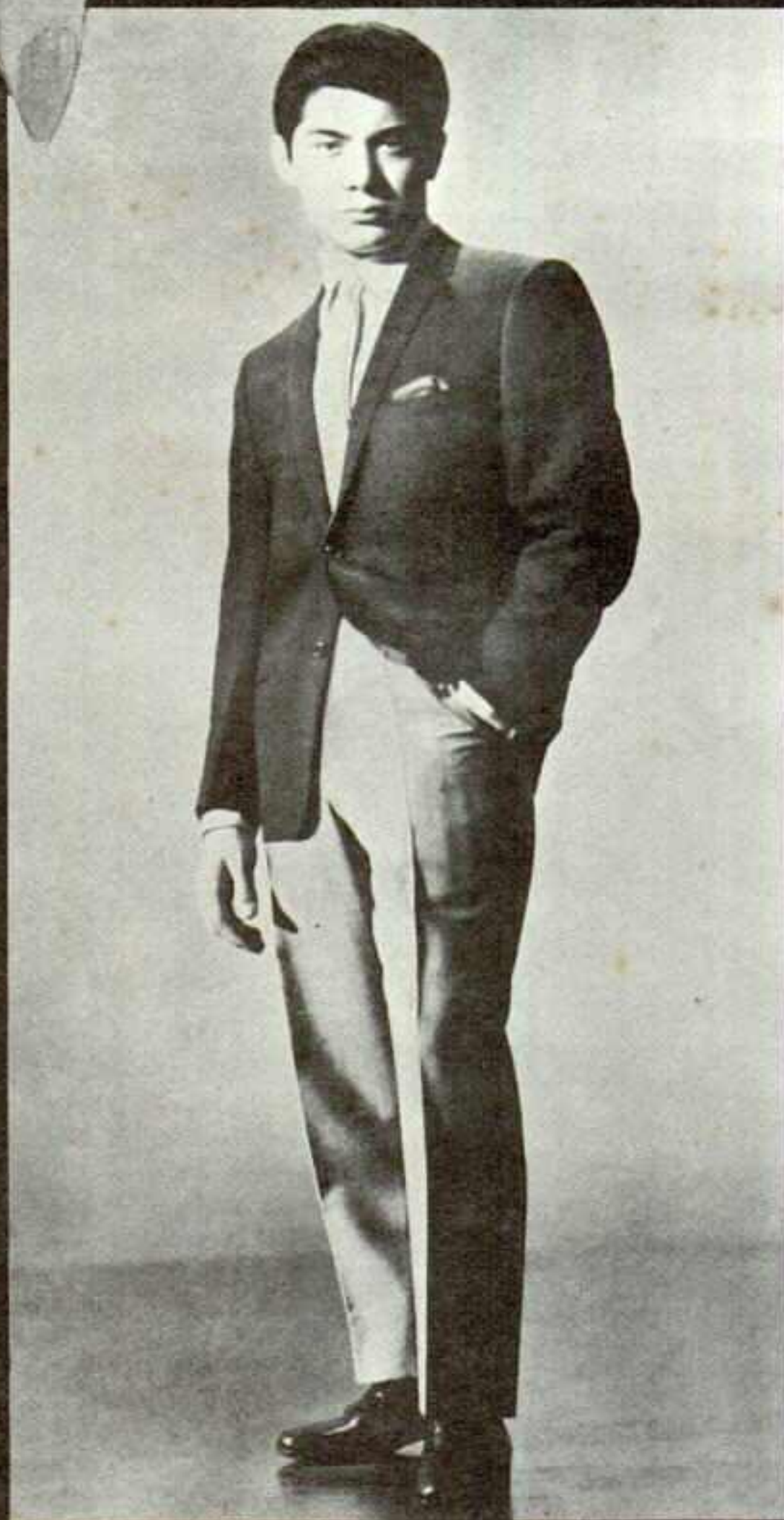
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Directional stereo in 33 $\frac{1}{2}$ right at the phonograph

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