Music-Phonograph Merchandising • Radio-Tv Programming • Coin Machine Operation of the Machine Op

PAGE ONE RECORDS



* NATIONAL BREAKOUTS

MONO LP's

RUNAROUND SUE, Dion, Laurie KING OF KINGS, Original Movie Music, M. Roxsa, MGM JOAN BAEZ, VOL. II, Vanguard

STEREO LP's

NEVER ON SUNDAY, Connie Francis, MGM

SINGLES

UNCHAIN MY HEART, Ray Charles, ABC-Paramount

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

MONOPHONIC

BERLIN MELODY, Billy Vaughn,

LAST NIGHT, Mar-Keys, Atlantic BRISTOL STOMP, Dorells, Parkway SUBMARINE OFFICER, Jose Jim-

inez, Kapp BY SPECIAL REQUEST, Jackie Wil-

son, Brunswick BLESS YOU, Tony Orlando, Epic

BEST OF STEVE LAWRENCE,

ABC-Paramount BIG BAND PLAYS BIG HITS, SI

Zentner, Liberty

BIG BAD JOHN, Jimmy Dean, Co-

lumbia SOUND-35-MM., Enoch Light and His Light Brigade, Command

NAT KING COLE STORY, Capitol

I LIKE IT SWINGING, Buddy Greco, Epic MY HEART SINGS, Tony Bennett,

Columbia

BLOCKBUSTING DIXIE, AI Hirt,

SAD MOVIES, Lennon Sisters, Dot

STEREOPHONIC

London

HE'S THE KING, AI Hirt, RCA Victor

MILK AND HONEY, Original Cast, RCA Victor

BONGOS FROM THE SOUTH, Edmundo Ros, London

DANCING IN WONDERLAND. Bert Kaempfert, Decca

PERCUSSION AROUND THE Various Artists, WORLD.

* 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.

AFTER ALL WE'VE BEEN Brown, ABC - Paramount 10255 (Stalwart, BMI) (Pittsburgh, Washington)

LETTER FULL OF TEARS . Gladys Knight, Fury 1054 (Betalbin) (Philadelphia)

Rydell, Cameo 201 (Lowe, ASCAP) (New York)

I NEED SOMEONE . . . Belmonts, Sabrina (New York)

TURN AROUND, LOOK AT ME Glenn Campbell, Crest 1087 (American, BMI) (Milwaukee)

LITTLE MISS U.S.A. . . . Barry Mann, ABC - Paramount 10263 (Aldon, BMI) (Chi-

FLY BY NIGHT . . . Andy Williams, Columbia 42199 (Sea-Lark, BMI) (Dallas - Fort Worth)

SOMETHING YOU'VE GOT . Chris Kenner, Instant 3237 (Tune-Kel, BMI) (New Orleans)

FLYING CIRCLE . . . Frank Slay Ork, Swan 4085 (Claridge, ASCAP) (Milwaukee)

Reeves, RCA Victor 7950 (Tree, BMI) (Dallas-Fort Worth)

THEME FROM KING OF KINGS . . . Flex Slatkin, Liberty 55372 (Robbins, ASCAP) (Dallas-Fort Worth)

TURN ON YOUR LOVE LIGHT-. . Bobby Bland, Duke 344 (Don, BMI) (New Orleans)

SEVEN DAY FOOL . . . Etta James, Argo 5402 (Davis, BMI) (Dallas-Fort Worth)

MOTORCYCLE . . . Tico and Triumps, Amy 835 (Wajoma, BMI) (Milwaukee)

DON'T WALK AWAY FROM ME . . Dee Clark, Vee Jay 409 (Roosevelt, BMI) (New York)

NORMAN . . . Sue Thompson, Hickory 1150 (Acuff-Rose, BMI) (Minneapolis-St. Paul)

THE WANDERER . . . Dion, Laurie 3115 (Schwartz - Disal, ASCAP) (Milwaukee)

WALKIN' BACK TO HAPPINESS . . Helen Shapiro, Capitol (Bourne-Rank, ASCAP) (Milwaukee)

YOU'RE THE ONE . . . Bobby Bland, Duke 44 (Lion, BMI) (New Orleans)

LOST SOMEONE . . . James Brown, King (Philadelphia)

NEIN NEIN FRAULEIN . . . Cathy Carr, Mercury (Milwaukee)

Retail Check Shows First Holiday Albums on Move

NEW YORK—A check of retail outlets across the nation indicated the first onset of holiday album business in several key areas. In the singles field, a rash of strong breakout action occurred, particularly noticeable in such far-flung areas as the Midwest, New York and Dallas. Heavy breakout action in New York, long regarded as a follower rather than a starter, contrasted with the situation in Pittsburgh, which has not lost its status as a breakout point.

A total of 34 sides achieved local breakout rank. One single, Ray Charles' "Unchain My Heart" on

ABC-Paramount, scored as a national breakout, and a total of four albums made the national breakout category (see adjacent chart).

Other developments of the past week were as follows: (1) Distributor switches, of which there have been many, have fouled up the lines of supply in some areas—as in Philadelphia; (2) many of the current crop of singles are proving two-sided sellers; that is, one side often has already made the national chart while the flip is scoring as a local breakout; (3) in the album field, the quantity of singles artists making it on LP's is very large.

KENNER, BLAND TORRID IN N. O.

NEW ORLEANS - A pair of new records were breaking out in a rash of retail sales here last week. They were Chris Kenner's "Something You've Got" on Instant and "Turn On Your Love Lights" by Bobby (Blue) Bland on Duke.

Ernie K-Doe's Minit release, "I Cried My Last Tear," which hit No. 87 in BMW's "Hot 100" last week, is still one of the hottest singles going in New Orleans and the flip, "A Certain Girl," No. 95 last week, is just as sizzling here. "I Know" by Barbara George on (Continued on page 4)

UNSQUARE DANCE . . . Dave Bru-

FLYING BLUE ANGELS . . .

SOMEWHERE ALONG THE WAY

ASCAP) (Milwaukee)

SWEETHEARTS IN HEAVEN . . .

TONIGHT . . . Jay & American,

PREVIEW OF PARADISE . . .

GIVING MYSELF A PARTY . .

LIAR . . . Regents, Gee 1073

BMI) (New York)

JUST A LITTLE BIT SWEET .

(Knox, BMI) (Chicago)

FOR ME AND MY GAL . . . Freddy

ASCAP) (Los Angeles)

FIND ANOTHER FOOL . . . Barry

CAN'T TAKE THE HEARTBREAK

Way (New York)

St. Paul)

Memphis)

(New York)

York)

beck, Columbia 42155

(Derry, BMI) (Minneapolis-

Johnny George and Pilops,

Coed 555 (Minneapolis-St.

. . . Steve Lawrence, United

Artists 364 (United Artists,

Chase Webster, Dot 16270

(Pamper, BMI) (Nashville,

United Artists 353 (G. Schir-

mer, ASCAP) (Milwaukee)

Adam Wade, Coed 560 (Pax-

Rosemary Clooney, RCA Vic-

tor 7948 (Acuff-Rose, BMI)

(Cousins & Shoe - String,

Charlie Rich, Phillips 3572

Cannon, Swan 4083 (Mills,

Mann, ABC - Paramount 10263 (Aldon, BMI) (New

. . . Mary Ann Fisher, Seg-

ton, ASCAP) (Milwaukee)

Singles Artists Get Heavy Album Sales NEW YORK - The growing "Bless You" by Tony Orlando";

importance of hit singles in the album field is sharply pointed up by this week's album charts. More than 50 of the top album slots this week are held down by artists with strong track records on BMW's "Hot 100" singles chart. Many of the albums carry the same title as the artists hit single.

Breaking out nationally this week is Dion's "Runaround Sue," No. 2 on the "Hot 100" last week. Among the "New Action" mono LP's illustrating the same correlation between singles and albums are Billy Vaughn's "Berlin Melody"; the Mar-Keys' "Last Night"; the Dovels' "Bristol Stomp" (No. 5 on the "Hot 100" last week);

"Big Bad John" by Jimmy Dean (No. 1 last week); and "Sad Movies" by the Lennon Sisters. Sue Thompson's waxing of the "Sad Movies" tune is the big one in the singles field, but the Lennons' single version also made the lower rungs of the "Hot 100"

Also showing up as "New Action" mono LP's this week are Si Zentner's "Big Band Plays Big Hits," ("Up a Lazy River" from this album was No. 51 on the "Hot 100" last week); "Best of Steve Lawrence" (His "Somewhere Along the Way") was No. 79 last week on the "Hot 100"); (Continued on page 4)

Pitt Declines as Breakout Town

PITTSBURGH — This city, which once enjoyed the reputation of a major breakout source for hit records, has lost that identity within the past year, according to Barney Stein, head of All Brands Records here.

Stein placed the blame on most of the Pittsburgh radio stations for holding the Top 40 tunes too long, and not allowing the new records to break through in time.

"As a result," he said, "Pittsburgh is lagging five to six weeks behind the national pattern, and it's hurting the entire platter business in this area."

Stein charged that this policy on the part of the Pittsburgh radio outlets permits only three new records to have a chance to break out a week, and it's too tough for any new record to get really started here.

"We're ready to supply the stations when they are ready to start, but it's a discouraging setup as records seem to be breaking out all over the country first with little or no exposure here; Pittsburgh stations have lost all their get-up-and-go aggressiveness," he added.

Stein said that programs such as the Dick Clark show feature a tune three or four weeks before the local radio stations pick them up locally, and by that time, potential buyers consider the records as "old" and "outdated."

He asserted that "The slow-up on the part of the stations is unhappily reflected in our dwindling sales."

In Philly

PHILADELPHIA—One of the hottest of the newer crop of singles here last week, and one which achieved definite breakout status, was Gladys Knight's "Letter Full of Tears," on the Fury label. Reporting stores all showed strong action on this disk.

A number of other disks which have already landed on the na-

(Continued on page 4)

RCA VICTOR FLASH! *** "LET IT RIDE!" ALBUM *** SEE BACK COVER

BILLBOARD TO P P'S

FOR WEEK ENDING DECEMBER 3

150 Best Selling

MONAURAL LP's

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

		MUNAUKAL
This Week	Last	
1	1	JUDY AT CARNEGIE HALL
(2)	5	TIME OUT
3	2	BLUE HAWAII
$\stackrel{\sim}{\sim}$	4	PORTRAIT OF JOHNNY
<u>(1)</u>	3	PORTRAIT OF JOHNNY
(<u>5</u>)	3	Original Cast, Columbia KOL 5620
<u>(6)</u>	6	THE KINGSTON TRIO CLOSE UP 8 Capitol T 1642
-	12	I REMEMBER TOMMY
(8)	8	JUMP UP CALYPSO
<u><u></u></u>	7	THE SOUND OF MUSIC
$\widetilde{\odot}$	14	KNOCKERS UP
(E)	18	YOUR REQUEST SING ALONG WITH MITCH. 11
\approx	10	Mitch Miller, Columbia CL 1671 BEHIND THE BUTTON-DOWN MIND OF
(12)	15	BOB NEWHART
D	24	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LPM 2362
(14)	15	THE SLIGHTLY FABULOUS LIMELITERS. 9
(15)	16	TV SING ALONG WITH MITCH 26
16)	11	Mirch Miller, Columbia CL 1628 MEVER ON SUNDAY
(E)	13	EXODUS
\simeq	17	Sound Track, RCA Victor LOC 1058 SING ALONG WITH MITCH
(B)	241	Mitch Miller, Columbia CL 1160
(19)	9	JOSE JIMENEZ AT THE HUNGRY 1 20 Bill Dana, Kapp KL 3238
20	23	BELAFONTE AT CARNEGIE HALL108 Harry Belafonte, RCA Victor LOC 6006
21)	34	YELLOW BIRD 16 Lewrence Welk, Dot DLP 3389
22	20	WEST SIDE STORY Original Cast, Columbia OL 5230
(23)	19	The second secon
(24)	31	STARS FOR A SUMMER NIGHT 26
25	32	CARNIVAL
26	21	OLDIES BUT GOODIES, VOL. III 16
$\stackrel{\sim}{\sim}$	26	Various Artists, Original Sound 5004 EBB TIDE AND OTHER INSTRUMENTAL
(27)		FAVORITES
28	28	NEVER ON SUNDAY 45 Sound Track, United Artists UAL 4070
(29)	36	TONIGHT IN PERSON
(30)	25	SIXTY YEARS OF MUSIC AMERICA
_		LOVES BEST, VOL. III
(31)	50	CALCUTTA Lawrence Welk, Dot DLP 3359
32)	33	
1	40	MEXICO
(34)	29	SINATRA SWINGS
\approx	38	SINATRA SWINGS
(35)	48	ABC-Paramount ABC 323
	22	Sound Track, Columbia OL 5670 AIN'T THAT WEIRD!
(37)	**	Brother Dave Gardner RCA Victor LPM 2335
387	100	MILK AND HONEY Original Cust, RCA Victor LOC 1065
(39)	35	SOUTH PACIFIC
<u>40</u>	49	JOHNNY'S GREATEST HITS
(F)	41	WEST SIDE STORY
\approx	54	ENCORE OF GOLDEN HITS 90
(42)	95	Platters, Mercury MG 20472
<u>•</u>	30	Ferrante & Teicher, United Artists UAL 3166
<u>(4)</u>	- CT-17/1	Capitol T 1566
45	42	MOMS MABLEY AT THE PLAYBOY CLUB 5 Chess LP 1460
46	46	JIMMY REED AT CARNEGIE HALL 7 Vee Jay 2 LP 1035
1	47	A PERSONAL APPEARANCE 4 Shelley Berman, Verve V 15027
48	44	MOMS MABLEY AT THE UN
49	27	
		LOVES BEST, VOL. III
50	57	ROARING 20's

Various Artists, Original Sound 5001

OLDIES BUT GOODIES, VOL. I

L	5
This Las Week We	t Wks. on ek Title, Artist, Label Chart
§2 60	G. I. BLUES 57 Elvis Presley, RCA Victor LPM 2256
53 37	MY FAIR LADY
<u>54</u> 52	CONNIE'S GREATEST HITS
55) 70	PETE FOUNTAIN'S NEW ORLEANS 46
56 58	LET'S TWIST AGAIN
<u>(57)</u> 43	
(58) 59	
(59) 56	
60) 67	
(61) 39	
0 "	BUTTON-DOWN MIND OF BOB NEWHART. 81
(62) 33 (63) 45	BOBBY DARIN STORY
00 13	Afco 131
64) 33	Elvis Presley, RCA Victor LPM 2370
(65)	Mitch Miller, Columbia CL 1243
66)	Elektra EKL 180
67 "	RCA Victor Symphony Orch. (Bennett), RCA Victor LM 2523
68 96	HIGHWAYMEN
69 66	KINGSTON TRIO
70 71	MEMORIES SING ALONG WITH MITCH 55 Mitch Miller, Columbia CL 1542
71) 98	BUDDY HOLLY STORY 47
72 69	WHAT'D I SAY
87	A CONTRACT OF THE PROPERTY OF
74) 73	
75) 83	MURRAY THE "K's" SING ALONG WITH THE ORIGINAL GOLDEN GASSERS
76 63	Roulette R 25159
(76) 63 (77) 72	Bob Newhart, Warner Bros. W 1393
	MITCH 67 Mitch Miller, Columbia CL 1414
18 17	Arthur Lyman, Life LP 1004
79 86	Frankie Laine, Columbia CL 1615
<u>•</u>	RUNAROUND SUE
81 85	HE'S THE KING
82 90	SATIN AFFAIR
83 82	GENIUS OF RAY CHARLES 70
117	Mirch Miller, Columbia CL 1701
85 80	Eddie Harris, Vee Jay 3016
86 81	Tennessee Ernie Ford, Capitol T 756
•	Sound Track, RCA Victor LOC 1032
	Matt Munro, Warwick W 2045
9 "	Frankie Avaion, Chancellor CHL 5018 COME SWING WITH ME 16
90 67	FIRESIDE SING ALONG WITH MITCH 74
147	Mitch Miller, Columbia CL 1389 DANCING IN WONDERLAND 2
93) 101	Bert Kaempfert, Decca DL 4161
94) 102	Sound Track, Vista BV 3309
34)	Delton B 2008
95	KING OF KINGS
118	GENIUS SINGS THE BLUES
97 64	HEAVENLY
98 68	MUSIC MAN195 Original Cast, Capitol WAO 990
99 79	RING-A-DING DING
100 74	No transport of the Control of the C
	Bobby Rydell, Cameo C 1011

100	We	ek Title, Artist, Label Chart
100	84	DANCE TILL A QUARTER TO THREE 17 Gary (U. S.) Bonds, LeGrand LLP 3001
(102)	88	GENIUS PLUS SOUL EQUALS JAZZ 36 Ray Charles, Impulse A-2
(103)	89	RICK IS 21 27 Ricky Nelson, Imperial LP 9152
<u>~</u>	125	FILM ENCORES, VOL. 1
\simeq	109	Mantovani, London LL 1700 MILES DAVIS, IN PERSON FRIDAY
(05)		FRANCISCO, VOL. I
106	116	BASIN ST. EAST PROUDLY PRESENTS MISS PEGGY LEE
107	92	PIANO FORTE
(108)	105	HERE'S JONATHAN
(109)	112	BEN-HUR
<u>(110)</u>	-	THE TWIST
$\stackrel{\smile}{=}$	113	FOLK SONG SING ALONG WITH MITCH 74
(12)	124	Mitch Miller, Columbia CL 1316 FIORELLO
\approx	145	Original Cast, Capitol WAO 1321 ITALIA MIA
(13)	94	Mantovani, Lendon LL 3239 HITS OF THE ROCKIN' 50's
(14)	99	Bobby Vee, Liberty LRP 3205
(15)	119	Roger Williams, Kapp KL 1251
(IB)	200	Perry Como, RCA Victor LPM 2390
(11)	121	Sound Track, Warner Bros. W 1416
118	130	A TOUCH OF ELEGANCE
119	78	HERE WE GO AGAIN
120	106	DREAMSTREET 23 Erroll Garner, ABC-Paramount ABC 365
121	107	MOODY RIVER 20 Pat Boone, Det DLP 3384
122	122	MUSIC FROM EXODUS AND OTHER GREAT THEMES
(123)	120	PARRISH
124	126	BOLL WEEVIL SONG AND 11 OTHER GREAT HITS
W	-	JOAN BAEZ, VOLUME II
(126)	148	PAUL ANKA SINGS HIS BIG 15, VOL. II. 10
<u></u>	104	SONGS FOR SINNERS
$\stackrel{\circ}{\approx}$	108	Rusty Warren, Jubilee J 2024 RAY CHARLES AND BETTY CARTER 13
(128)	110	REJOICE DEAR HEARTS 65
(129)		Brother Dave Gardner, RCA Victor LPM 2083 HOW TO SUCCEED IN BUSINESS WITHOUT
130	-	Original Cast, RCA Victor LOC 1066
		Griginal Cast, Capitol WAO 1643
<u> </u>	(22	CTAN EDEREDE PORTENTE THE HUITER
132	123	STAN FREBERG PRESENTS THE UNITED STATES OF AMERICA, VOL. 1
(132) (133) (133)	131	STATES OF AMERICA, VOL. I
$\frac{\circ}{\sim}$	131	STATES OF AMERICA, VOL. I
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	131 137 140 145 115 136 139 143 149 103	STATES OF AMERICA, VOL. I
	131 137 140 145 136 139 143 149 103 128	STATES OF AMERICA, VOL. 1
	131 137 140 145 136 139 143 149 103 128 133	STATES OF AMERICA, VOL. I
	131 137 140 145 136 139 143 149 103 128 133 134	STATES OF AMERICA, VOL. I
	131 137 140 145 136 139 143 149 103 128 133 134	STATES OF AMERICA, VOL. I

50 Best Selling

STEREO LP's

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Emach Light and His Orchestra, Command its East San		
2 JUDY AT CARNEGIE HALL Judy Garland, Capital SWID 1369 3 THE SOUND OF MUSIC Original Cast, Columbia KOS 2020 24 I REMEMBER TOMMY Prank Cinarta, Reprise 8 9-1003 25 BREARSAT AT TIFFANY'S 10 CAMELOT 17 A CAMELOT 18 15 YOUR REQUEST SING ALONG WITH MITCH 10 Antich Milline, Calumbia KOS 2001 45 YOUR REQUEST SING ALONG WITH MITCH 10 Antich Milline, Calumbia KOS 2001 10 11 PERSULSIVE PERCUSSION, VOL 1 BRAY BRIEFANTS, RCA Victor LSO 6006 10 11 PERSULSIVE PERCUSSION, VOL 1 BRAY BRIEFANTS, RCA Victor LSO 6006 10 12 PERSULSIVE PERCUSSION, VOL 1 BRAY BRIEFANS, RCA Victor LSO 6006 10 12 PERSULSIVE PERCUSSION, VOL 1 BRAY Sharles BRAY BRAY BRAY BRAY BRAY BRAY BRAY BRAY	(1) En	och Light and His Orchestra,
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## Frank Sinatra, Reprise R 9-1003 ## SHEARFAST AT TIPFANY'S ## CAMELOT ## SELAFORTE AT CARREGE HALL ## SHEARFAST ENCA Victor LSO 4006 ## SELAFORTE AT CARREGE HALL ## SHEARFAST WINGS ## CAMELOT ## SHATRA SWINGS ## CAMELOT	Transaction of the second of t	MANAGEMENT CONTRACTOR
Honry Mancial, RCA Victor LSP 2362		
Dave Broback, Columbia CS 8192		
	6 11 TH	NE OUT
### Mitch Miller, Columbia CS 8471 1		
Harry Belafonte, RCA Victor LSO 6006		
10 21 PERSUASIVE PERCUSSION, VOL 1 89 Terry Synder and the All Stars, Command RS 800 SD 10 10 SIMATRA SWINGS 14 10 10 SIMATRA SWINGS 14 12 17 SIMA TANK SWINGS 14 17 SIMA TANK SWINGS 14 17 SIMA TANK SWINGS 14 18 SIMATRA SWINGS 14 18 SIMATRA SWINGS 14 18 SIMATRA SWINGS 15 SIMATRA SWINGS 16 SIMATRA SWINGS 16 SIMATRA SWINGS 16 SIMATRA SWINGS 17 SIMATRA SWINGS 18 SIMATRA SWINGS 19 SIMATRA SWING	0 14 BE	AFONTE AT CARNEGIE HALL105
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Milch Miller, Columbia CS 8428		nk Sinatra, Reprise R 9-1002
Sound Track, United Artists UAS 5070	MII	ch Miller, Columbia CS 8428
Capitol ST 1642	Soc Soc	nd Track, United Artists UAS 5070
10 PORTRAIT OF JOHNNY	14 Cap	itel ST 1642
	O n non	Wictor LSP 2393
18	Joh	nny Mathis, Columbia CS 8444
19 20 GREAT MOTION PICTURE THEMES		
WEST SIDE STORY 22		
13 SOUTH PACIFIC 127 SOUTH PACIFIC 127 SOUTH PACIFIC 127 SOUTH PACIFIC 127 SOUTH PACIFIC 128 SOUTH PACIFIC		
22 12 YELLOW BIRD 17 Lawrence Welk, Dat DLP 25389 17 Lawrence Welk, Dat DLP 25389 18 RCA Victor Symphony Orch. (Bennett), RCA Victor LSC 2523 18 RCA Victor LSC 2523 17 JUMP UP CALYPSO 15 Lar Orani, Diseas BL 74165 18 Lawrence Welk, Dat DLP 25389 18 Lawrence Welk, Dat DLP 25389 19 RING OF KINGS 19 Ring Orani, Movie Music; Miklos Rozse, MGM SIS E SODUS 18 EXODUS 19 EXPRINTING 18 EXODUS 10 EXAMPLE 15 EXAMPLE		
23 22 RODGERS: VICTORY AT SEA, VOL. III	21 13 SOU Sou	TH PACIFIC 127 nd Track, RCA Victor LSO 1032
### RCA VICTOR Symphony Orch. (Bennett), RCA VICTOR LSC 2523 ### PAVORITES	22 12 YEL	LOW BIRD
1	(LS) RCA	Victor Symphony Orch. (Bennett),
25	7 EB	TIDE AND OTHER INSTRUMENTAL
Harry Belafonte, RCA Victor LSP 2388 26 25 CALCUTTA Lawrence Welk, Dat DLP 25339 39 Ref Of KINGS Original Movie Music; Miklos Rozza, MGM SIE 2 29 18 EXODUS Sound Track, RCA Victor LSO 1058 30 28 WEST SIDE STORY Stan Kenton, Capitol ST 1609 31 31 GOLDEN WALTZES Billy Vaughn, Dot DLP 25280 40 WEST SIDE STORY Sound Track, Columbia CS 2070 33 46 MELODY AND PERCUSSION FOR TWO PIANOS 6 Ronnie Aldrich & His 2 Pianos, London SP 44002 34 27 SING ALONG WITH MITCH Mitch Miller, Columbia CS 8004 45 Rey Connity, Columbia CS 8004 36 29 SOUNDY LOVES ME Connie Francia, MGM 3E 3965 36 29 SOUNDY LOVES ME RAY Connity, Columbia CS 2015 37 STARS FOR A SUMMER NIGHT Various Artists, Columbia CS 2015 38 37 STARS FOR A SUMMER NIGHT Various Artists, Columbia PMS 1 39 50 G. I. BLUES Elvis Prealey, RCA Victor LSP 2286 40 33 GOIN' PLACES Kingston Trio, Capitol ST 1404 41 41 AL HIRT, GREATEST HORN IN THE WORLD 18 RCA Victor LSP 2366 42 32 NEW PIANO IN TOWN 64 Peter Nero, RCA Victor LSP 2283 43 35 YELLOW BIRD (PERCUSSION SPECTACULAR) 18 Arthory Lyman, Life SLP 1004 44 38 EXODUS AIRCUSTION, VOL. I. 96 Enoch Light and the Light Brigade, Command RS 806 SD 45 PERCUSSION OOM PAH Rudi Bohn, London SP 44009 46 47 CARMINAL 47 AS PERCUSSION OOM PAH Rudi Bohn, London SP 44009 48 41 COME SWING WITH ME Frank Sinafra, Capitol SW 1594 49 44 MISIC FROM EXODUS AND OTHER GREAT THISIDES Mantovani, London PS 224	O 47 III	CONTRACTOR OF THE PARTY OF THE
39 KING OF KINGS	Z5) Har	ry Belafante, RCA Victor LSP 2388
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	(50) 48 MUC Perc	NO GUSTO! 7 y Faith, Columbia CS 8439





3 steps to increased profits with the new 7-inch record sensation

Top Name Artists-six complete selections-sure to sell on sight-at a suggested list of \$1.69 for increased profits

Special Wire Rack-stands on floor or counter-hangs on wall-to pull impulse sales for increased profits

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MG 201-C









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BILLBOARD MUSIC WEEK



Anybody But Me (Champion, BMI)	I Want to Thank You (Lowe, ASCAP)
Big Bad John (Cigma, BMI)	I Wonder (Silmo, BMI)
Big John (Ludix, BMI)	If You Gotta Make a Fool of Somebody
Blue Moon (Robbins, ASCAP)	(Good Song RMI)
Bridge of Love (Belinda, CAPAC)	(Good Song, BMI)
Bridge of Love (Bellings, CAPAC)	I'll be seeing too (Williamson, ASCAP)
Bristol Stomp (Kalmann, ASCAP)	I'll Never Stop Wanting You (Pogo, ASCAP)
Candy Man (January, BMI)	In the Middle of a Heartache (Central, BMI)
Certain Girl, A (Minit, BMI)	If Do Me So Good (Arc, BMI)
Commancheros, The (Robbins, ASCAP)	It Will Stand (Minit, BMI)
Cotton Fields (Westside, BMI)	It's All Because (Kilt, BMI)
Crazy (Pamper, BMI) 9	It's Too Soon to Know (Morris, ASCAP)
Cryin' (Acuff-Rose, BMI)	Johnny Will (Lyle and Hollyjo, ASCAP)
Danny Boy (Boosey & Hawkes, ASCAP) 67	Just Out of Reach (Four Star, BMI)
Everlavia' /Let BMI\	Language of Long (April Days Batt)
Everybody Gotta Pay Some Dues (Jobete, BMI) 52	Language of Love (Acuff-Rose, BMI)
Everybody Gotta Pay Some Does (Jobete, BMI) 52	Let There Be Drums (Travis, BMI)
Fly, The (Woodcrest-Mured, BMI)	Let's Get Together (Wonderland, BMI)
Fool =1 (Sure Fire, BMI) 5	Let's Go Trippin' (Monsour, ASCAP)
Foot Stompin' (Part 1) (Argo, BMI)	Let's Twist Again (Kalmann, ASCAP)
Funny How Time Slips Away (Golden West Melodies, BMI)	Lion Sleeps Tonight, The (Folkways, BMI)
Melodies, BMI)	Little Altar Boy (House of Sound-Bilya Bah, BMI).
God, Country & My Baby (New Phoenix-	Moon River-Butler (Famous ASCAP)
Sarah, ASCAP)	Moon River—Butler (Famous, ASCAP) Moon River—Mancini (Famous, ASCAP)
Goodbye Cruel Warld (Aldon, BMI)	My Heart Belongs to Only You (Merrimac, BMI)
Greetings (Johnte RMI) 80	Mayor Mayor / access BAT)
Greetings (Jobete, BMI)	Never, Never (Lescay, BMI)
Gunty Warran (Fretam 9141)	On Bended Knees (Arc, BMI)
Gypsy Woman (Curtom, BMI)	Peppermint Twist (Impact-Ware, BMI)
Happy Birthday, Sweet Sixteen (Aldon, BMI) 28	Please Mr. Postman (Jobete, BMI)
Happy Times (Aldon, BMI)	Poor Fool (Saturn, BMI)
Hearfaches (Leeds, ASCAP) 7	Revenge (Raleigh, BMI)
Hey! Little Girl (Vicki-McLaughlin, BMI) 78	Rock-A-Bye Your Baby With a Dixie Melody
Mit the Road Jack (Tangerine, BMI)	(Warpck-Mills, ASCAP)
1 Cried My Last Tear (Minit, BMI)	Runaround Sue (Schwartz-Disal, ASCAP)
I Don't Know Why (Ahlert & Cromwell, ASCAP) 38	Run to Him (Aldon, BMI)
I Know (Saturn-At Last, BMI)	Sad Movies (Acuff-Rose, BMI)
I Love How You Love Me (Alden, BMI)	Conchine /Time Ditti
I Understand (Jubilee, ASCAP)	Searthin' (Tiger, BMI)
A STREET, ASSAULT COLLEGE COLUMN 14	September in the Rain (Remick, ASCAP)

00 — A	10	Z-(P	ublisi	ner-
I Want to Thank I Wonder (Silmo If You Gotta M (Good Song, E I'll Be Seeing I'll Never Stop In the Middle of It Do Me So of It Will Stand (A It's All Because It's Too Soon Electrons Will Ite	ake a Foot SMI) You (Will Wanting of a Hear Good (Are Minit, BM E (Kilt, E	iamson, AS You (Pogo, fache (Cen ; BMI) I) Morris, ASC	body SCAP) , ASCAP) tral, BMI)	8 2 9
Johnny Will (Ly Just Out of Reac Language of Lov Let There Be Dr Let's Get Togett Let's Go Trippii Let's Twist Aga Lion Sleeps Tor	the and He ch (Four S to (Acuff-I tums (Tra ther (Wone the (Kalma	tar, BMI) Rose, BMI) vis, BMI) derland, BA our, ASCAP	(I)	6
Lion Sleeps Tor Little Altar Boy Moon River—Bu Moon River—Ma My Heart Belon Never, Never (L On Bended Kne	tler (Fam ncini (Fam us to On	nous, ASCA	P)	MD 6
Please Mr. Post Poor Fool (Satur Revenge (Raleig Rock-A-Bye Your	st (Impac tman (Joi rn, BMI) h, BMI) r Baby W	t-Ware, BA bete, BMI)	(I)	9
(Warock-Mills Runaround Sue Run to Him (Al Sad Movies (Acu	(Schwart don, BM) off-Rose,	z-Disal, A: BMI)	SCAP)	3 1

Smile (Bourne, ASCAP)	42
Sometime (Grand Prize, BMI)	53
Soothe Me (Kags, BMI)	88
Steps 1 & 2 (Wolfpack, SESAC)	86
Take Five (Derry, BMI) Tennessee Flat-Top Box (Cash, BMI)	90
There's No Other (Bertha, BMI)	68
This Time (Tree, BMI)	10
This Time (Tree, BMI) Three Steps From the Altar (Keel, BMI)	59
'Til (Chappell, ASCAP) Tonight—Ferrante & Teicher (Schirmer, ASC	47
Tanight-Ferrante & Teicher (Schirmer, ASC	AP). 13
Tonight-Fisher (Schirmer, ASCAP)	57
Tonight—Fisher (Schirmer, ASCAP) Tower of Strength (Famous, ASCAP)	8
Town Without Pity (United Artists, ASCAP)	44
Twist, The (Jay and Cee, BMI)	16
Unchain My Heart (Tee Pee, ASCAP)	62
Under the Moon of Love (S-P-R, BMI)	46
Up a Lazy River (Peer Int'l, BMI)	45
Walk on By (Lowery, BMI)	12
Walkin' With My Baby (Aldon, BM1)	96
Way I Am, The (East-West, ASCAP)	58
Way You Look Tonight, The (Harms, ASCAP)	70
Well I Told You (Barrett's Chantel-Trio, BN	11) 60
What a Walk (Darnel, BMI)	81
When I Fall in Love (Northern, ASCAP)	55
When the Boy in Your Arms (Pickwick, ASCAP) 54
Wonder Like You, A (Four Star, BMI)	18
Ya Ya (Fast-Barich, BMI) You're Following Me (Morris, ASCAP)	34
You're the Basson (America, ASCAP)	92
You're the Reason (American, BMI) Young Boy Blues (Rumbalero-Progressive-Tri	15
BMI) Your Ma Said You Cried in Your Sleep Last	
Night (Sea-Lark, BMI)	50

RORRING ONDER THE HOT TOO
101. LETTER FULL OF TEARS Gladys Knight and the Pips, Fury 1054
102. TURN ON YOUR LOVE LIGHT Bobby Bland, Duke 344
103. FLY BY NIGHT
104. WHAT I FEEL IN MY HEARTJim Reeves, RCA Victor 7950
105. SEVEN DAY FOOLEtta James, Argo 5402
106. LOSING YOUR LOVEJim Reeves, RCA Victor 7950
107. DON'T WALK AWAY FROM ME Dee Clark, Vee Jay 409
108. LONESOME NUMBER ONE Don Gibson, RCA Victor 7959
109. STANDING IN THE NEED OF LOVEClarence Henry, Argo 5401
110. GIVE MYSELF A PARTYRosemary Clooney, RCA Victor 7948
111. EV'RYBODY'S CRYIN'Jimmy Beaumont, May 112
112. PREVIEW OF PARADISEAdam Wade, Coed 560
113. PEPPERMINT TWIST
Danny Peppermint and the Jumping Jacks, Carlton 565
114. AFTER ALL WE'VE BEEN THROUGH
THE WINDS ADDITION COMMITTEE OF THE PARTY OF

115. TURN AROUND, LOOK AT ME......Glen Campbell, Crest 1087 116. BUT ON THE OTHER HAND BABY..... Ray Charles, ABC-Paramount 10266

117. FLYING CIRCLE......Frank Slay and Orch., Swan 4085 118 DREAMY EYES......Johnny Tillotson, Cadence 1409 120. TONIGHT......Jay and the Americans, United Artists 353

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Johnny Will 16284 Just Let Me Dream Sweethearts In Heaven 16270

PAT BOONE

16273

16262

16296

Mood Indigo Come Back To Sorrento

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Come September

Let's Go Trippin'

LOUIS PRIMA **BILLY VAUGHN**

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We Live In Two Different Worlds THE LENNON SISTERS

Could This Be Magic Everybody's Twisting Down In Mexico 16295 Melody In The Night A-One A-Two A-Cha Cha Cha

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LAWRENCE WELK

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MILT ROGERS

Three Steps To The Phone Man Needs A Woman 16282 The In Between Years

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16277

WINK MARTINDALE

DODIE STEVENS

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ORANGE BLOSSOM SPECIAL AND WHEELS

Billy Vaughn

You Gave Me Wings

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DLP 3359 CALCUTTA • Lawrence Welk

DLP 3280

GOLDEN WALTZES . Billy Yaughn

DLP 3398 SAD MOVIES . The Lennon Sisters

BERLIN MELODY . Billy Vaughn DLP 3396

THE MILLS BROTHERS' GREAT HITS

DLP 3165 BLUE HAWAII • Billy Vaughn

Trade Winds, Trade Winds

DLP 3210 LOUIS AND KEELY! . Louis Prima, Keely Smith

DLP 3241 BE MY LOVE . Keely Smith

THEME FROM A SUMMER PLACE . Billy Vaughn

NEW ALBUMS

RECORDS

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DLP 3397 DLP 3345 DLP 3343 DLP 3233

Silent Night . Lawrence Welk A Keely Christmas • Keely Smith Christmas With The Lennon Sisters Little Drummer Boy • The J. Halloran Singers

DLP 3222

CHRISTMAS ALBUMS

Merry Christmas . The Mills Brothers White Christmas . Pat Boone DLP 3225 Christmas Organ And Chimes Dr. Norman S. Wright,

Dr. Charles S. Kendall DLP 3148 Christmas Carols . Billy Vaughn

"THE NATION'S BEST SELLING RECORDS"

BILLBOARD MUSIC WEEK

Goody: Protect Retailers In Event of LP Price Cut

Letter to Victor's Marek Cites Damage Caused by 1954 Slash of Album Lists

By REN GREVATT

NEW YORK - A large and prominent disk retail outlet here has called on manufacturers to protect dealers in the event of any price drop of LP merchandise. The dealer, Sam Goody, in making the move, was believed to be reflecting widespread apprehension within the dealer fraternity as to the possible ramifications of a price

R. Marek, vice-president and gen- factors involved at this time. First, eral manager of RCA Victor Rec- manufacturers are believed to feel ords, Goody referred to rumors that in the case of several special heard within the trade recently 25 per cent discount programs in that "RCA Victor again contem- effect last spring, most dealers plates cutting the list price of RCA made little attempt to pass on the Victor records." Goody noted as a saving to consumers. Thus, in the factor tending to confirm the ru- view of the manufacturers, one of mored move, a recently published the primary aims of the programs, interview in which Marek declared movement of more records, was not that "They (prices) were still high accomplished. A generally anand would come down as manufacturers concentrated on cutting production costs."

Goody referred to the time of the last general LP price cut in December, 1954, when as a result lumbia and Capitol are concerned, of the manufacturers' failure to the maintenance of suggested list protect dealers on floor stocks, he prices at the current level has took a claimed loss of "close to often been associated with the \$400,000." Goody continued: "We have no desire to be hurt again and therefore call on you to afford us an opportunity to protect ourselves. We believe that a time like this, when we are carrying and buying substantial amounts of Victor records to cover the holiday and post holiday periods, we are entitled to an expression from you of your plans. If a price cut is announced to the public, will dealers be protected?"

Identical Letters

Goody said he was sending similar letters to executives of Columbia and Capitol Records since, he noted, among the majors "each sooner or later follows the other's lead."

In reply to the letter, Victor officials declared that would stand by a statement issued in answer to a query by BMW last week on the same matter. At that time, officials denied categorically any plans to reduce the price of any LP's.

It is known that one of the top majors has conducted talks with leading retailers lately on their

Steve & Eydie on Way to Columbia?

NEW YORK-Reports this week were that Columbia Records are ready to cross the T's and dot the I's on a contract with Steve Lawrence and Eydie Gorme. Steve and Eydie, currently with United Artists, have been rumored as leaving that label for the past few months. Although the details of the Columbia contract offered were not known, it was understood that it would call for a guarantee of close to \$50,000 per year for the pair over a long term.

It was also understood that the pact would call for Don Costa, formerly with UA but now a freelance arranger-conductor, to handle many of their wax dates for Columbia. Steve and Eydie as well as Costa are managed by Kenny Greengrass.

ideas as to the problem and what to do about it. Some retailers feel, it is no secret, that there is little reason now to maintain the price of stereo at \$1 above monaural. As one dealer recently observed, "You ask a man to buy a stereo phonograph, pointing out all its advantages, and then you immediately penalize him by charging him more for his records."

If there is concern with LP prices in general among manufacnounced and publicized price cut would force dealers to use a lower list, according to this view.

Clubs a Factor Secondly, as far as Victor, Co-(Continued on page 10)

ARD Meet

NEW YORK - The American Record Manufacturers and Distributors Association will hold its 1962 annual convention in Florida. The exact date and site will be determined at the next meeting of the ARMADA Executive Board, which will be held January 15, in Chicago.

Prominent on the agenda of the Board's meeting here last week was a discussion of the First Annual ARMADA Awards, which will be made at the 1962 convention, to the outstanding man or woman in the music field. ARMADA Prexy Art Talmadge reported that 10 nominations in each category had been received and the membership will now be polled to select the winners.

(Continued on page 31) course.

THREE CASTERS MOVE UP CHART

NEW YORK - Three of Broadway's new musicals this season are currently represented on BMW's best-selling monaural albums by original cast packages.

Frank Loesser's "How To Succeed in Business Without Really Trying" (RCA Victor) and Noel Coward's "Sail Away" (Capitol) moved on to the chart for the first time this week. Latter LP is No. 130. Former is No. 131.

At the same time, RCA Victor's "Milk and Honey" original-cast album jumped from 100 to 38 in its second week on the chart.

Need Exact Breakdown Of Music Export Figures

turers exporting records, phono- 839,000 in the first three-quarters graphs, juke boxes and phonograph of 1960 to \$5,654,000 in the same parts will have to ask for more breakdown of Commerce Department export figures if these are to have real meaning for the industries. Recent figures on U. S. exports of records, phonos, juke boxes and other electronic equipment released by the Business and Defense Services Administration provide a case in point.

In data covering the first nine months of 1961, exports of phonograph records are shown to have

the stamp depicting the LP of

his choice and affix it to an at-

tached postage-paid business re-

ply card. He would fill out his

and send it directly to Columbia

Records, who, in turn, would ship

him the album of his choice as a

Carter's Letter

Carter's letter, in presenting this

WASHINGTON - Manufac-1 declined "substantially" from \$7,span of 1961. However, this figure includes not only commercial recordings, but blanks, with no breakout on the latter.

BDSA reports in a "preliminary estimate" that exports of phonographs and parts also registered a decline in the drop from \$15,000,-000 in January-September of 1960 to \$14,500,000 in corresponding period of this year. However, these sums lump together in one total exports of non-coin-operated phonographs, with new and old juke boxes plus component parts of all three categories, including such items as turntables and arms, needles and coin wall boxes for juke box play.

A breakout is given for regular phonographs versus the juke box exports for the nine-month period as follows: New juke box exports declined from dollar volume of \$8,-064,000 in the first nine months of last year to \$8,007,000 in the same period of 1961, while number of units sold dropped from 13,000 in the earlier period to 12,000 in the first nine months of 1961.

Used Juke Exports Same Used juke boxes exported in the January-September period num-bered 5,000 in both years, but dollar total was down to \$1,454,000 in 1961 as against \$1,542,000 in 1960. West Germany, the leading market fering albums at \$2.35 each, in- mium disk sales, presents it pitch for U. S. export of juke boxes, reportedly accounted for \$2,900,000 of the total U.S. export dollar volume of \$9,461,000 for new and used jukes in the first three quarters of 1961.

Exports of phonograph parts for coin and non-coin-operated machines dropped from the 1960 export total of \$4,360,000 for the first nine month to \$3,755,000 in the corresponding period in 1961. Exports of radio-phonograph combinations, not incorporating TV, increased by units from 4,000 in 1960 to 5,000 in 1961 and from \$402,000 value in 1960's January-September period to \$468,000 in 1961.

Over-all, electronics products exported from the U.S. increased 33 per cent in the first nine months of 1961 and totaled \$437,400,000,

In a letter addressed to George turers, there are several interesting factors involved at this time. First, all manager of RCA Victor Recurrence are believed to feel SORD Files Profest on Columbia's Mail Pitch

HOLLYWOOD — Columbia chure (presumably the business Records' direct mail pitch for al- firm's customers) would tear out bum premium sales to business firms last week stirred the Society of Record Dealers anew to anger. At press time, SORD's president, Howard Judkins Sr., filed a letter name and address on the card of protest with the Federal Trade Commission, charging the record firm with price discrimination.

Early in November, a letter was sent to business firms by Columbia Record Productions (Columbia Records' custom service wing) of unique method of soliciting precluding mailing and handling as follows: charges, to be sent to that business firm's customers. The letter, signed by Richard B. Carter, was accompanied by a sample brochure which the business firm would present to its customers to facili- through the world's largest record tate their selection of the albums.

The brochure is a tastefully prepared eight by four and a half-inch mailing piece and contains three premimum packages. pages of four-color LP cover reproductions (six to a page) with gummed backs in the form of stamps. The recipient of a bro-

A.&R. Director

HOLLYWOOD - Jimmy Hilliard, veteran major label artist and repertoire executive, last week was named Warner Bros. Records' a.&r. director. He had pre-ARMADA Counsel Sigmund viously held top a.&r. posts with Steinberg reported on the current RCA Victor, Decca, Coral and to suit the taste of anyone. These state of legal and legislative activ- Mercury. Recently, Hilliard has ities of the organization, and said been active as independent prothat even though Congress is in ducer for various record firms, adjournment, ARMADA has con- but will now devote full time to tinued to meet with committees charting the WB firm's a.&r.

"Let me take this opportunity to introduce you to the first name in recorded music, Columbia Records. Columbia is first in consumer sales through dealers, club; numbering over one and three-quarter million members, and now, in the field of specialized

gift from the firm.

"The attached brochure speaks for itself. Whether you are looking for the ideal gift to present to your customers at Christmas, or an incentive for your salesmen against quota, or a purchasing incentive (dealer loader), this package is tailor-made to suit your needs. In the back of the brochure you will find full-color gummed and perforated stamps reproducing just a few of our huge BDSA reports. roster or artists, including such Johnny Mathis, Ray Conniff, Percy Faith, Les Elgart, Doris Day, Johnny Cash and many others. Somewhere in this group is music are our regularly priced \$3.98 LPs. When you buy these brochures they cost you \$2.35 each, including maling and handling charges. "You present this booklet to

(Continued on page 31,

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Best Selling Phonographs &

Music-Phonograph

Foreign Pub Deal

NEW YORK - Two singing groups have been signed to Carlton Records by President Joe Carlton. One is the Imperials, not including Little Anthony. Second group is titled the Persuaders, five boys and one girl.

Latter act, from Jamaica in the British West Indies, combines folk and Afro-Cuban elements and is reputed an impressive vocal act. The Imperials will be recorded this week and the Persuaders shortly.

Meanwhile, on another level, Carlton has closed publisher deals den for representation of his copyright, "Peppermint Twist," getting action here on the Danny Pepper-

Eric Is UA Hawaii Distrib

NEW YORK—Eric Distributors of Hawaii has signed to handle the United Artists Records in that area.

The Eric firm, located in Honolulu, was recently opened by Irv Pinensky, who operates Eric Distributing in San Francisco. Don McDiarmid will direct the new operation.

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Paid Circulation This Issue 21,245

LATE POP SPOTLIGHTS

SINGLES

THE CLOVERS



DRIVE IT HOME (Progressive, BMI) (2:38) — THE BOTTIE GREEN (Wemar, BMI) (2:18)—The Clovers, long dormant on the hit scene, have two fine sides here. On top is a relaxed rhythm tune done smartly by the group, while the flip is a dance idea, also handled with much style. Both have the sound and both are fine accompaniment for the Twist. Watch 'em.

Atlantic 2129

Christmas -

ROGER WILLIAMS



SANTA CLAUS-SANTA CLAUS (WE LOVE YOU NEXT TO OUR PA'S AND MA'S (Garland, ASCAP) (2:22)—Williams, who is already hot now with "Maria," turns in a delightful, kiddie-styled Christmas side. The tune is fetching in itself and the children's chorus and Williams' smart pianistics give it a real sound. Could go. Flip is Jingle Bells," (2:03). Kapp 440

ALBUM

Pop

SUBWAYS ARE FOR SLEEPING



McGuire Sisters. Coral CRL 57398—This is a hot album by the McGuires. It features the girls in songs from the forthcoming Broadway show (due to open December, 26) "Subways Are for Sleeping." The gals sing the songs with verve and the arrangements are bright, too. Tunes include "Be a Santa," "Comes Once in a Lifetime," "Ride Through the Night" and "I'm Just Taking My Time." Songs are by Betty Comden, Adolph Green and Julie Styne.

KEAN



Original Cast. Columbia KOS 2120 (Stereo & Monaural)— Fans of Alfred Drake, who are as devoted as they are legion, should form a firm and substantial nucleus for sales of this original cast recording of "Kean." Much of the sparkling color and excitement of the show comes across through a superb recording job-especially in the stereo version which sharply accents the stage right and stage left performance qualities. Kudos go to Drake, of course, for his substantial characterization of Kean, and to Lee Venora's singing of the beautiful "Willow, Willow, Willow." Should be a top cast seller.

ERROL GARNER CLOSE UP IN SWING



ABC-Paramount ABCS 395 (Stereo & Monaural)-Garner's second LP for the label is even more enjoyable than his first, "Dreamstreet," which turned into a solid seller. This is a quieter and less frantic Garner, creating excitement by his warmth and feeling, but without neglecting his happy and individual style. There are outstanding renditions of "AH of Me," "Back in Your Own Backyard," "St. Louis Blues," and two Garner compositions "El Papa Grande" and "Shadows." Good cover art, too. Strong wax

MURRAY THE K'S BLAST FROM THE PAST



Various Artists. Chess LP 1461—Murray the K (Deejay Murray Kaufman of WINS, New York) had a smash with his first album, and this new one should also appeal to the large teen-age album market. Set contains previously issued hit sides by the Chantels, Chuck Berry, Bo Diddley, the Flamingos, Nat Kendrick, the Fiestas, the Moonlighters, and the Moonglows. Potent wax for the young set here.

Comedy -

DICK GREGORY EAST AND WEST



Colpix CP 420—Dick Gregory has another winner with this new set, as he continues his clever and very funny monologs on the world and its problems. Half of the disk was waxed at the Blue Angel in New York, the other half at the hungri i in San Francisco. Gregory has widened his Aretha & Father, Rev. patter from racial troubles to world affairs, and his act has improved as a result. His timing is still deft and his routines build solidly. Sure to please his many fans across the country.

Children

THE TALE OF BENJAMIN BUNNY



Vivien Leigh. Wonderland RLP 1457—The delightful tales of Beatrix Potter are told here in song and story with an eye to the kids, and a lot of little tykes will be pleased to find this set under the Christmas tree. Vivien Leigh narrates the stories of Benjamin Bunny and his friends and aunts, uncles, etc., and a talented cast of English kids handle the songs and story. Tunes were penned by Ornadel, and they are all melodic.

Johnny Ray Inks Pact With Liberty

Eastern artist and repertoire di- be released in January.

rector Clyde Otis will handle all of his dates.

lease this week, spotlights him as a duo with Liberty's best-selling soloist, Franklin's daughter Aretha NEW YORK-Liberty Records thrush Timi Yuro. Tunes are "I will also be featured on a number can music markets. The organizawith Johnny Ray. The label's Ray's first LP for the label will resented on the BMW "Hot 100" fer, will preside for the first time at

Lengthy, Stormy ARD Meeting Seeks Answers to Vital Trade Sore Points

times stormy meeting of the association of Record Dealers of New York and New Jersey, chapter of siderable debate was a rumor cir- chapter of SORD and its more than SORD, took place here Tuesday culating for several weeks that 250 members, I feel it is incumbent evening (21) at the Park Sheraton RCA Victor was considering a price upon me to relate your position to Hotel. The meeting was chaired by cut on album product. A decision our members. At a meeting last newly - elected ARD President, was made to seek a clarification on night it was unanimously decided Mickey Gensler, and was charac- this from RCA Vice-President and that we would ask for your standterized by several important deci- General Manager, George R. regarding protection for those dealsions and a lengthy, volatile ex- Marek. The letter, text of which ers who are the backbone of the change of views on the matter of was made available later, said in RCA record business. "cleaning up the mess" in the rec- part: ord business—the mess referring to | "I understand from very reliable

NEW YORK-A long and some- discounters, pricing, rack jobbers, sources that RCA plans a reducclubs, etc.

tion in album prices in the near One topic which received con- future. As president of the ARD

Note Loyalty

"They give your catalog display space and stock quantities of your

catalog. They would hate to be penalized for this loyalty. They are not discount houses nor rack jobbers who handle only the cream. Naturally any drop in price without recompense in some way to the dealer, will be another nail in the coffin concerning their economic survival." The letter was signed by Gensler who asked for Marek's early reply so that his stand could

Gensler, as the incoming president, opened the meeting with a series of remarks on what a dealer group can do. These were listed as follows: 1. It can be benevolent and help less fortunate dealers; (2) it can advertise as a body; (3) it can

buy together; (4) it can resist buy-(Continued on page 14)

With Artists, Cleffers

is No. 4 on BMW's "Hot 100" this 17-year-old Canadian. week, is the tenth ditty published by Aldon Music, the Nevins-Kirshner Production firm subsidiary, to turn into a smash for the firm. It indicates the steady growth of the three-year-old Nevins-Kirshner organization, which in addition to its publishing wing, also is composed of a managerial, talent locating and record production departments.

So far this year, Aldon Music has had the following hits (some of them hitting originally the end of last year): "Take Good Care of My Baby," "Will You Love Me Tomorrow," "Little Devil"; "Who Put the Bomp, in the Bomp, Bomp, Bomp"; "Calendar Girl," "Where the Boys Are," "Breaking in a Brand New Broken Heart,' "Just for Old Times' Sake" and "I Love How You Love Me."

This score does not count two tunes now moving up on the charts, Neil Sedaka's "Happy Birthday, Sweet Sixteen" and "Happy Times" by Tony Orlando, also published by Aldon. According to the firm's professional manager Emile La Viola, Aldon has had over 100 of their songs waxed this year on albums and singles.

Hot Talent, Too

Al Nevins and Donnie Kirshner, who joined forces back in 1958, have also had remarkable success with the talent they manage, many of whom developed through their songwriting association with Aldon. Nevins (who still waxes the Three Suns records for Victor) and Kirshner's first find was Neil Sedaka, who has come up with a steady string of hits on Victor. Since then they have placed with diskeries: Barry Mann (ABC-Paramount), Tony Orlando (Epic), Tine Robin

Franklin, Sing Gospel On New Battle Albums

NEW YORK—Bill Grauer has further diversified his record business operation by adding a new Gospel label, Battle, to his now lengthy string of holdings, of which Riverside is the primary banner.

The new label gets its name from Gospel producer Joseph Von Battle who recently completed negotiations with Grauer Productions' Vice-President Orrin Keepnews.

Seven albums will be released late this month. Three of the sets feature the Reverend C. L. Franklin recorded at his Detroit church. Ray's first single, slated for re- In addition to the Reverend Franklin and the church chorus and on Columbia.

NEW YORK-"Goodbye Cruel | (Mercury), Dorothy Jones on Co-World," the tune recorded by lumbia, and a new find, Kenny Jimmy Darren for Colpix, which Karen on Columbia. The latter is a be transmitted to the dealers.

> Perhaps Nevins-Kirshner's main work, in addition to their publishing arm, is the production of records as outside producers. They have deals right now with ABC-Paramount, Columbia and Epic, but they still do outside production for such labels as Liberty, Mercury, Colpix and others.

Before placing talent on a label, the duo makes sure that the firm Leonard Joy, Vet will go all-out on advertising, promotion and a good percentage. On the latter point the Nevin-Kirshner A.&R. Man, Dies firm receives a royalty from 10 per produce for a diskery.

Writers Score

Interesting aspect of the Nevins-Kirshner production firm is that they have a string of hot young writers on their roster. They include Neil Sedaka, Howie Greenfield, Jack Keller, Barry Mann, Carol King, Gerry Goffin and Paul Kaufman, Cynthie Weil, Mike Anthony, Art Kaplan, Brooks Arthur, Helen Miller, Freddie Scott, Lou Stallman and Sid Jacobson and Don Rubin and Charles Cottman. Average age of the writers is from 19 to 26. Firm also has two staff arrangers, Alan Lorber and Charlie Albertine. These writers are often assigned material to fit a specific artist, and they will compete strongly among themselves to get a piece of material with one of the artists managed by Nevins-Kirsh-

The a.&r. work is usually handled by Nevins-Kirshner themselves, although now and then one of the writers will handle a date. Coming up on the Nevins-Kirshner schedule are Jan and Dean on Liberty, and the Untouchables on Liberty, plus new material for Lloyd Price, La Vern Baker and Jimmy Darren. Generally the Nevins-Kirshner firm orients its artists and material toward the teen crowd, and so far has had its greatest success in that milieu.

New Board Execs Of Int. Disk Men

NEW YORK-The names of 15 new executive board members for 1962 will be announced at the International Record and Music Mens' Club's second luncheon here Tuesday (28) at the Warwick Hotel.

Principal speaker at the meet will be Fred Reiter, who is active in the European and South Ameri-Tuesday's meeting.

firm receives a royalty from 10 per cent to 15 per cent on records they At the Age of 65

NEW YORK-Leonard Joy, veteran a.&r. producer-executive, died last week in Columbus Hospital here. Joy, who was 65, was a victim of a diabetic coma.

A close associate of many of the great names in the artist ranks of the business, Joy was the first to record Perry Como as a solo artist on RCA Victor. In 1939, after several years as an arranger-conductor, Joy was named Victor pop a.&r. chief by the then topper of the Victor Record division, Frank

In this a.&r. slot, Joy recorded Glenn Miller, Tommy Dorsey, Artie Shaw, Dinah Shore, Wayne King, Rudy Vallee and numerous other greats of that era. Later, following a move to the a.&r. staff of Decca in 1944, Joy was active in the recording of Bing Crosby, Victor Young, Al Jolson, Jan Garber, Jesse Crawford and again, Wayne King. Joy also negotiated for Decea the contracts which brough the annual barbershop quartet champions to the label.

Joy was also an ASCAP writer of some distinction, with over a score of tunes to his credit. As a record man, he remained with Decca for 17 years and was on the staff there at the time of his death.

Joy is survived by his wife, Katherine; a son, eLonard Jr., of Montclair, N. J., and two grandchildren. Services were held at Grace Church, New York, Friday

COUNTERFEITING RECORDS ON

NEW YORK - Record counterfeiting will be the theme of "Spin a Crooked Record," an hour-long dramatic show on "Armstrong Circle Theater," CBS-TV, December 6.

The script will spotlight the story of a femme vocalist, who discovers her album has been counterfeited. The play was written by Bob Van Scoyk.

Hot Knight in Philadelphia

· Continued from page 1

tional "Hot 100" chart are getting especially heavy play here. "Greetings (This Is Your Uncle Sam)" by the Valadiers is one of the strongest, along with "I Know" by Barbara George,

'Wanted,' Jim McCracklin In Detroit

DETROIT-"Wanted" by the Dreamgirls proved a general favorite around this city. Jimmy Mc-Cracklin's "Just Got to Know" qualified as runner-up. Strength was indicated by Etta James' "Seven Day Fool," the Flip of the hit, "It's All Too Soon to Know."

Ray Charles' new "But on the Other Hand" was received too late to make a good tally this week, but spot reports indicate it as having the biggest potential of the newcomers.

Few dealers are talking about the current national top numbers as going strong, except the stores offering only a very limited choice. Reason is a fresh slump that appears to have hit the shops this week-with no one able to figure it out. Thus, the Classic Record Shop reported an "awful" week after the best October in three years and a pretty good start for November. The leading disks are doing fairly well, but not in large enough proportions to indicate a trend.

Chuck Berman, of the Electric Shop, for instance, pointed to the crying need for a hit to rescue the local business.

Limited Choice Inadequate choice of new records offered customers is one problem that appears widespread here. In the case of a couple of stores where the record buyers are trying to keep abreast of new numbers, distribution is the headache.

. These appear only too typical of reports coming from different parts of the city: In one instance, the store is serviced through an Eastern chain office, and delivery is slow—the new numbers that sell elsewhere are on order but not delivered. In the other instance, carefully placed orders for disks the store buyer feels will sell (in view of present numbers and the taste of the neighborhood) are largely simply ignored by the rack jobber providing the service. The jobber service decides what to put in the store, rather than tailoring offerings to the local clientele's taste, it is reported.

James Ray's "If You Gotta Make a Fool of Somebody" and "There's No Other" by the Crystals.

There is also spot action reported on James Brown's new side "Lost Someone," the Sensations' "Let Me In" and "Puppy Love" by Little Jimmy Rivers.

Meanwhile, on other fronts here, a price war on LP's between Gimbel's and Korvette's which had subsided last week appears to have broken out anew, and some dealers complained that the constant shuffle of labels between distributors is hurting sales of disks that might otherwise be substantial hits.

One dealer, Mrs. Morton Kaplan, complained that since Dot left the Cosnat distributors set-up, she has not been able to get Dot records. The same thing applies, she said, to Prestige, which recently discontinued its arrangement with Marnel. She also commented that Ike and Tina Turner's "It's Gonna Work Out Fine," was a solid hit for their store. Since then, she says, the Sue label changed distributors and there is difficulty in getting the Turner's latest, "Poor Fool," which she feels is just as strong. Still another example is that of the Motown label, which has lost impact, she noted, since Mainline is no longer the distributor.

Other dealers noted that the in-and-out album price war here has brought prices down to as low as \$1.39 on cream pop merchandise. Korvette started the week with \$1.44 on a Top 50 selection of LP's. Gimbel's then dropped to \$1.39 on a Top 40 list. True to its motto of "Nobody, but nobody undersells Gimbel's," the store offered customers the chance to bring in a sales slip from any competitor with a lower price, and Gimbel's will give the customer the difference in price in cash.

One dealer said that despite Gimbel's new practice of allowing only one of any record to a customer, and asking customers if they were dealers, he maintains two charge accounts at the store, one for himself and one for his wife. "We both buy one for cash and one for charge of something we want so we can get as many . Continued from page 1 as four copies," he said.

Meanwhile, at least one dealer, Ed Balbiers, said Christmas product is already moving briskly for him. The Mitch Miller Christmas set is very hot and so is Waring on Capitol. It's the earliest spurt for Christmas stuff I can remember since I've been in the business," he noted.

New York Breaks 7 New Ones

NEW YORK — This city was hot again with strong selling new records this week. A total of seven new records busted loose on the local scene, according to dealers checked around the town. Strongest of the disks was the Belmont's recording of "I Need Someone" on the Sabrina labels Others included Rosemary Clooney's biggest single here in years, "Give Myself a Party" on RCA Victor; Dee Clark's "Don't Walk Away From Me" on Vee Jay; "Liars" by the Regents on Gee; "Milk and Honey" by Eddie Fisher on ABC-Paramount; the flip side of Bobby Rydell's "I Want to Thank You," "Door to Paradise," and Barry Mann's "Find Another Fool." Just starting to get some action in this town, reported dealers, was Mary Ann Fisher's record of "I Can't Take This Heartbreak" on Segway.

Anthony Newley's "Pop Goes the Weasel" on London, is still grabbing good sales here, although not yet picking up in other areas. The rock and roll version of "Tonight" by Jay and the American on United Artists, which was a breakout in New York a few weeks ago, continues to sell well here, and it's reported to be getting good action in other areas.

As in other cities, records climbing up the charts were also doing mighty well in New York. The Tokens' recording of "The Lion Sleeps Tonight" was reported by a number of dealers to be headed for the top of the charts. Chubby Checker's various "Twist" recordings were selling very strongly, as was "The Peppermint Twist" by Joey Dee. Only fair so far in this city, say dealers, although on the national chart, was the Pat Boone record of "Johnny Will." Ray Charles' "Unchain My Heart," a national breakout this week, was a solid seller here.

Kenner & Bland

Billboard Music Week's

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NEW PAGE 1 CHARTS!

"BREAKOUTS"

NATIONAL BREAKOUTS

NEW ACTION LP'S

(LP'S & SINGLES)

Advance Release Of Tomorrow's

Top-Selling Records

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LOCAL SINGLES BREAKOUTS

AFO and No. 99 in the "Hot 100" last week is still a strong seller as well as Bobby Bee's "Walkin' With My Angel" on Liberty, "It's Too Soon to Know" by Etta James on Argo and Clarence Henry's "On Bended Knees" on Argo.

Single Artists' Album Sales

Continued from page 1

and Jackie Wilson's "By Special Request" (he had a single in No. 63 "Hot 100" slot last week).

Making the "New Action" mono LP listing for the first time this week are Buddy Greco's "I Like It Swinging" and Al Hirt's "Blockbustin' Dixie." Still showing among the current "New Action" albums (as reported by BMW last week) are Jose Jimenez' "Submarine Officer," "The Nat King Cole Story," Enoch Light's "Sound 35-mm." and Tony Bennett's "My Heart Sings."

Other monaural albums showing some action—but not enough vet to move into the "New Action list-are "Songs My Father Taught Me" by Father J. Dustin; "Let Me Belong to You," Brian Hyland; Ral Donner's "Takin' Care of Business," Dinah Washington's "September in the Rain"

and Dave Brubeck's "Time Further Out."

Hyland's single disk of the same title went to No. 20 recently on the "Hot 100." Ral Donner had a single on the "Hot 100" in the No. 44 slot last week. Dinah Washington's single "September in the Rain" was No. 28, and Brubeck's "Take Five" single was No. 62 after several weeks on the chart.

Other artists holding down spot on last week's "Hot 100" and the current best selling monaural alchart are Brenda Lee, Ray Charles, Chubby Checker, Ferrante and Teicher, Rick Nelson, Bobby Rydell, Henry Mancini, Bobby Vee, Connie Francis, the Ventures, Frank Sinatra, Timi Yuro, Bob Moore, Pat Boone, the Highwaymen, and Perry Como.

Chi for New Rich, Mann Disks

CHICAGO - Two new sides broke in what was a comparatively sluggish record market here last week. Sides were "Just a Little Bit Sweet," Charlie Rich, and "Little Miss U. S. A.," Barry Mann (flip of "Find Another Fool").

The Chicago business picture, however, was still slow and trailing last year. Singles were moving fairly well but album business was off.

The 100 per cent guaranteed merchandise was starting to move but dealers were still wary of being stuck with inventories.

Several new numbers were could have "break-out potential. "Walking Back to Happiness"

by Helen Shapiro was getting good air-time and was "picked" by at least one big Windy City deejay. Barbara George's "I Know on AFO is in the same category.

"Santa and the untouchables" by Dickie Goodman won the WJJD pop contest last week and is starting to get a little play in store sales.

4 New Singles Moving Well in Dallas Market

DALLAS-Four breakouts appeared the past week in the Dallas-Fort Worth area. These were Andy Williams "Fly by Night" on Columbia, Jim Reeves' "Losing Your Love," on Victor, theme from "King of Kings" by Felix Slatkin on Liberty and "Seven Day Fool" by Etta James on Argo. Flip of the latter, "It's Too Soon to Know," is 56 on the national chart this week. The flip of the Williams disk, "Danny Boy," is also on the national chart.

One other new side is getting action, Bobby Rydell's "Door to Paradise."

Strongest LP among the new releases here is MGM's "King of Kings" sound track, which is a national breakout this week.

SF: 'Every Leaf'

SAN FRANCISCO — There's no breakout records in the San Francisco market this week, but a few dealers reported some action on Cathy Carroll's record of "Every Leaf That Falls" on the Triodex label. Other records getting action were Chris Kenner's "Something You've Got" on Instant, Ann-Margret's waxing of "You Do Me So Good" on Victor, which hit the chart this week is also selling well.

MUSICWEEK NEWYORK

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WJJD's Jim Lounsberry noted that Del Shannon's "Hey Little Girl" was giving him a "fast reaction" and popular at weekend hops. Another big tune at the hops, Lounsberry said, was the new Lettermen's "When I Fall in Love" (already moving on BMW's charts and strong in store sales).

Other than that, the Windy City trade appeared to be waiting for Thanksgiving to come and go. Most stations were pegging their Christmas programming around the first of December.

getting good radio reaction and BILLBOARD MUSIC WEEK

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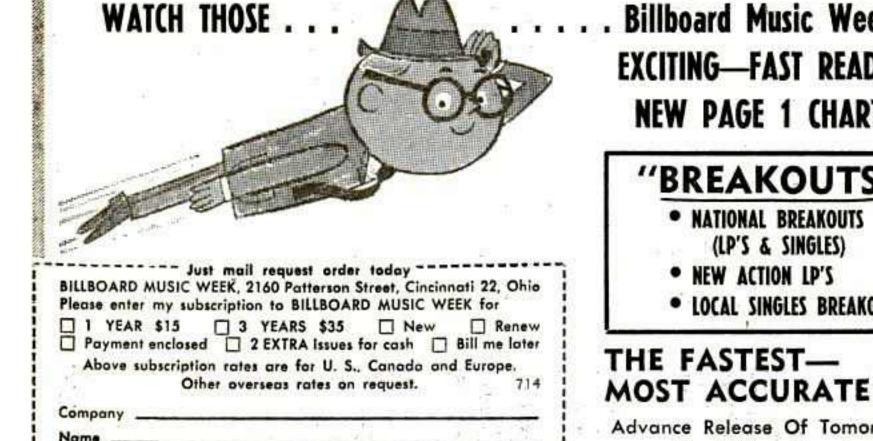
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Vol. 73



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COLUMBIA® THE COMPANY WITH MOSTI

BILLBOARD TOP LP'S

FOR WEEK ENDING NOVEMBER 26

MONAURAL LP's

	Last Wee	Wks. ek Title, Artist, Label Cha	100
3	2	CAMELOT	44
4	4	PORTRAIT OF JOHHNY Johnny Mathis, Columbia CL 1644	13
(3)	8	TIME OUT	47
0	6	THE SOUND OF MUSIC 1 Original Cast, Columbia KOL 5450	01
(6)	16	TV SING ALONG WITH MITCH	25
17	11	SING ALONG WITH MITCH 1	75
18	25	YOUR REQUEST SING ALONG WITH MITCH Mitch Miller, Columbia CL 1671	10
20	37	WEST SIDE STORY Original Cast, Columbia OL 5230	59
31)	10	STARS FOR A SUMMER NIGHT	25
33	53	Ray Conniff Singers, Columbia CL 1642	11
35)	32	SOUTH PACIFIC 3 Original Cast, Columbia OL 4180	89
37)	36	MY FAIR LADY	94
48	48	WEST SIDE STORY Sound Track, Columbia OL 5670	5
49	34	JOHNNY'S GREATEST HITS	86
61	79	MORE SING ALONG WITH MITCH 1 Mitch Miller, Columbia CL 1243	44
64	67	HEAVENLY Johnny Mathis, Columbia CL 1351	14

This Week	Last Week	Wks. Title, Artist, Label Cha	
1	- 4	MEMORIES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1542	54
72	22	SATURDAY NIGHT SING ALONG WITH MITCH Mitch Miller, Columbia CL 1414	66
75)		SENTIMENTAL SING ALONG WITH MITCH Mitch Miller, Columbia CL 1457	72
86)		HELL BENT FOR LEATHER! Frankie Laine, Columbia CL 1615	5
97		FIRESIDE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1389	73
(109)	i	MILES DAVIS, IN PERSON FRIDAY NIGHT AT THE BLACKHAWK, SAN FRANCISCO, VOL. I	8
1	1.00	JOHNNY'S MOODS	48
(13)		FOLK SONG SING ALONG WITH MITCH Mitch Miller, Columbia CL 1316	73
(13)		THE GUNS OF NAVARONE Sound Track, Columbia CL 1655	9
(11)	- Passe	HOLIDAY SING ALONG WITH MITCH Mitch Miller, Columbia CL 1701	3
130		A TOUCH OF ELEGANCE André Previn, Columbia CL 1649	6
(137)	1	HAPPY TIMES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1568	37
138		GYPSY Original Cast, Columbia OL 5420	103
(59)		Doris Day, Columbia CL 1660	. 8

STEREO LP's

This Week	Last Wee	k :	litle, Ar	tist, Label	Wks.	
3	3	12.	SOUND O	F MUSIC Columbia KC	OS 2020	89
•	4	- 200	ELOT	Columbia KC	OS 2031	44
0	12	4 1 1 1 1 1 1 1		JOHNNY , Columbia C	S 8444	12
1	22	TIME	OUT Brubeck,	Columbia C		16
(15)	13	WITH	MITCH	T SING ALON		9
19	25	#		G WITH MITC Columbia, CS		24
27	15			WITH MITCH columbia CS	8004	76
29	28			VES ME Columbia CS		11
30	36			Columbia OS		126
36)	35		기명하다 최근 사람들은 사람들이 되었다.	ORY Columbia CS		21
37	6		이 전에 있다고 있는 중요한 없다면 하다면	SUMMER NIGI , Columbia P		25
40	45			ORY : Columbia OS		2
(48)	43		HO GUSTO)! olumbia CS 8	439	. 6

AGAIN, IN 1961, THE COMPANY WITH THE LARGEST NUMBER OF YOUR BEST SELLERS! COLUMBIA RECORDS ©

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ALBUM REVIEWS

Pop

CLAP HANDS, HERE COMES CHARLIE!



Ella Fitzgerald. Verve V 4053 (Stereo & Monaural)-The Great Ella is in eminently satisfactory vocal form on this package. Her warmly expressive style is showcased on the title tune, "My Reverie," "Cry Me a River," and other fine oldies. Standout deejay programming.

BROADWAY SWINGS AGAIN



Jonah Jones Quartet. Capitol ST-1641 (Stereo & Monaural)—The familiar, swingin', Jones trumpet and rhythm section moves along neatly on a fine collection of tunes, from the Broadway of the present and a more distant past. The horn man blows "Till Tomorrow," from "Fiorello," among the newer items, and "I Wish I Were in Love Again," from the older Rodgers and Hart opus "Babes in Arms." The numbers all swing and the cover is well calculated to catch the eye.

WHAT A PARTY



Fats Domino. Imperial LP 9164—The fat man has been swinging up and down the charts for years and he's as hot now as ever, with the title tune of this album still riding the best seller lists. Other rockin', stompin' New Orleans sides include "Ain't Gonna Do It," "Trouble in
Mind," "Did You Ever See a Dream Walking," among

THE WORLD OF DOROTHY PARKER others. Solid jock and dealer fodder here.

LET THERE BE DRUMS



Sandy Nelson. Imperial LP 9159—Sandy Nelson has a hot current single and this album which bears the title of the single can stir up a lot of new action for him. To lead off, it has a mighty smart cover with a colorful montage painting of wild drums. Inside there's plenty of infectious, danceable beat sounds that are made to order for teeners. This can move.

DO THE TWIST



Ray Charles. Atlantic 8054—The label has taken a lot of the old Ray Charles hits and packaged them together for this "Twistin'" album. Sides include "I Got a Woman," "What'd I Say" and "Leave My Woman Alone." On the back of the LP is a chart showing how to do the Twist. Clever idea could help this one move.

THE CANNONBALL ADDERLEY QUINTET



Riverside RLP 388—Adderley has two excellent jazzmen as added starters, outside his usual group on this new set. One is vibes player Victor Feldman and the other is pianist Wynton Kelly. Besides fine solos from the two guests, there are powerful sorties by the leader on alto sax and his brother Nat on cornet. This figures to be another strong seller for Adderley.

Country & Western

THE COUNTRY MUSIC HALL OF FAME



Various Artists. Starday SLP 164-This is a great country package-which Starday has issued in commemoration of National Country Music Week, the Country Music Festival, etc. The two disks contain sides from vault masters. Thirty-six sides in all, by a great array of names. Starday was able to do this thru the co-operation of other manufacturers. Included are sides by Cowboy Copas, Delmore Brothers, Hank Locklin, George Jones, T. Texas Tyler, Stanley Brothers and many, many more. A fabulous package for collectors and stations.



Verve V 15029—The rich wit and poignant comments on life that marked Dorothy Parker's work for some 30 years are brilliantly represented on this LP, where the lady of letters reads from her own works. Besides four verses, the set also contains two short stories and a book review. All are packed with the very best of Miss Parker's compassion and humor.

Spiritual

LITTLE RICHARD KING OF THE GOSPEL SINGERS



Mercury SR-60656 (Stereo & Monaural)—The erstwhile rocker who gave it all up for the Lord really means it. This gospel package is a powerful one. It's full of soul, with the chanter obviously having the spirit on him. The arrangements are excellent, comprising slow pieces and contrasting selections with a rolling beat. "It's Real," "Joy, Joy, "Do You Care" are typical.

(Continued on page 24)

**** STRONG SALES POTENTIAL

**** STICK SHIFT

The Duals, Sue LP-2002-The guitar-based instrumental combo has had strong recent action with "Stick Shift," the tune with sound effects of hot rods. That swingin' upbeat blues is included here as the title tune along with "Travelin' Guitars," in which the boys do a blues vocal; "Beach Party," "Runnin' Water," and other strongly teen-slanted items. Set has a good excitement factor for teens.

*** LET IT RIDE! Original Cast. RCA Victor LSO 1064 (Stereo & Monaural)-The George Gobel Broadway musical didn't get rave notices, but it's still running, and the original cast album should pull some sales on the basis of the star's following and its appeal to theater music collectors. The pleasant Livingston-Evans score is handled attractively by Gobel, Paula Stewart, Barbara Nichols and Sam Levine.

*** COCKTAIL TIME

Carmen Cavallaro. Decca DL 74155 (Stereo & Monaural)-"The Poet of the Piano," Carmen Cavallaro, provides a smooth and listenable set of perennials as well as recent hit tunes from Broadway and motion pictures in rewarding stereo sound. Highlights include, "The Second Time Around," "If Ever I Would Leave You," "When I Fall in Love" and "Never On Sunday." It's really good entertainment for any time at all, and the package should move well.

*** DOUBLE EXPOSURE George Romanis and His Ork. Decca DL 714179 (Stereo & Monaural)-Arranger George Romanis is back again with another first-class big band outing. The band is a punching, vital and swinging organization composed of top-flight East Coast jazz play-ers. The arrangements, however, are bound to please almost anyone who delights in the big band sound. Stereo separation is

(Continued on page 24)

The twistingest Twist of 'em all

"The Untouchable Sound"

HIS 9th STRAIGHT SMASH



ONE OF THE LONDON GROUP OF HIT LABELS

539 West 25 St., New York 7, N. Y.



SINGLES REVIEWS

Pop

PAUL ANKA



LOVELAND (Spanka, BMI) (2:47)—THE BELLS AT MY WEDDING (Spanka, BMI) (2:18)—Anka is in good, showmanly vocal form on both sides of this platter. "Loveland" is a rousing, bouncy rocker. Flip is a moving emotional item. Watch both sides.

ABC-Paramount 10279





I'LL FOLLOW YOU (Ahlert-Cromwell, ASCAP) (2:15)— An interesting medium rhythm tune is accorded an effective performance by the group, with standout warbling by the lead singer. Flip is "Gee Oh Gosh" (Just, BMI) (2:26). Laurie 3116

NINO AND THE EBB TIDES



HAPPY GUY (B. L. & H., ASCAP) (2:31)—Nino and the group give a verveful, bright performance on a catchy rocker with a solid beat and effective teen-appeal lyrics. Flip is "Wished I Was Home" (Monument, BMI) (2:20) Mr. Peacock 102



YOU DON'T HAVE TO BE A BABY TO CRY (R.F.D., ASCAP) (1:52) — TILL THE END OF THE WORLD (Southern, ASCAP) (1:38)—Here's a pair of click sides by Joe Barry that could put him right back on the charts. Top side is a swinging rock and roll item; flip is a march-flavored tune with a sound. Smash 1727

BILL BLACK COMBO



MY GIRL JOSEPHINE (Travis, BMI) (2:10)—TWIST-HER (Jec, BMI) (2:02)—The Bill Black combo has two more sock instrumentals here. Top side is the old Fats Domino hit; flip is a twist that fits the current craze.

THE SENSATIONS

THE RESERVE



LET ME IN (Arc-Kae Williams, BMI) (2:50)-The Sensations could have a hit with this bouncy ditty that the girls handle with verve and style. Flip is "Oh Yes I'll Be True" (Arc-Kae Williams, BMI) (2:50). Argo 5405

DON SHIRLEY



DROWN IN MY OWN TEARS (Jay & Cee, BMI) (2:15)— LONESOME ROAD (Mayfair, ASCAP) (2:22)-Shirley turns in fine, colorful piano solo work on the gospelflavored "Drown in My Own Tears." The flip features a smartly styled treatment of the spiritual with interesting double-time rhyhm back-up of Shirley's sock pianistics. Cadence 1408

PATTI PAGE



GO ON HOME (Pamper, BMI) (2:29)—Patti Page is back on a "Tennessee Waltz" type kick here and she comes through with a moving reading of this new weeper. It's one of her best sides in a long time and could take off. Flip is "Too Late to Cry" (Egap, BMI) (2:03).

Mercury 71906

OBREY WILSON



THAT'S WHERE LONESOME LIVES (Cedarwood, rhythmic arrangement, Watch it. (Volunteer, BMI) (1:53)—Obrey Wilson, a young chanter with a strong pair of pipes, turns in an exciting performance on this attractive rockaballad. Good arrangement helps. Flip sacred quality and is quite effective. It is "Whipping Boy" (Hill & Range, BMI) (2:17).

Liberty 55394

JOHNNIE RAY AND TIMI YURO



A MOTHER'S LOVE (Prentice, ASCAP) (2:50)—I BE-LIEVE (Cromwell, ASCAP) (2:22) — A powerful team makes its debut. The thrush has been hot with her first two singles and now she sounds in fine fettle again, paired Spotlighting strings and brass. Colorful prowith Johnnie Ray, just signed by the label. Ray sounds much like his old self. Top side is a solid inspirational item and the flip is a good reprise of Frankie Laine's old hit. Liberty 55400

NINA AND FREDERICK



MARY'S BOY CHILD (Schumann, ASCAP) (2:46)-LITTLE DONKEY (Chappell, ASCAP) (2:38)—The smart and stylish Danish couple have enjoyed a smash in Europe Tender thrushing by the Great Ella on with this calypso carol, which was also a hit there for Julie London's old hit. Prime Jockey wax. Harry Belafonte. It could do very well here. The flip is another softly rendered carol with plenty of appeal. Laurie 3079

(Continued on page 29)

**** STRONG SALES POTENTIAL

JIMMY CLANTON

*** Twist On Little Girl-ACE 641-Exuberant chanting by Clanton on bouncy twist-rhythm ditty with strong teen appeal. Could get action with the twist revival. (Ace, BMI)

*** Wayward Love—Plainive vocalizing by Clanton on effective r.&r. tune, with gospel flavor. (Ace, BMI)

THE DERBY'S

*** A Travelin' Man-SAVOY 1609-Lead chanter has an exciting vocal style, very much in the gospel groove. Jocks will find this a very interesting side, with its BMI)

*** Lead Me On-This side has a contrasts with the flip in style. (Volunteer, BMI)

BENTON AMES AND ORK

*** Love Theme From "El Cid"-VERVE 10246-A big, full sound here on \$ bolero-flavored piece of theme material. It features concerto type piano with a big ork. gramming wax that could move out. (Robbins, ASCAP) (2:36)

*** A Farewell to Arms—There's a big. lush sound here and the melody is a pretty one. This also merits exposure. (Leo Feist, ASCAP) (3:06)

ELLA FITZGERALD

*** Cry Me a River-VERVE 10241-(Saunders, ASCAP) (4:12)

*** Clap Hands! Here Comes Charley! -Cheerful, fast-moving rendition of the (Continued on page 29)



FOR INVENTORY AND PROGRAMMING

TOP LP's BY CATEGORY

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

Title (Label)

litle (Label)	
	(Stereo) Mono Top LP Rank
Male Vocalists	
Paul Anka Sings His Big 15 (AB Paul Anka Sings His Big 15, V	ol. II (ABC)126
Belafonte at Carnegie Hall (R	CA)(9) 20 Great Hits (Mar) 124
Boll Weevil Songs & 11 Other Come Swing With Me (Cap)	(48) 90
Dance Till a Quarter to Three (L	eGrand)101
Bobby Darin Story (Atco) Heavenly (Col)	63
HELL BENT FOR LEATHER (COL) 79
HITS OF THE ROCKIN' 50 Buddy Holly Story (Cor)	
Hymns (Cap)	86
I REMEMBER TOMMY (RE Johnny's Greatest Hits (Col) .	
Jump Up Calypso (RCA)	(25) 8
Let's Twist Again (Park) Moody River (Dot)	
MY KIND OF GIRL (WAR)	88
Nice 'N' Easy (Cap) Portrait of Johnny (Col)	143
JIMMY REED AT CARNEGI	E HALL (V-J) 46
Rick Is 21 (Imp)	103
RUNAROUND SUE (LAURIE	
RYDELL AT THE COPA (CA	
Sinatra Swings (Rep) Sing to Me, Mr. C (RCA)	
Something for Everybody (RCA)	
SONGS OF THE SOARING	
WHOLE LOTTA FRANKIE	(CHAN)89
Female Vocalists	a form or many
All the Way (Dec)	59
JOAN BAEZ, VOL. II (VA	N)125
Basin St. East Proudly Presents A Connie's Greatest Hits (MGM)	Aiss Peggy Lee (Cap). 106
ELLA IN HOLLYWOOD (V	ERVE) 58
Emotions (Dec)	139
'm Glad There is You (Ever) .	74
Judy at Carnegie Hall (Cap) NEVER ON SUNDAY (MG	(25) 16
Roaring 20's (WB)	50
SPECIAL DELIVERY (RCA) THIS LITTLE BOY OF MINE	(EVED) 142
Timi Yuro (Lib)	141
Duos and Groups	
COLORFUL VENTURES (E	NOITS 04
Encore of Golden Hits (Mer)	42
Four Preps on Campus (Cap)	
Goin' Places (Cap) Here We Go Again (Cap)	119
HIGHWAYMEN (UA)	68
Kingston Trio (Cap) ● KINGSTON TRIO CLOSE	
Limeliters (Elektra)	66
 SLIGHTLY FABULOUS LIMI 	
Tonight in Person (RCA)	138
Tonight in Person (RCA) Ventures, The (Dolt)	138
Tonight in Person (RCA) Ventures, The (Dolt) Choruses	138
Tonight in Person (RCA) Ventures, The (Dolt) Choruses Fireside Sing Along With Mitch Folk Song Sing Along With Mit	(Col)
Tonight in Person (RCA) Ventures, The (Dolt) Choruses Fireside Sing Along With Mitch Folk Song Sing Along With Mit Happy Times Sing Along With	(Col)
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Mood and Dance

Calcutta (Dot)(26) 31

DANCING IN WONDERLAND (DEC)...... 92

Ebb Tide & Other Instrumental Favorites (Dec) .(24) 27

() Positions in parenthesis Indicate relative sales strength of storeo LP's

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Provocative Percussion, Vol. 1 (Com)	Provocative Percussion, Vol. 1 (Com)	PERCUSSION OOM PAH (LON)(47)	
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Slay Leads Circle of 9 Milwaukee Breaks

MILWAUKEE — Nine new singles broke out here this week with a number of last week's "break-outs" also continuing to chalk up strong store sales.

chalk up strong store sales.

Frank Slay's "Flying Circle" was the most unusual, reversing the usual Milwaukee-to-Chicago pattern. The tune got initial response in Chicago last week and is now showing up well in Milwaukee.

Other break-outs include: "Nein Nein Fraulein" by Cathy Carr on Smash (a natural for this beer and sausage capital).

(Stereo) Mono

"Preview of Paradise" Adam Wade on Coed and "Turn Around Look at Me," by Glen Campbell on Crest; "The Wanderer" by Dion on Laurie hit, as did "Somewhere Along the Way" by Steve Lawrence on UA.

Also breaking were "Motorcycle," by Tico and the Triumphs on Amy, "Tonight" by Jay and the Americans on Am-Par and "Walkin' Back to Happiness" sung by the English thrush Helen Shapiro on Capitol.

The Shapiro tune is just starting to get air play in Chicago and some initial action in store sales. Another Milwaukee - to - Chicago break could be in the offing here.

Last Week

Some of the previous week's picks that were continuing to sell well; "Dreamy Eyes," Johnny Tillotson; "I'll Never Stop Wanting You," Bryan Hyland, and "Roses of Picardy," Buddy Greco.

Big sellers in the area, already well established on BMW's charts, were "Lion Sleeps Tonight," Tokens; "Little Altar Boy," Vic Dana; "Your Ma Said . . ." Kenny Dino; "When I Fall," Lettermen (also strong in Chicago and getting good action at deejay hops) and "When the Boy," Connie Francis, and Jimmy Elledge's "Funny How Time Slips Away" on Victor.

Minneapolis-St. Paul Rolling Seven Again

MINNEAPOLIS — The Twin Cities continued to be the big hit-breaking center for the Midwest last week with seven new singles showing up strong in store sales.

Sue Thompson's "Norman" on Hickory and the Pilots' "Flying Blue Angels" on Coed were the the strongest of the new merchandise. Both were also picked by Lou Riegert, KDWB, big hitplaying outlet in the Twin Cities, as well as a number of other deejays.

The Pilot's tune has been out about two months but is just now starting to take off. The Thompson tune is about two weeks old. It started with the flip side (a ballad) but has switched to the "Norman" side.

Picked

"Unsquare Dance" with Dave Brubeck on Columbia showed up strong in store sales and is also picked as a tune to watch by WCCO's Mimi Baasen. "My Special Boy" by Carol Conners also is strong.

Other breaking tunes include "Lonesome Number One," Don Gibson; "The Waltz You Saved for Me," Ferlin Husky, and "Revenge" with Brook Benton.

A number of older tunes were also getting strong reaction: "Fly by Night" Tony Williams (flip is "Danny Boy"); Bryan Hyland's "Night I Cried" broke out two weeks ago but has yet to hit the charts; "It Do Me So Good" Ann-Margret, also broke a couple of weeks ago but didn't hit charts; "Losing Your Love" Jim Reeves, on and off BMW's charts but again getting good sales action (picked as a comer by WCCO).

Business
Business in the Twin Cities is strong and indications are it will get better when the Christmas

buying begins. Most radio stations

LA: Cannon's 'Gal'

HOLLYWOOD—Strongest new record here this week was "For Me and My Gal" by Freddie Cannon on Swan. Another disk starting to get action was Ali Aleong's "Trade Winds" on the Reprise label. Sales were Brisk on both singles and LP's according to dealers here. New LP's to emerge in the sales forefront include Chubby Checker's "For Twisters Only" (Parkay), Dave Brubeck's "Time Out" on Columbia, and "Midnight special" on Blue Note.

plan to start their Christmas music programming after Thanksgiving which should spur interest in the holiday merchandise.

Strongest selling tune in Minneapolis-St. Paul last week—and probably the entire Midwest—was "The Lion Sleeps Tonight" by the Tokens. Every store surveyed by BMW listed it as their big tune with virtually every radio station placing it at or near the top of their pop tune sheets. A steady climber on BMW's sheets for the past several weeks, the tune is being picked by the trade to go all the way.

Other strong Twin Cities sellers, already well entrenched on BMW's charts were: "The Gypsy Rover," Highwaymen; "Commanchero," Claude King; "It Will Stand," Showmen; "Little Alter Boy," Vic Dana (picked several weeks ago); "There's No Other," Crystals; "Tonight," Eddie Fisher (also tabbed as a comer by WCCO); "When the Boy in Your Arms," Connie Francis (picked recently by BMW); "Your Ma Said . . ." by Kenny Dino.

WCCO was also picking "Cotton Fields" by the Highwaymen, and "I Want to Thank You," Bobby Rydell; "The Seine," Four Preps, and "Good Earth," Eddie Heywood.



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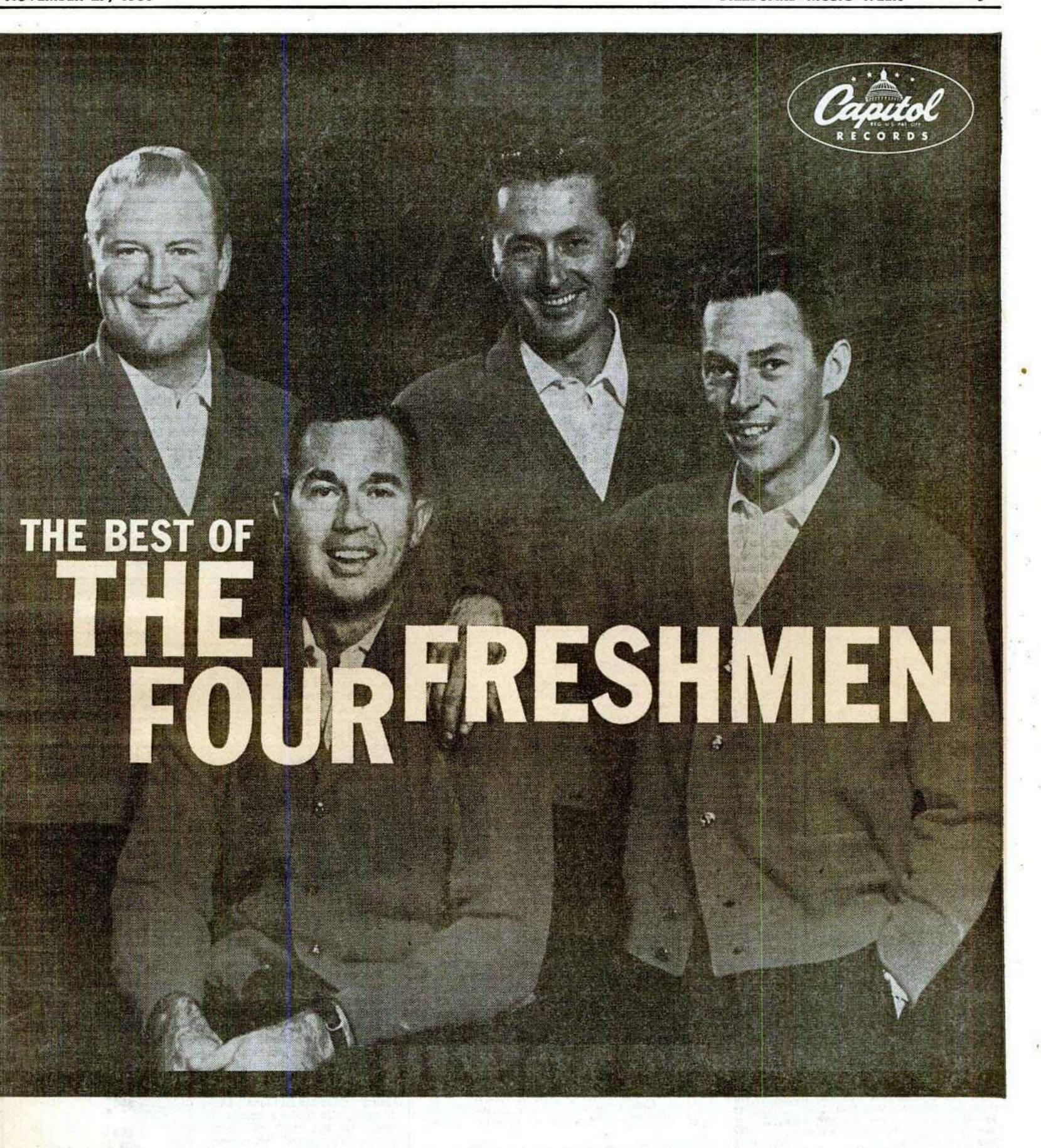
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- CAD 1609-BYE BYE LOVE WAKE UP LITTLE SUSIE-The Everly Brothers
- CAD 1610-HAWAIIAN WEDDING SONG LONELY STREET-Andy Williams
- CAD 1611-('TIL) I KISSED YOU LET IT BE ME-The Everly Brothers
- CAD 1612-POETRY IN MOTION WITHOUT YOU. Johnny Tillotson



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See Brown Move in D. C.

WASHINGTON - Maxine Brown's "After All We've Been Through" on ABC was best seller among the new non-chart climbers here last week, in the wake of a New York breakout the previous week. Ike and Tina Turner's "Poor Fool," on Sue, which hit the chart at No. 95 this week, also made a good showing.

Favorites, and big sellers among the lower-rung chart tunes, were "A Certain Girl," by Ernie K-Doe Minit; "I Know," by Barbara George on AFO, and "The Lion Sleeps Tonight," by the Tokens on RCA, all having been previous breakout tunes here. The "Lion" is finally getting the red carpet treatment by local radio with heavy play.

"Three Steps From the Altar," by Shep and the Limelites on Hull, and "Everybody's Gotta Pay Some Dues," by the Miracles on Tamla, will hit new plateaus on the charts if Washington sales are an indication. "Greetings," by

No Balto. **Breakouts**

BALTIMORE—Holiday selling was just beginning to swing here last week, producing no breakouts but showing extra good action on chart newcomers "Town Without Pity," by Gene Pitney on Musicor; "Walkin' With My Angel," by Bobby Vee on Liberty," and "Well, I Told You," by the Chantels on Carlton. The Tokens' "Lion" was still top cat among the chart-climbers, and Chubby Checker's "Let's Twist Again" was pacing it. Loudermilk's "Lancustomers.

dealers remembering last winter's kidding who?" sales' chill during the blizzards, Monday (20).

"Running Out of Kisses," by 49 cents,

minutes of twist rhythms." Hawaii."

the Valadiers on Miracle, is a Washington favorite, and "Never, Never," by the Jive Five on Beltone, is beginning to catch on here. Gene Pitney's "Town Without Pity" is selling well.

Washington dealers are still teetering on the edge of the big holiday sales, but are not quite over the hump. Most figured on the big spurt starting during the Thanksgiving weekend. Also, this staid government town showed signs of finally latching onto the twist in a big way: the Chubby Checker singles and albums, old and new, had boom sales.

"Love Bound," by the Universals, was reported by one dealer to be among his top sellers. Another dealer was making "very good sales" with "My Willow Tree," by Chuck Jackson on Wand: "For the Love of Mike," by the Impalas on Checker, and "Letter Full of Tears," by Gladys Knight on Fury.

Irving Music reports holiday selling has already started with them, and salesman Cal Hackett says new LP's selling well there are Jimmy Smith's "Midnight Special" on Blue Note, and Horace Silver Quintet's "At the Village Gate." The Smith album was also a big seller at Quality Music store. Todd's Music Department downtown was making its best album sales with the solid senders: Elvis in Hawaii, Judy at Carnegie Hall, Gloria Lynn and, naturally -those twisting twisters.

Protect Retailers

Continued from page 2

need of record clubs to have a peg on which to hang their money-saving offers. Now, however, with guage of Love" on RCA was the retail discount situation what getting across strongly with the it is, the \$3.98-\$4.98 value concept has become virtually fictional, with Stores with downtown and sub- pop hit LP's going for as little as urban branches reported their sub- \$1.39. With the public constantly urban outlets were lagging a bit being educated to such prices behind downtown, but were ex- through extensive newspaper adpecting to get into the holiday vertising, it no longer is approprisales orbit on the Thanksgiving ate, say the experts, to compare a weekend. A flurry of early snow club offer to a \$3.98 value. This in this area brought dismayed feeling is boiled down in the words groans of "Not again!" from of one tradester, to simply, "Who's

Yet another factor of Victor's inbut skies were clear again last terest in price problems is its recent move to reactivate its old A new face in Baltimore was Groove label at a singles price of

Chuck Foote, which one dealer In line with reducing costs to reported was having a real sales the point where a new lower level of prices might be permitted, it can Newer albums clicking here be noted that pressing prices have were James Baez's "Folk Songs, undergone slight recent decreases. Vol. II" on Vanguard, and the On another front, it is no news new Dion LP of "Runaround that a number of companies have Sue." A spurt in the new Ray made moves toward consolidation Charles album was attributed by of distributing facilities, by elimione dealer to a stretch of "seven nating some expensive branches and maintaining only small office Steadiest album sales are still the space for sales personnel in some show-tune LP's and Elvis' "Blue key areas and serving these sectors from other depots.

RILLECATE

EASY LISTENING

TITLE, ARTIST, LABEL 1 BIG BAD JOHN, Jimmy Dean, Columbia 42175..... 3 CRAZY, Patsy Cline, Decca 31317..... 2 TONIGHT, Ferrante and Teicher, United Artists 373...... 5 MOON RIVER, Jerry Butler, Vee Jay 405.....

8 SEPTEMBER IN THE RAIN, Dinah Washington, Mercury 71876.....

6 JUST OUT OF REACH (of My Two Open Arms), Solomon Burke, Atlantic 2114...

7 MOON RIVER, Henry Mancini, RCA Victor 7916......

4 SAD MOVIES (Make Me Cry), Sue Thompson, Hickory 1153..... (9) 13 SMILE, Timi Yuro, Liberty 55375.....

(10) 11 UP A LAZY RIVER, SI Zentner, Liberty 55374.....

- WHEN THE BOY IN YOUR ARMS, Connie Francis, MGM 13051.....

- WHEN I FALL IN LOVE, Lettermen, Capitol 4658.....

(13) 14 TONIGHT, Eddie Fisher, Seven Arts 719.....

(14) 15 TAKE FIVE, Dave Brubeck, Columbia 41479......

(15) 19 GYPSY ROVER, Highwaymen, United Artists 370.....

(16) 17 JOHNNY WILL, Pat Boone, Dot 16284.....

18 DANNY BOY, Andy Williams, Columbia 42199.....

10 BRIDGE OF LOVE, Joe Dowell, Smash 1717.....

9 THE WAY YOU LOOK TONIGHT, Lettermen, Capitol 4586.....

12 I'LL BE SEEING YOU, Frank Sinatra, Reprise 20023

Cleveland Hit By Twisters

CLEVELAND—This market is twisting like many others with Chubby Checker's two singles, "The Twist" and "Let's Twist Again," and Joey Dee's "Peppermint Twist" all selling well. All of these are on BMW's "Hot 100" chart in strong positions. The Carlton "Peppermint Twist" by Danny Peppermint is also moving well here as are the Roulette and Parkway Twist LP's. "Little Altar Boy" by Vic Dana on Dolton came in with strong sales this week for the first time. It is No. 99 on the "Hot 100" chart this week). "Moon River" singles by both Jerry Butler and Henry Mancini are doing exceptionally well this week with the flick playing downtown. Mancini's LP, "Breakfast at Tiffany's," No. 13 on

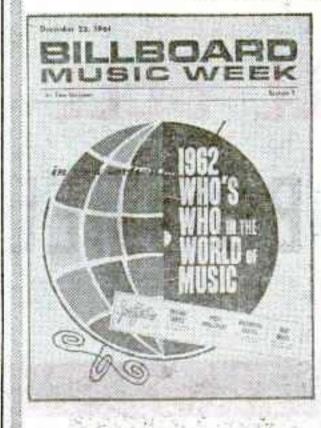
Houston Searchin

HOUSTON - Jack Eubank "Searchin' " on Monument, no No. 91 on the "Hot 100" emerge as the strongest selling singl in this area last week. A ne "Peppermint Twist" is twisting into this market, according scattered reports, as recorded l the Twisters on the Dual labe On the LP front, Jimmy Dean "Big Bad John" package on Co lumbia is showing the stronge sales potential among the ne album releases.

BMW's Top LP chart, is also sell ing very strongly here.

Dealers expressed good feeling about both singles and LP sale and particularly the early sta on Christmas LP merchandis "We bought it early, put it ou and it's moving nicely," dealer declared.

Coming in December



RECORD LABELS

and Their Top Records Around the World

MUSIC **PUBLISHERS**

and Their Song Hits Around the World

RECORDING ARTISTS

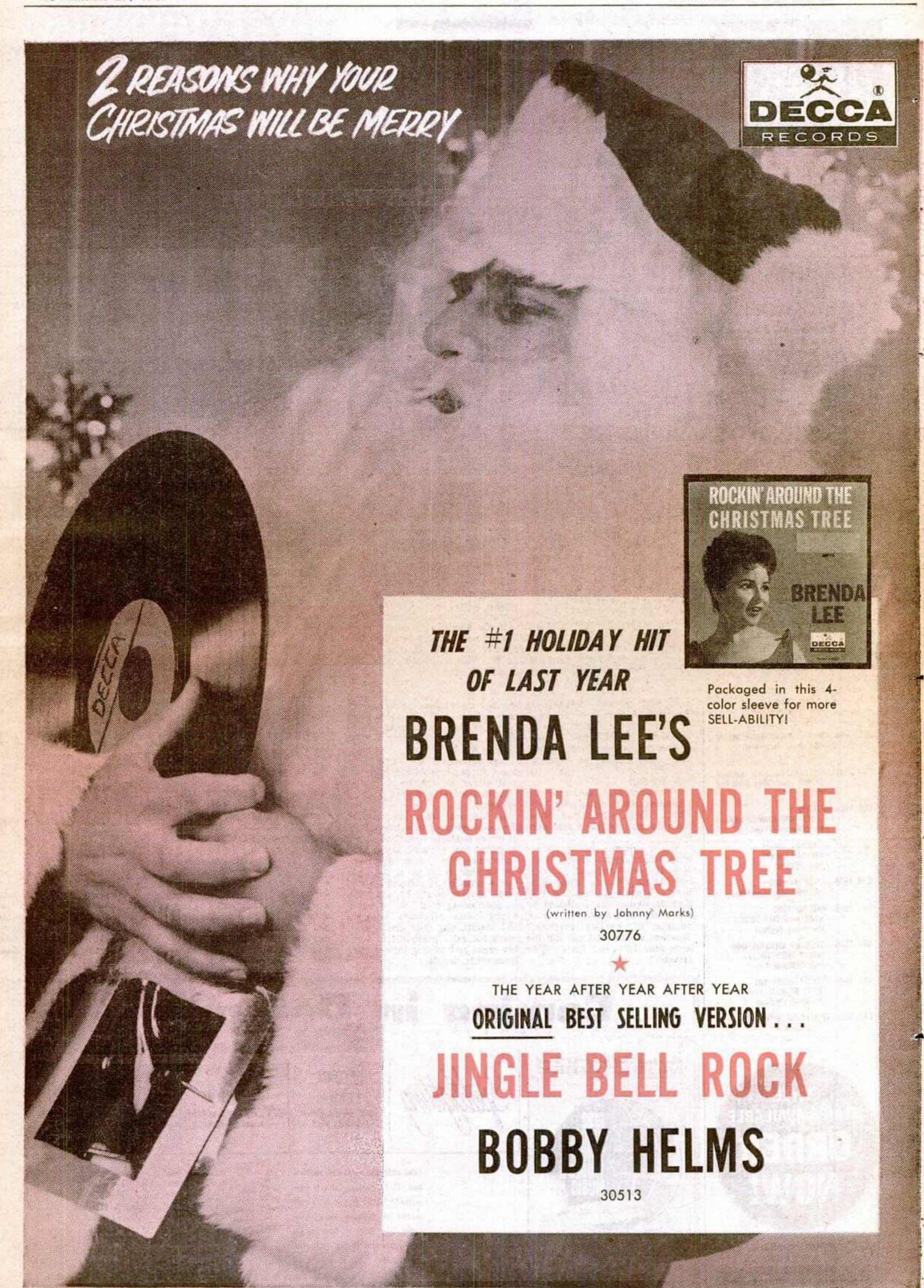
and Their Record Winners Around the World

JUKE BOXES

-Products and Prospects Around the World

Total estimated world-wide distribuflon, 26,175 copies. This is comprised of 21,175 regular every-week readers of Billboard Music Week (more than fwice as many as the next publication in the field), plus approximately 5,000 promotional copies.

To place your advertising order, or for further information, contact your regular Billboard office: NEW YORK, 1564 Broadway — PLaza 7-2800: CHICAGO, 188 Randolph-CEntral 6-9818: HOLLYWOOD, 1520 N. Gower-Hollywood 9-5831. In Britain & West Europe: Arthur Rosett, 31 Devonshire Pl., London W.1. England-WElbeck 0356.



Stereo FM Programming Should Aid Dealer Sales

NEW YORK — Stereo radios, Friendly Frost station WTFM, the country's first 24-hour-a-day FM stereo outlet.

'Lion's Roar' in Quiet Settlement

NEW YORK-In an amicable settlement with publisher Howie Richmond, cleffers Hugo Peretti, Luigi Creator and George Weiss have waived their publishing rights in the song, "The Lion Sleeps To-night," to Richmond's Folkways firm.

The tune, now getting action via a recording by the Tokens on RCA Victor, had been credited to Token Music. The writers thought their version was based upon public domain material but in reality it infringed upon a melody line which is a Folkways copyright, namely, "Wim-O-Weh."

Under the arrangement with Richmond, the three writers will participate in the song's earnings via royalties, performance credits,

Folkways, through agreement with the aforementioned writers, will shortly issue a new publication of the song, making use of the material used in the current "The Lion Sleeps Tonight." Richmond and the writers — is of particular interest to today's music business inasmuch as so much recorded maweial derives from folk origins. The chief point at issue in many of these instances is this: whereas it is not possible to copyright a public domain song, one can copyright and protect original material created for a public domain song.

Plays the Big Hits."

later Les Brown.

Alexander.

The station, which went on the phonograph and record sales here air last Saturday (25), provided may show a sharp increase more than 2,000 retailers of FM shortly, as the result of extensive stereo sets with special merchanmerchandising and promotion on dising kits, including window the dealer level by the new streamers inviting the public to come in and hear stereo broadcasts by WTFM at any hour of

Contrary to some broadcasters' complaints that set manufacturers aren't supporting FM stereo, WTFM kicked off Saturday with Admiral, DuMont, Emerson, General Electric, Grundig Majestic, Motorola, Philco, Pilot, H. H. Scott, Stromberg Carlson, Westinghouse and Zenith as regular advertisers.

Advertising Support

The station has its own dealersupport advertising program running in local newspapers. To further insure dealer support, Board Chairman Gerald O. Kaye has "pledged that the Friendly Frost name will not be mentioned over WTFM, because we want the station to belong to all dealers." Even Friendly, Frost's new Volare Sound Salon, which is housed with WTFM studios at the new Sound Center, will not be ballyhooed on the air.

"It is far more important to us," said Kaye, "to work with all segments of the industry, to create a radiation of sales of FM stereo sets which will bring them into as many homes in the nation as possible. Realistically, we know that Friendly Frost Stores will get their fair share of the rising volume of business which will

The salon was named Volare in keeping with the continental programming theme of WTFM. In addition to musical programming (culled from a library of 50,000 stereo selections), the outlet is featuring taped-broadcasts

SI ZENTNER

erty Records is Si Zentner,

whose Hollywood orchestra has

become one of the nation's hot-

test dance bands in the past

year. Last December, Zentner's

was voted the most promising

band by America's disk jockeys

in BMW's annual D.J. Poll, and

since that time he has become

increasingly successful. The tal-

ented trombonist and band

leader is presently scoring well

on the Hot 100 with a socko

Recording exclusively for Lib-

ARTISTS' BIOGRAPHIES

For your programming use, here are pertinent facts about hot disk artists. It clipped and pasted

single version of "Up the Lazy River." The Zentner band is also

on the violin. He was concertmaster of the school band at a

Brooklyn high school, and the trombone star also led his own

dance orchestra at school functions and local gatherings. While

still in his teens, Zentner played mountain resorts with such stars-

to-be as Danny Kaye and Sid Caesar, and soon after became first

trombonist with the late Jimmy Dorsey, then Harry James and

trombone chair in the MGM studios orchestra. His solos could

be heard backing such top vocal names as Frank Sinatra, Bing

Crosby and Dinah Shore on many of their recordings. A little

over a year ago, Zentner decided the time was ripe for a big

band specializing in smooth dance music and organized his own

orchestra. The group's numerous personal appearances across

the country were quite successful. The Si Zentner Orchestra is

currently making its debut New York appearance at the Hotel

Roosevelt. To aid him in his fast-rising career, Zentner recently

signed an exclusive management contract with veteras Willard

A few years ago Zentner hit Hollywood and held the lead

Zentner began his musical career at the age of 4 as a prodigy

garnering much action with their latest LP tagged "The Big Band

on 3 by 5 cards, these biographies will help you build a convenient file of such data.

(Continued on page 31)

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

What are a woman's chances today of entering local radio as a disk jockey and what are the primary requisites for her success?

THE ANSWERS

DOTTY ABBOTT WHER, MEMPHIS

Depending largely on the market, her chances today are better



than at any time in the past. In many areas women have proven to be highly effective air salesmen. When she abandons the breathless, sexy sound for the sincere approach, she graduates into

the realm of serious radio. Above average intelligence and a sense of humor are excellent qualifications and a pleasant, pretty voice is an added asset.

CANDY LEE WBWC, Berea, O.

I believe that a woman's chances are quite good considering she has talent, personal-

ity and a lot of perseverance. She will meet up with opposition from the male population who believe that the woman's place is in the home! My advice is to just keep trying, and keep in



mind always that "if at first you don't succeed-try, try again!"

JANIE JOPLIN WHER, Memphis

Because it's the women of America who hold those important purse



strings, and because women prefer to buy from women, radio managers are using more and more feminine voices on the airways! Girl announcers need pleasing voices of course. The first requirement for

success, though, is a warm, friendly voice, rather than the old fashioned professional sound. She needs wit and plenty of common sense.

NEW YORK-Capitol Records announced plans last week to go through with the cast recording of the Broadway musical, "Kwamina." The show, which has an African locale, closed Saturday (18) after a run of only a few weeks.

Despite this fact, Capitol executives feel the musical score, by itself, is top grade, with critical comment by reviewers at the time of the show's opening bearing them out. The recording was done at Capitol's 46th Street studio here I Feel Good, Shirley & Lee, Aladdin last week. Since I Met You, Baby, L. J. Hunter, Atlantic

VOX JOX

By JUNE BUNDY

LP GIMMIX: Paul Coburn, music director-deejay. KWIC, Salt Lake City, is featuring a "Barrel of Albums" stunt on his morning show. Listeners are invited to write in LP requests. The requests are put in a barrel, and Coburn draws out one each day for spinning guidance. At the same time he reads the reason the dialer likes that particular package and sends him or her a copy of the album. On Saturdays the jock features a different LP every hour for six hours. In all, Coburn spotlights 11 different albums per week. "We are the original 'good music' album station for the Mountain West," he writes, "and have received many good comments on this album feature."

CANADIAN GAB: "Red" Robinson, CKWX, Vancouver, B. C., Canada, writes, anent Mel Torme's recent nitery appearance in that city, "Mel refused to be interviewed by disk jockeys from a 'format' station. A local newspaper quoted him as saying that disk jockeys of local stations are prostituting rock and roll garbage, and that he won't lend himself to this type of radio. He said he would gladly talk to anyone else but not rock and roll station jockeys." . . . Another Canadian broadcaster Lou F. Tomasi, production manager of CJSP, Leamington, Ont., is a proud papa this month-his third boy.

CHANGE OF THEME: Ray Kline, deejay at WITE, Brazil, Ind., has been named program director at that outlet. . . . Doug Mackinnon, all-night man at KIOA, Des Moines, Ia., for the past four years, has moved into the 6:30-10 a.m. time slot. . . . Don Hedges is the new manager of KISN, Portland, Ore. . . . Ray Court is new host on the 7-10 p.m. show at KING, Seattle. . . . Grady Edney, national program director Storer Broadcasting Company-Radio, and Clude C. McClymonds, Storer's manager of special services, have been elected veepees.

Richard Ward Fatherley, formerly with WABC, New York, has joined WICC, Bridgeport, Conn. . . . The following staff promotions were made at WIMA, Charleston, S. C.: George Wilson, executive operations manager; Doug Randall, program director; Bobby Dee, production director, and Lee Simms, public service director. . . . Joe Murray has resigned as co-director of the music department at WLEE, Richmond. Gene Loving, heretofore co-director with Murray, is now director of music for the station.

Johnny Fairchild is now doing his TV Dance Parties and record hop shows at KROD-TV, El Paso, Tex., and needs wax. ... New jock line-up at WJAC, Johnstown, Pa., is as follows: Frank Dell, 5:30-10 a.m.; Mike Croft, 10 a.m.-noon and 2-5 p.m.; Bob Kopler, 12:15-2 p.m. and 5-8 p.m., and Don Richards, 8 p.m.-1:30 a.m. Kopler notes: "We at WIAC were pleased to hear of the definite trend toward moderate music, big bands and increased news coverage. (See BMW, November 13.) WJAC has maintained this policy for many years with both audience and sponsor satisfaction."

Richard Campbell, formerly program director at WDVA, Danville, Va., has succeeded Emerson J. Prylor as general manager of that outlet. Jeff Waugh, heretofore continuity director of WDVA, has assumed the additional duties of p.d. . . . Jeff Diamond is now spinning "town and country music" at KTLW, Texas City, Tex., from 5 to 6:30 a.m. . . . Jim O'Neill, KRLA. Los Angeles, has changed from the 3-6 p.m. time period to the 6-9 p.m. evening seg. . . . Mel (Morning Mayor) Phillips, ex-WKKO, Cape Canaveral, Fla., has moved into the early-morning slot at WKDA, Nash-

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 DECEMBER 1, 1956

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

POP-10 Years Ago DECEMBER 1, 1951

- 1. Cold, Cold Heart, T. Bennett, Columbia 2. Because of You, T. Bannett, Columbia
- 3. Sin, E. Howard, Mercury
- 4. Jalousie (Jealousy), F. Laine, Columbia 5. Sin, Four Aces-A. Alberts, Victoria
- 6. Undecided, Ames Brothers, L. Brown, Coral
- 7. I Get Ideas, T. Martin, RCA Victor
- 8. Down Yonder, Del Wood, Tennessee 9. Sin, S. Churchill, RCA Victor
- 10. Domino, T. Martin, RCA Victor

RHYTHM & BLUES-5 Years Ago-DECEMBER 1, 1956

Blueberry Hill, F. Domino, Imperial Slow Walk, S. Austin, Mercury Oh, What a Hight, Dels, Vee Jay Love Me Tender, E. Presley, RCA Victor

In the Still of the Night, Satins, Ember On My Word of Honor, B. B. King, RPM Whatcha Gonna Do When Your Baby Leaves You!, C. Willis, Atlantic Slow Walk, B. Doggett, King

Copyrighted material



New York ARD Meeting Seeks Fold Hartford Answers to Trade Sore Points Decca Branch

Continued from page 3

boycott, but by the dispensing of information as to the unfair practices that certain manufacturers and distributors follow and the assumption that the record dealer has enough intelligence to make the right decision himself."

Gensler also noted various aims of the group as follows: (1) To obtain industry-wide agreement not to cut out merchandise without prior warning, (2) to win industry approval of a more realistic pricing plan, (3) formulation of a plan under which bonus stamps from food outfits, and cigaret firms, would be redeemable at record stores, and (4) establishment of a more realstic 5 per cent return and guaranteed sale policy.

Air Gripes

Following his talk, Gensler threw the meeting open for general discussion of gripes and what to do about them. At this point, there were a continuing series of state-ments from various firebrands re-War Spreads garding the necessity of "cleaning up the mess," the fact that "the barn is on fire now, not tomorrow, and catastrophe is coming shortly," and attacks on "some big firms who have gone direct to Hollywood to get their records." This was believed to be a vague reference to the fact that some of the bigger discount stores may be dealing with manufacturers direct

Macy's Opening Language Center

NEW YORK - R. H. Macy, leading department store here, has launched an educational and language disk center. The center. which is being serviced by Melody Record supply Company, a local distributor, will be tested for 13 weeks. If the effort is successful, centers in other Macy stores and in other major department stores are also planned.

The department in Macy's will have as participants, the Conversaphone Institute, Folkways Records, phone Institute. Among the offersecond through seventh grade levels; great literature narrated by nents; typing stenography.

ing together. The latter was ex- rather than through distributors plained as "not as an organized thereby supposedly getting a lower

Another concrete decision called for the establishment of a newsletter to all member dealers in the New York and New Jersey area, to be dispatched at least once a month. The newsletter will contain all the latest information on special deals being made available from any local distributors to any member dealers. Thus every dealer would have a chance to pitch for the same deal. Other timely information on local and area conditions and news would be phoned in to "supermarkets, gas companies, dog the newsletter editor who would publish the material in the sheet.

> At the conclusion of the session, another meeting was scheduled for January.

Distrib Price

on singles, is continuing, (Billboard Music Week, November 2.) Two weeks ago, essex Distributors offered 10 of its best-selling singles to dealers at the price of 53 cents every you are anyway." each, or 7 cents less than the usual dealer price of 60 cents. Apex-Martin Distributors followed suit with a five-record offer. This ver, Oklahoma City and now Hartweek Essex offered 10 more records at the special 53-cent price, some of them offered previously, others being new ones.

Apex-Martin did not follow the Essex lead again last week—but a Hi-Fi House, FM number of other distributors did. All State, which handles such labels as MGM, Mercury, Kapp, London Pulls Mpls. Crowd and United Artists here, offered a number of hot singles to dealers at 51 cents each, as long as the dealer ordered a minimum of 50 pieces. And the RCA Victor distributor in town offered its singles at an additional 5 per cent discount.

Dealers were not displeased with offers of strong singles at discount prices since it gave them a break Instant Learning Records, Living when they discounted the retail Language Records and the Lingua- price of singles, as a number of outlets are doing here these days. ings will be basic and advanced The reason for the lower wholesale courses in 35 languages, for both price to dealers by the Newark children and adults; spelling for distributors is reportedly in retaliation for the special price offered by one distributor in town, as well well-known actors and educators; as transshippers sending merchanbasic English for foreign-speaking dise into Newark from outlying people; speech improvement; eth- areas. Whatever the reason dealers nic customs from various conti- are pleased that for once they are getting a break.

NEW YORK - A consolidation of distribution operations, noted frequently in recent months, continued a factor last week when the imminent closing of Decca's Hartford branch became known.

The Hartford move is another step in a process begun several years ago by Decca, in which branches with expensive warehouse facilities as well as sales staffs, came to be replaced with one or more resident salesmen in a given market, with product service by overnight shipment from a branch maintained in another area.

Commenting on the latest move, Decca Vice-President of Sales, Svd Goldberg, said: "We're in a progressive business. Today the LP has become the dominant factor and there is little of the fast counter trade in LP's which is so much a part of the singles business. LP's generally don't have the overnight hit quality and they don't require immediate service. If they are received the next day after an NEWARK, N. J. — The price order is placed, that's plenty of war, which erupted here last week time. That is why having many factory warehouse outlets is no longer essential. If your have a singles hit, they'll find you where-

In a little over a year, Decca has closed branches in Salt Lake City, Louisville, Pittsburgh, Denford. A rumor regarding the possible closing of the Boston branch was stoutly denied by Goldberg.

MINNEAPOLIS — Visitors to the recent Northwest Hi-Fi Stereo and Music Show found the equivalent of a 24-room house in the center of the Auditorium main floor.

The 16-by-24-foot rooms were specially constructed to offer exhibitors of audio equipment, television sets, pianos, organs and other musical equipment ideal conditions in which to demonstrate their products. In addition, there were exhibits surrounding the interior walls of the Auditorium and in the entrance corridors. These displayed non-audio equipment, cabinets, records, tape recorders and other audio component parts.

First demonstration of stereo FM radio in the Upper Midwest was a feature of the show. WAYL-TV, Minneapolis, which went on the air in stereo Monday (13), broadcasting directly from the show.

H. R. Letzter Named Hammond Sales Mgr.

CHICAGO — H. R. Letzter, formerly vice-president and general sales manager for Webcor here, was named national sales manager of Hammond Organ Company recently.

Announcement came from Stanley M. Sorenson, president, who said that Letzter will be responsible within the U. S. for implementation by dealers of the Hammond Organ merchandising program, for the organization of national distribution and for the activities of all district representatives.

Letzter had been with Webcor since 1948. During World War II, he was a major in the Air Force. He resides in Bensenville, Ill.

BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

The percentage figure shown for each brand is its share of the total number of weighted points derived from all dealer responses. Point tabulations are based on the rank order of manufactuerers' 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 LISTINGS BETWEEN \$301 AND \$400

Position This Issue	Position 8/28/61 Issue	Brand % of Total
1	1	Magnavox
2	2	Stromberg-Carlson12.2
2	7	Fisher12.2
4		RCA Victor 9.0
5		Curtis-Mathes 8.5
6	3	Pilot 5.3
6	_	Grundig-Majestic 5.3
6	-	Capehart
9	6	Webcor 4.8
		Others 8.1

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.

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

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

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

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

90TH FLOOR RECORDS—Expires December 1, 1961. Started October 30, 1961. Dealers are offered a 10 per cent discount on complete catalog.

ABC-PARAMOUNT-Expires December 15, 1961. Started July 17, 1961. Fall-Winter LP Program. Distribs are offered 121/2 per cent discount on all LP purchases. Program covers complete catalogs and new releases, including Christmas packages, on ABC-Paramount, Impulse and Chancellor labels.

ARGO—Expires December 15, 1961. Started November 6, 1961. Stocking Plan. One free LP for every six purchased on the entire Argo catalog, including two new releases. Available through distributor,

PRESTIGE—Expires December 15, 1961. Started November 4, 1961. Buy seven LP's and receive one LP free. Plan is on entire 7000 series.

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

CAPITOL—Expires December 22, 1961. Started October 30, 1961. Special sales program. Dealers are offered up to two free LP's for every 10 LP's purchased of 18 of the label's Original Broadway Cast and Movie Soundtrack albums. See page 20, November 13 issue, for details,

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

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

STARDAY—Expires December 31, 1961. Started November 8, 1961. Country Music Hall of Fame Sale. Through distribs, dealers are offered one free "Hall of Fame" album on each five ordered. Same deal applies to three other double-pocket albums: "Country Music Spectacular," "More Country Music Spectacular," "More Country Music Spectacular."

PARKWAY—Limited offer. Started November 13, 1961. Fifteen per cent cash discount on the Chubby Checker LP, "Your Twist Party," available through distributors.

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

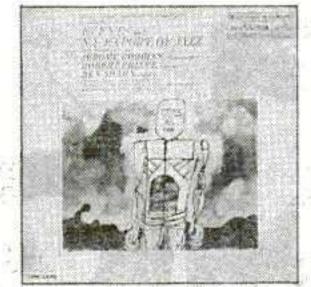
MONITOR—No expiration date. Started June 19, 1961. Five LP's are specially priced to the consumer at \$1.98. Soviet Army Chorus and Band, Vol. 4; Beethoven Piano Concerto No. 4 in G, Gilels, piano; Beethoven Piano Concerto No. 5 in E Flat Major, Gilels, piano; Bach Concerto No. 1 in D Minor; Leonid Kogan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

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.

ALBUM COVER OF THE WEEK



NEW FOLKS-Various Artists, Vanguard VRS-9096. An attractively designed cover by Jules Halfant in shades of orange and mustard. Photo insets of the talent are in black and white. Good display material.



MUSIC EXTRACTS FROM JEROME ROBBINS' "BALLETS: U. S. A."-RCA Victor LPM-LSP 2435. The eyecatching modern cover painting, set on a white background, is from Ben Shahn's set designs for Robbins' ballet, "Events." Top item for display.

A Wale

To Get Your
HOLIDAY SALES
Out of the
Doghouse

Here's a NEW
CHRISTIMAS
Hit by

WILBURNI BROILERS



31333

BUSECRER HITS OF THE WORLD



Europe

BRITAIN

Week Week

This Last

1 HIS LATEST FLAME-Elvis Presley (RCA) Aberbach 2 TAKE GOOD CARE OF MY BABY-Bobby Vee (London)-

Nevins Kirchner 3 11 TOWER OF STRENGTH-Frankie Vaughn (Philips)-Chappell

BIG BAD JOHN-Jimmy Dean (Philips)-Acuff-Rose

MOON RIVER-Danny Williams (HMV)—Chappell

WALKING BACK TO HAPPINESS-Helen Shapiro (Columbia)—Filmusic THE TIME HAS COME-

Adam Faith (Parlophone)-Essex TAKE FIVE-Dave Brubeck

(Fontana)-Burlington Music 17 MIDNIGHT IN MOSCOW-Kenny Ball (Pye)-Tyler

THE SAVAGES-Shadows (Columbia)—Harms-Witmark 10 RUNAROUND SUE-Dion

(Top Rank)-Dominion GIRL IN YOUR ARMS-Cliff Richard (Columbia)-Leeds SUCO SUCO-Laurie Johnson (Pye)-Peter Maurice

HIT THE ROAD JACK-Ray Charles (HMV)-Leeds I'LL GET BY-Shirley Bassy (Columbia)-Francis Day and Hunter

16 MEXICALI ROSE-Karl Denver (Decca)-Sun YOU MUST HAVE BEEN BEAUTIFUL BABY-

Bobby Darin (London)-Feldman MOON RIVER-Henry Mancini

(RCA)—Chappell I'M A MOODY GUY-Shane

Fenton (Parlophone)-Francis Day and Hunter BOOMERANG—Charlie Drake

(Parlophone) Kay BLESS YOU-Tony Orlando 21 12 (Fontana)—Nevins Kirchner CREOLE JAZZ—Acker Bilk (Columbia)—Rogers 22

WILD WIND-John Leyton (Top Rank) Meridian THIS TIME—Troy Shondell (London) Good Music

LET'S GET TOGETHER-Hayley Mills (Decca)-Disney LET TRUE LOVE BEGIN-

Nat King Cole (Capitol)-Paxwin

RUNAROUND SUE-Doug Sheldon (Decca)-Dominion YOU'LL ANSWER TO ME-

Cleo Laine (Fontana)-Shapiro-Bernstein TOMORROW'S CLOWN-Marty

Wilde (Phillips)-Challenge EVERLOVIN'-Rick Nelson (London)-Sydney Brown

GERMANY

This Last

Week Week 2 PEPITO-Los Machucambos (London); Yvonne Carre (Decca)-Peer

WEISSE ROSEN AUS ATHEN -Nana Mouskouri Fontana (Kassner)

AM MISSOURI (Michael)-Die Fellows (Decca); Die Tramps (Polydor); The Highwaymen (United Artists)

OH BILLY, BILLY BLACK (Harry Lime Theme)-Gerd Bottcher und Detlef Engel

(Decca)—Seith WARTE, WARTE NUR EIN WEILCHEN-Spree City Stompers (Vogue)-Sikorski

MEXICO-Bob Moore (London) TANZE MIT MIR IN DEN MORGEN-Gerhard Wendland (Philips)-Melodie der Welt

5 DER MANN IM MOND-Gus Backus (Polydor)-Busse SCHLAGER VON 'EINST-Die Rixdorfer Sanger (Philips)

IN HONOLULU-Die Musketiere (Carina); Die Gassenhauer (Golden 12)

7 LA PALOMA—Freddy (Polydor)-Esplanade 12 11 EINMAL KOMM ICH WIEDER -Connie Francis (MGM)-

-Viktoria KOMMT EIN SCHIFF NACH AMSTERDAM/Ich mach mir

nix-Caterina Valente (Decca)-1. Intro, 2. Schaeffers 13 BEIM CANDLELIGHT-

Die James Brothers (Polydor) 12 SO LEBEN WIR-Der flotte Franz u. s. Bierbrummer (Ariola)-Arnie

BRIGITTE BARDOT-Digno Garcia (Ariola)-R. M. Siegel SCHADE, SCHADE, SCHADE-

Siw Malmkvist (Metronome)-Intro

18 BERLIN MELODIE-Billy Vaughn (London)-

10 SAN ANTONIO ROSE-Die Continentals (Decca); Floyd Cramer (RCA)-R. M. Siegel

16 ZUCKERPUPPE—Bill Ramsey (Polydor)-Gerig

FRANCE

Denotes local origin

This Last Week Week

1 1 *LET'S TWIST AGAIN-Johnny Hallyday (Philips): Richard Anthony (Columbia); The Golden Guitars (Ricordi)-Salvet

2 4 HIT THE ROAD JACK/WHAT I'D SAY-Ray Charles (Atlantic)

3 *NAVARONE-Compagnons de la Chanson (Columbia); John Williams (Polydor); Franck Pourcel (VSM)-Barclay

7 *LE GOUT DE LA VIOLENCE PROTEGEZ MOI SEIGNEUR -Dalida (Barclay); Franck Pourcel (VSM); Jackie Noguez (Pop)-Ricordi

6 *PEPITO/LA BAMBA-Los Machucambos (Decca)-Francis Day

5 *WHEELS (Dans le coeur de ma blonde)-Marcel Amont (Polydor); The Strings-A-Long (London)—Legrand

8 *MADAME MADAME (I Still Love You All)/DACTYLO-ROCK-Les Chaussettes Noires (Barclay) - Salabert

(Jorge Veiga (Barclay); Roberto Seto (Vogue)— Caravelle 9 TE MORIBOND—Jacques Brel

2 *BRIGITTE BARDOT

(Philips)-Tutti 10 ROMEO-Petula Clark (Vogue)-Rika Zarai (Bel Air) Raoul Breton

FLEMISH BELGIUM

(Courtesy Juke Box Magazine) a Denotes local origin

Two This Weeks

Week Ago 1 . 1 OCH, WAS IK MAAR-Johnny Hoes (Philips)-

Benelux Music 4 CINDERELLA-Paul Anka (ABC-Paramount)-

Spanka Music 2 BRIGITTE BARDOT-

Roberto Seto (Vogue)-P.P.P. 5 LA PALOMA-

Freddy (Polydor)-Trad. ROMEO-Petula Clark (Vogue); *Rina Pia (Barclay)-World Music

12 LA NOVIA-Tony Dallara (Moonglow); Antonio Prieto (RCA)

7 LITTLE SISTER-Elvis Presley (RCA)

I'M GONNA KNOCK ON YOUR DOOR-Eddie Hodges

(Cadence)-Belinda Music 8 YOU DON'T KNOW-Helen Shapiro (Columbia)-World Music

- JA, WAS JIJ MAAR-Paula Dennis (Moonglow)-Class Music

ITALY

(Courtesy Musica e Dischi, Milan) Denotes local origin

This Last

Week Week 1 LA NOVIA-Tony Dallara (Music); *Domenico Modugno

(Fonit); Antonio Prieto (RCA) 3 *NATA PER ME-

Adriano Celentano (Jolly) 2 PEPITO—Los Machucambos (Decca); *Cocky Mazzetti

(Primary) 4 EXODUS-Ferrante and Teicher (UA); Pino Calvi (Columbia)

BRIGITTE BARDOT-Roberto Seto (Vogue);

Digno Garcia (Palette) 8 *BAMBINA BAMBINA-

Tony Dallara (Music) 5 *IL MIO SOTTERRANEO-Pino Donaggio (Columbia)

11 °LA BALLATA DELLA TROMBA-Nini Rosso (Titanus) 7 AIUTAMI A PIANGERE-

(Connie Francis) (MGM) 12 °L'ULTIMA LETTERA-Gianni Meccia (RCA)

11 - *QUANDO-Peppino Di Capri (Carisch); Luigi Tenco (Ricordi) 12 9 *STRINGITI ALLA MIA MANO

-Miranda Martino (RCA) 13 10 CINDERELLA-Paul Anka

(Columbia) 15 TOWN WITHOUT PITY-14 Gene Pitney (UA)

15 - *PUPA BELLA-Alceo Guatelli (Columbia) SPAIN

(Courtesy Discomania, Madrid) This Last Week Week

3 MOLIENDO CAFE-Lucho Gatica (La Voz)-Ediciones Hispavox

2 2 QUISIERA SER-Duo Dinamico (La Voz)-Musica Del Sur

1 TONIGHT MY LOVE TONIGHT -Paul Anka (ABC-Hispavox) -Ediciones Hispavox

5 TA GRISA MATAKIA-Aleco Pandas (Belter)-Canciones Del Mundo

8 MARY CARMEN-

4 ENAMORADA-Los 5 Latinos (Fontana)-Canciones Del Mundo

Duo Dinamico (La Voz)-Musica Del Sur 9 DANCE ON LITTLE GIRL-Paul Anka (ABC-Hispavox)-

Ediciones Hispayox 8 10 LA NOVIA-Antonio Prieto (RCA)-Canciones Del Mundo 6 PRESENTIMIENTO-Jose Guardiola (LaVoz)-

Ediciones Armonico 7 LLORANDO ME DORMI-Hnos, Rigual (RCA)-Ediciones Quiroga

NORWAY

(Courtesy Verdens Gang. Oslo) Denotes local origin

This Last Week Week 1 MICHAEL-Highwaymen (United Artists)-Norsk Musikforing

2 I'M GONNA KNOCK ON YOUR DOOR-Eddie Hodges (Cadence)-Belinda WALKING BACK TO

HAPPINESS-Helen Shapiro (Columbia)-Norsk Musikforlag 4 *VIOLETTA-Ray Adams (Manu) -Stockholm Musikproduktion

9 GIRL IN YOUR ARMS-Cliff Richard (Columbia)-No. Norw. Publ.

7 LITTLE SISTER—Elvis Presley (RCA)—Belinda 5 DOWN BY THE RIVERSIDE-Blue Diamonds (Fontana)-

Kassner Music HELLO MARY LOU-Ricky Nelson (California-Bens Music

BIG BAD JOHN-Jimmy Dean (Philips)—No. Norw. Publ. PUTTI PUTTI—Jay Epac (Philips)-Musikkhuset

SWEDEN

This Last

Week Week 1 1 DEN SISTE MOHIKANEN PETTER OCH FRIDA-Little

Gerhard (Karusell)
VIOLETTA/SORIA MORIA— Ray Adams (Fontana) HELLO MARY LOU-Ricky Nelson (California)

ALPENS ROS-The Violents (Sonet) PUTTI PUTTI—Jay Epae (Mercury)

4 DU HAR BARA LEKT MED MEJ/ BORTOM BERGEN-Siw Malmkvist (Metronome) 7 — I'M GONNA KNOCK ON YOUR

DOOR-Eddie Hodges (Cadence) LITTLE SISTER-Elvis Presley (RCA)

A GIRL LIKE YOU-Cliff Richard (Columbia) KARA MOR-

Goingflickorna (Joker)

Asia & Pacific

NEW ZEALAND

Denotes local origin This Last Week Week

2 BIG BAD JOHN-Jimmy Dean (Coronet)-Acuff-Rose CRYING-Roy Orbison (London) -Acuff-Rose

KON TIKI-The Shadows (Columbia)—Albert THE MOUNTAINS HIGH-Dick & Deedee (London)-Wallaby

7 AS IF I DIDN'T KNOW-Adam Wade (HMV)-Chappell - MORE MONEY FOR YOU AND 1-The Four Preps 7 - HIT THE ROAD JACK-

Ray Charles (Ampar)-Leeds WALKING BACK TO HAPPINESS-Helen Shapiro (Columbia)-Col. Control SURRENDER MY LOVE-

Bill & Boyd (Philips)-Col. Control 9 REACH FOR THE STARS-Shirley Bassey (Columbia)-

AUSTRALIA

(Courtesy Music Maker, Sydney) * Denotes local origin

This Last Week Week

2 CRYING-Roy Orbison (London) -Acuff-Rose

Johnny O'Keefe (Festival)-

10 SAD MOVIES-Sue Thompson (Hickory)-Acuff-Rose 1 'I'M COUNTING ON YOU-

Belinda 6 GOODBYE CRUEL WORLD-

James Darren (Pye) - YOU'RE THE REASON-Bobby Edwards (Top Rank)-

Alberts - MEXICO-Bob Moore (London) -Acuff-Rose

4 BIG BAD JOHN-The Shirelles (Coronet)—Acuff-Rose
15 FIVE FOOT TWO—Bryan Davies

(HMV)—Allans
— MY BOOMERANG WON'T COME BACK-Charlie Drake (Parlophone) 5 SO LONG BABY-Del Shannon

(London) 12 A WONDER LIKE YOU-Ricky Nelson (London)

11 KON TIKI-The Shadows 12 (Columbia)-Alberts - RUNAROUND SUE- Chet Avery (Festival)

3 *HEY LITTLE ANGEL-14 Johnny Devlin (Festival) 7 TOWER OF STRENGTH-Gene McDaniels (London)-Chappells

HONG KONG

Week Week - HOLLYWOOD-Connie Francis (MGM) A WONDER LIKE YOU-

Ricky Nelson (Imperial) CHANG CHANG CHA CHA-The Cavalrymen (UA)
I'VE TOLD EVERY LITTLE STAR-Linda Scott (CA)
TAKE GOOD CARE OF MY

BABY-Bobby Vee (Liberty) SPEAK LOW-Al Ciaola (UA) SAD MOVIES-The Lennon Sisters (Dot) CIUCCIARIELLO-Giancarlo

and His Combo (Diamond)

TM GONNA KNOCK ON YOUR DOOR-Eddie Hodges (Cadence) WITHOUT YOU-

Johnny Tillotson (Cadence)

JAPAN Courtesy UTAMATIC, Tokyo)

Denotes local origin This Last Week Week

2 MOLIENDO CAFE-Hugo Blanco (Polydor)-Grammophon; Nishida Sachiko (Polydor)—Grammophon 1 *KIMI KOISHI—Frank Nagai

(Victor)—Victor
3 *KOSHU—Matsushima Akira (Victor)-Victor LITTLE DEVIL-Neil Sedaka (Victor)-Victor RUNAWAY-Del Shannon

(Atlantic)-Victor; Iida Hisahiko (Columbia)—Columbia BROKEN PROMISES-Henri De Pari (Colpix)-Victor; Kitamura Eiji (King)-King; Kobayashi Akira (Columbia)-

7 — *UEO MUITE ARUKOO— Sakamoto Kyu (Toshiba)-Toshiba 9 "YAMA NO ROSARIA-Three Graces (Columbia)-Columbia; Inoue Hiroshi

Columbia

(Columbia)—Columbia WHEELS-Billy Vaughn (Dot)-Victor 7 *SUUDARA BUSHI-10 Ueki Hitoshi (Toshiba)-

Toshiba

SOUTH AFRICA This Last

Week Woek 2 LITTLE SISTER-Elvis Presley (RCA)-Aberbach S.A. (Pty.)

2 1 SEND ME THE PILLOW YOU DREAM ON-Pat Boone (Dot) -Melody Music 3 A GIRL LIKE YOU-

Cliff Richard (Columbia)-Francis Day & Hunter 4 10 HIS LATEST FLAME— Elvis Presley (RCA)—Aberbach S.A. (Pty.) Ltd. SWEET LITTLE SIXTEEN-

The Knights (Parlophone)-Arc Music Corp. 4 DUM DUM-Brenda Lee (Decca) E. H. Morris TAKE GOOD CARE OF HER-

Adam Wade (H.M.V.)-Paxwin Music 9 RAIN DROPS-Dee Clark (Re nown)-Melody Music

(Renown)-Southern Music, Ltd. JUDY-Elvis Presley (RCA)-Progressive Africa Music

MICHAEL-The Highwayman

The Americas

PERU

(Courtesy La Prensa, Lima) This Last

Week Week 1 ESCANDALO—Javier Solis (Columbia); Los Chapanecos (Odeon); Los Romanceros

Criollos (Virrey) 5 COMPONTE CUNDUNGA-Tito

Rodriguez (United Artists) 2 MOCHITA-Sonora Sensacion (Sono Radio); Nico Estrada (Smith); Rolando de Castro

(Virrey) 3 QUIERO AMANECER-Los Llopis (Virrey); Lorenzo Gonzalez (Cholita); Nico Estrada (Smith); Lucio (Columbia)

4 FINA ESTAMPA-Los Chamas (Sono Radio); Teresita Velas-quez (Odeon); Romanceros

Criollos (Virrey) - ENTRE PECHO Y ESPALDA-Trio Continental (Odeon); Los Romanceros Criollos (Virrey)

7 ARREPENTIDA—Leonora (Columbia) CIEN LIBRAS DE BARRO-

MEXICO

Denotes local origin

Gene McDaniels (Liberty)

(Courtesy Audiomusica, Mexico)

This Last Week Week 1 *POPOTITOS—Los Teen Tops (Columbia)—pending

6 *EL LOCO-Javier Solis (Columbia)-Pham *ACAPULCO ROCK-Los Hooligans (Columbia)-Pham

5 *BESOS POR TELEFONO (Kissin' on the Phone)-Cesar Costa (Orfeon)-Ed Brambila 8 *ENORME DISTANCIA-

J. A. Jimenez (RCA)-Emmi 9 *AGUJETAS, COLOR DE ROSA (Pink Shoelaces)-Los Hooligans (Columbia)-Pham 4 *ELODIA—Carlos Campos

(Musart)-Pham 3 *MUCHO CORAZON-Amalia Mendoza (RCA)-Pham 7 *POLVORA (Dynamite)-

Pham

Week Week

10 *SUSPENSO INFERNAL-Los Dandys (RCA)—Emmi

Los Locos del Ritmo (Dimsa)

ARGENTINA

(Courtesy "Escalera a la Fama,"

Buenos Aires) Denotes local origin This Last

Tony Vilar (Columbia)-Rag Music-Smart 1 WHEELS-Billy Vaughn-(Dot Sicamericano) Dundee Music-Korn

2 AND THE HEAVEN CRIED-

6 NOCHE DE BRUJAS-Ginn Fizz (Columbia)-Korn RUNAWAY-Del Shannon (London)-Vicky-Fermata 4 *QUIERO AMANECER-

Sarita Lascarro (RCA Victor)-9 ESCANDALO-Roberto Yanes (Columbia); Antonio Prieto (RCA Victor)-Pam-Edami 10 HIGH CLASS BABY-Teen Tops

(Columbia); Johnny Tedesco

(RCA Victor)-Kalith Music-

TONIGHT-Paul Anka (ABC-Ariel)—Spanka-Fermata
7 LITTLE DEVIL—Neil Sedaka (RCA Victor)-Aldo Music-Fermata

8 *ANGELICA-Horacio Guarany

(Record); Fronterizos (Philips);

Chalchaleros (RCA Victor)-

5 TONIGHT MY LOVE,

AUSTRALIA

Lagos

Fermata

Connie Stevens Title a Hit

By FRED ZILLER Mollwaldplatz 1, Vienna

Connie Stevens' first German record, "La Le Lu" by Heino Gaze (Warner Bros.), with flip side "Man Soll Sich Nicht So Schnell Verlieben" ("Don't Fall in Love Too Fast") by Buchholz and Berling (both titles arranged and played by Werner Muller), is already a hit here. . . . French singer Marcel Amont has his first German waxing of "Er Studierte Musik An Der (Continued on page 18)

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BRITAIN

EMI New Rep for Laurie, Le Grande

By DON WEDGE News Editor, New Musical Express | Vee Jay switched from Top Rank

Two more U. S. labels, Laurie and Le Grande, are switching from Top Rank to EMI proper. In a deal finalized here November 14, the two labels will get realease on HMV in Britain. Also included in the new contract will be New Zealand and South Africa as well, possibly, as other territories. The pact was set up by EMI Records' Managing Director L. G. Wood, and Laurie's Bob Schwartz. Last Laurie-Le Grande-Top Rank release is expected to be U. S. Bonds' "School Is In" on December 1. In

MEXICO

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

Tapes of the Luis Arcaraz LP "Happy Return," have been ordered from Musart by EMI to be issued in England. . . . From Frech Pathe, Musart will take into the catalog the third volume of "Pages Celebres," played by Frank Pourcell and his orchestra....Bill Haley and His Comets are recording an LP for Orfeon, called "Twist," with "Let's Twist Again," "Spanish Twist" and 10 other selections; seven of them will be controlled in Mexico by Pham publishing.

Puerto Rican singer Estrellita Salmas arrived from New York with a recording contract for Orfeon. . . Willy Buerckle, promotional manager of Peerless, brought back from his six-week trip to South America the tapes of the first recordings of Carlos Ruiz, rock and roller of the Peruvian "new wave," to be issued and promoted in Mexico.

and having recorded an LP for RCA Mexicana, tango singer Roberto Arrieta will be back for Christmas in his native Buenos Aires. . . . After a week's visit to the headquarters of his company, Stanley W. Steinhaus, director of Orfeon-Dimsa of Venezuela, disclosed that beginning January 1962 leases this month. he will start pressing his catalog Dimsa.... Hector Martinez Anaya | TV exposure of disks. was appointed fourth artistic director of Columbia.

a similar move last September, to EMI Records in Britain.

Visitors

Pye joint General Manager Louis Benjamin flew out November 15 to Los Angeles en route to Australia on his first visit to his firm's local subsidiary.... United Artists Music President Max Youngstein and "Never On Sunday" composer Manos Hadjidakis were both scheduled for London visits . . . Gill-Pincus Music's European representative, Lee Pincus, was spending last week on the mander of the Order of Artistic Continent, largely on behalf of "Big Cold Wind" and "God, Country and My Baby"-latter a recent acquisition for most European territories except Britain... U. S. composing team Roy Bennett and Sid Tepper due here for the De-Arcaraz LP From cember 13 premiere of the Cliff d'Officier" on this same occasion. Richard film "The Young Ones" to England Due Soon which they contributed, including the hit song "Girl in Your Arms." ... Liberty Chairman Si Waronker was in London last week.

Publisher Business

which had protested at remarks on "Saturday Club," a top-rated pop music show, that it had been inundated with false requests from publishers.... There was a protest, her first record issued by RCA. Peter Gormley over the American release of the Connie Francis (MGM) "Boy in Your Arms," a version of a number from Richard's film which has not even been seen here yet (see above). Gormley felt that any recording should have awaited U. S. screening of the film.

Disk Business During his stay at the Ronnie Scott Club, Zoot Sims waxed an album for Fontana, the first American jazz musician to record here since the 1930's.... Joining Pye's a.&r. staff at the end of the South American group, which had year is Raymond Horricks; he is at present with Decca, where he produces Anthony Newley, Ted Heath After an absence of four years and Frank Chacksfield disks among logo." Owing to "Pepito's" fame, others.... Next U. S. label for Lonnie Donegan is expected to be ABC-Paramount. He may record for the firm during a New York visit this month.... Mark Wynter and Jess Conrad both got AFTRA clearance for U. S. TV dates to launch new London Records re-

VAF settled its strike against the locally. Three presses have already ITV companies, but Equity, which been installed at the new plant includes many deejays, continues of the Venezuelan branch of its efforts. The dispute is affecting

> "The Lion Sleeps Tonight" by the Tokens (RCA), scheduled for

FRANCE

Tutti-Pares Rep for Mills & Bob Mellin

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

Les Editions Tutti-Pares, run by Gerard Tournier and Jean Pierard. will be the exclusive representatives of all of the Mills Music catalogs for France and associated countries. They will also represent Bob Mellin's catalog, formerly with Editions Jacques Plante.

Arteco's President Bernard L. Taylor has been made "Com-Education" in recognition of his achievements in the French record industry in the past 20 years, and in particular for having created the low-priced classical LP series at 9.95 new francs. Sales chief Serge Beucler was awarded "La Croix

Record Sales No. 3 in the total record sales of Pathe Marconi is actually an Arabic record entitled "Sis Lalla Amina," which praises the late Sultan of Morocco. Arabic department The BBC publicly apologized to chief, Mr. Hachlef reveals that the the Music Publishers' Association Arab records sales of Pathe Marconi represent 80 per cent of the world sales of Arabic records.

> New Signings Jacqueline Nero's "Marlina" is and roll group, Jacky Rider and Les Starlettes who recorded "J'ai besoin d'amour." Publisher of both titles is Tutti.

> Distribution Jacques Lion of Sinfonia has an exclusive contract for distributing Duscuba recordings. He has just issued five LP's by Aragon, formerly distributed by RCA.

New Releases Ricordi issued an album of the last war's ghetto songs in Yiddish. Los Machucambos, Decca's

one of the biggest hits in France with "Pepito," seem to have a follow-up hit with "Otorino Laringo-Los Machucambos' records, old and new, are in big demand.

British release by Decca before it entered the U.S. charts, had to be withdrawn "for copyright reasons."... The Mecca dance hall chain is now using deejays in 33 out of its 40 major ballrooms.

Aussie Newsnotes

Continued from page 16

Seine" (He Studied Music on the Seine) by Charley Niessen and Joachim Relin.

The German version of "Jezebel," with German lyrics by Luth, starring Ivo Robic on Polydor, is a hit. . . . Evi Kent has a Greek- Lucho Gatico's 'Cafe' styled song called "Magapos" by Gerhard Heinz on the Ariola la-

Greek music again: Manos Hadjidaki's melodies from "Traumland der Sehnsucht" picture ("Dreamland of Yearning") became best sellers in both record and sheet music over here. The song "Addio" ("Adios My Love") with German lyrics by Hans Bradtke and English lyrics by Norman Newell, entered the hit category.

Belina (Odeon), Nana Mouskouri (Fontana), Charoltte Marian (Tempo) sing the German versions. The English versions are sung by Lyn ord. Cornell (Decca), Vera Lynn (MGM), Anne Shelton (Philips).

GERMANY

'Brigitte Bardot' Has 10 Versions

By JIMMY JUNGERMANN 102 Ismaninger Street, Munich 27

Munich publisher Ralph Maria Siegel and his Barclay music publishing firm have 10 recordings of "Brigitte Bardot." These records are available in Germany of the "Brigitte Bardot Cha Cha": Rolf Peer on Ariola, Jack Van Doorn on Columbia, Rainer Bertram on Polydor, Hawe Schneider and Spree City Stompers on Vogue, Jorge Veiga on Ariola, Georges Jouvin on Electrola, Digno Garcia on Palette, Les Chakachas on RCA, Roberto Seto on Vogue, and Burt Bachrach on Heliodor.

Kraus Capers

German-Austrian teen-age idol Peter Kraus becomes an European star. In Antwerp he recorded Flemish songs. On November 21 he was guest star in an Italian TV show singing U. S. and German hits, and kis and his manager Alexandre the Italian versions of his current Lykourezos visited Berlin to meet hits "Blue Melody" and "Heute their German publisher Peter Und Immer My Love." Peter's TV Schaffers. . . . U. S.-British pubfeaturette "Herzlichst-Ihr Peter lisher Edward Kassner, traveling Kraus" featuring French singer through Europe, visited Berlin and Sacha Distel as guest star, will be Munch to meet his German reps broadcast in TV programs of Aus- here.

tria, Switzerland, Denmark, Holland and Belgium.

Publishing -Electrola and Philips recorded two new songs by Hans Wittstatt.

Hannelore Auer sings "Du Schenkst Rosen" and Monika and Peter sing "Spiel Dein Lied, Mandolino." Both songs will be issued in English, too, by Peter Schaeffers.

British lyricist Norman Newell wrote the English lyrics for these German hits: "Das Kann Morgen Vorbei Sein" by Werner Scharfenberger ("Talked It Over With Someone) and "Der Zirkus Kommt" ("When the Circus Comes to Town"), a tune of his own. In addition he has penned English lyrics for the Greek hit "Weisse Rosen Aus Athen" by Manos Hadjidakis.

Visitors

Greek composer Manos Hadjida-

JAPAN

too, from Cliff Richard's manager Philips has just signed a new rock NIPPON VICTOR TO Handle Mercury

By TEN KATTORI Yokohama Corrspondent

Mercury repertoire will be distributed here by Nippon Victor, affiliate of Dutch Philips, in its new line known as "Philips International Series" starting next month. The repertoire has been distributed by King Records in the past.

Disk Business

Yahama Music, newly established local publishing company, will enter the sheet record business in tie-in with Chancellor and a few other American labels. The firm's new record line, to kick off December 10, will have two-sheet and four-tune books every week. The book will retail at 300 yen (84 cents). The initial offering of the line will feature Janny Grant. . Two LP's by Nippon Columbia will offer 43 theme songs of local firms released the past 20 years.

Francisco Canaro and his 16member party will arrive in Tokyo November 27 for the presentation of a series of performances in major cities. . . . Yonezo Hata, president of Nippon Columbia, left Tokvo November 15 for New York for a two-week stay. He wants to export his firm's products to the

U.S. Prior to the visit to the U.S., Hata made it clear that he would resign from the current post in Nippon Columbia soon after the general meeting of shareholders to be held November 29.

ARGENTINA

Tie Bryant Disks To Coming Tour

By RUBEN MACHADO Lavalle 1783, Buenos Aires

With the announcement of Anita Bryant's coming visit to Argentina, Columbia Records has issued an LP under the title "Kisses Sweeter Than Wine," and a single of "La Novia." Company is also ready to release new records of the "Entre" series, which were not released since 1956. The first list of LP's includes recordings by the Rochester Philharmonic Orchestra, conducted by Arthur Rodinsky, the New York Philharmonic, conducted by Sir John Barbirolli, and Marek Weber and Lucio Milena's orchestras.

Several new recordings of a native work, penned 10 years ago, "Del tiempo'i mama" by Polo Gimenez, were issued last week. The recordings are by Los Cantores De Salabina (Music Hall), Los Fronterizas (Philips), Tomas Campo (Columbia), Los Chalchaleros (RCA Victor), Los Riocuartenses

(Interbass). Co-Operated

As part of the new policy set forth by the Latin American market, Winco, S.A., the most important producer of record-players in Argentina, will establish a factory in Sao Paulo, Brazil, similar to the one in Ciudadela, Argentina. This tightening of commercial relations among American Countries, has caused continuous trips and conservations among the leaders of Ben Starr, U.S.A. lawyer, visited musical industry tending to a strong (Continued on page 31) expansion of activities.

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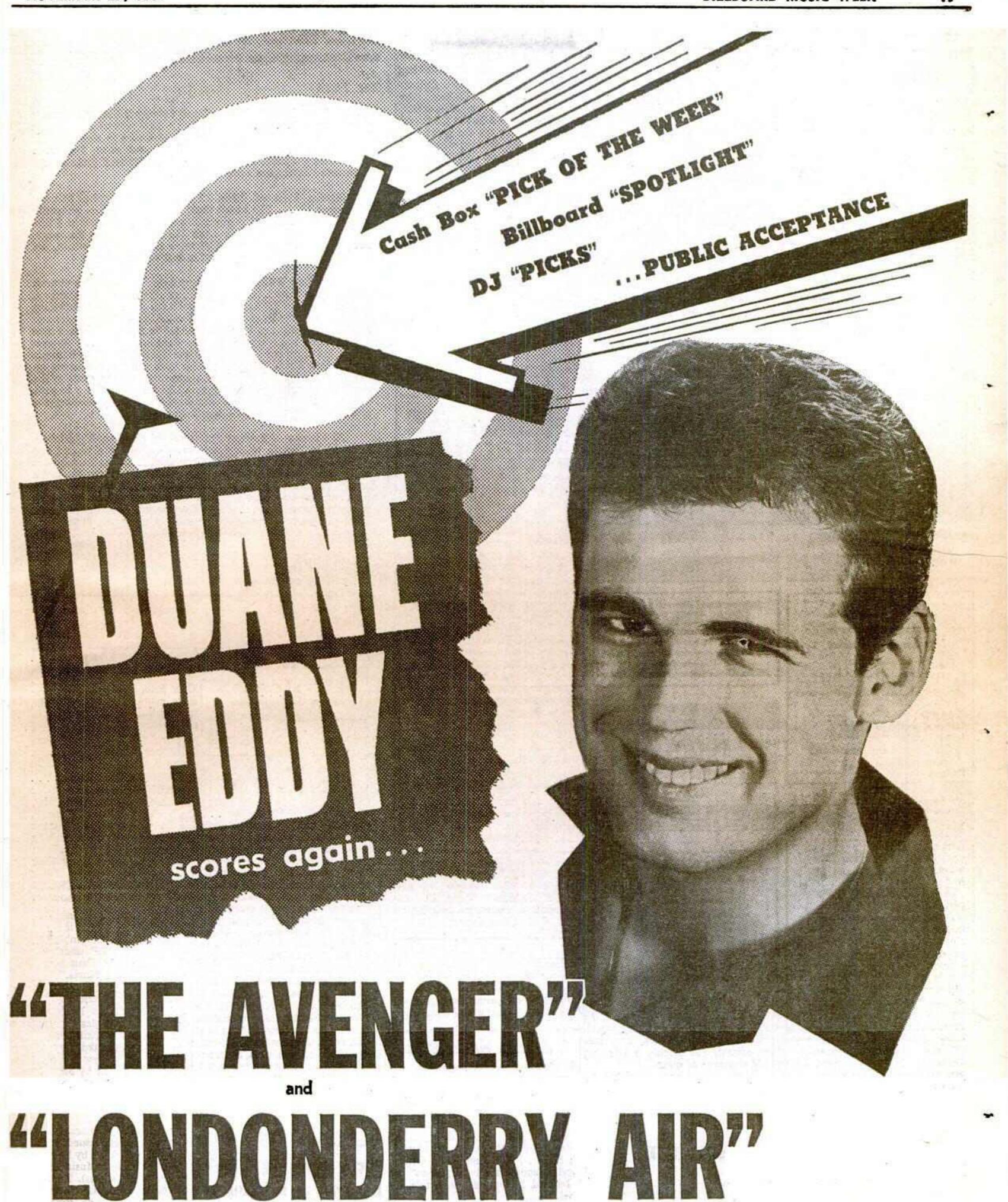
which will exclusively represent all of the MILLS catalogs in France and associated countries: Andorra, Monaco, Tunisia, Morocco, Belgium and Luxembourg.

SPAIN

Becomes a Hit Record

By RAUL MATAS 32 Av. Jose Antonio, Madrid

"Moliendo Cafe," written by the Venezuelan Jose Manzo, became the top tune of the week because of the Odeon release by Chilean Lucho Gatica. The song came to stardom in Europe when Polydor released Hugo Blanco's disk. Lorenzo Gonzalez, the Venezuelan singer who lives in Spain, is scoring with his Voz de Su Amo rec-



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JAMIE #1206





HOLLAND

Basart Acquires Alsbach Catalog

of the major publishing firms in Benelux, has greatly strengthened its position with the purchase of the world known firm of Alsbach & Company, the most important publishing house in Holland. The Alsbach catalog, which is almost 100 years old, contains some 5,900 copyrighted works and practically all the world known Dutch composers like Peter van Anrooy, Anna de Wijs-Mouton, Willem Ciere, Dirk Witte, and Julius Rontgen. The wholesale department of Alsbach, which represents many of the most important European catalogs

Basart-Amsterdam, already one the major publishing firms in der and owner of the Alsbach firm, Johann Adam Alsbach, died last year at the age of 88.

Disk Business

Gerry Oord Jr., president of Bovema, held several important discussions with Mr. Annotico, International Sales Director of Liberty Records, whose label will now be distributed in Holland by Bovema-Grammophonehouse.

de Wijs-Mouton, Willem Ciere, Dirk Witte, and Julius Rontgen. The wholesale department of Alsbach, which represents many of the most important European catalogs will also be handled by Basart through their own wholesale outlet,

Pythia, Jazzland, Vega, Good Time Jazz and Contemporary labels.

"The Twist," Chubby Checker's former hit, has gone up in the charts again. Checker's "Twist" has been released by Bovema's Columbia label. . . . Capitol-Holland, says label manager Cees Hundepool, started the second in the Dixieland series, following up the great success of the first release, which sold over 30,000 disks. The new program contains name musicians, such as Red Nichols, Sharkey Bonano, Pee Wee Hunt, Jack Teagarden and Bobby Hackett.

Bovema's MGM label, now steadily working with Connie Francis' live recording "Connie at the Copa" sold out its stock within one week. The best LP in the coming weeks of December and January will certainly be "El Signor Bing" featuring the still very popular Bing Crosby.



New York

Stanley Mills of Mills Music, married Sandra Fleming November 12.... The Jackie Gold ork showed off its versatility at the Bar Mitzvah of young Michael Fox last week in Philadelphia, playing everything from the Twist to the Pachanga.... The new group on the Columbia label is the Settlers, not the Steelers, as incorrectly listed in last week's reviews.

Mary Lou Williams is now appearing at Joe Well's uptown club in New York.... Alan Sands, of Alan Sands Productions, has produced an LP called "Great Negro Americans" including among others the lives of Ralph Bunche, Marion Anderson and Louis Armstrong.... Ray Riviera, Eddie Sulik, and the Palais Royals have been signed by the Palisades label.... Rayven Music has acquired the score to the flick "Zazie" with music by Fiorenzo Carti. Theme from the flick will soon be issued on the Versailes label. The firm has also acquired the score to the movie "Laisons Dangereuse" penned by Jacques Marray in part, and in part by Thelonious Monk. Firm is co-publishing the music with the Astor Film Music firm.

Al Massler of Bestway Products and the Amy-Mala labels, returned to Nigeria to complete negotiations for a record and plastic business on the African Continent.... Gene Denonovich is the new promotion manager of marketing at the St. Louis branch of Columbia Record Distributors.... Bill Mitchell has been appointed account executive for national sales at Columbia Records Productions.... Eddie Thomas has been added to the Field promotion organization at ABC-Paramount.

Bob Rolontz.



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Chicago

Lennie Garmisa's Garlen Distributing Company hosted a giant bash for its new Reprise record line with some 500 record industry tradsters, dealers and deejays showing up at the Congress last Wednesday (22) evening to meet Reprise prexy Jay Lasker, Chris Saner, international sales manager, and hear a taped greeting from bossman Frank Sinatra. . . . Bob Spendlove leaves as Mercury promo man here with Ben Wood taking over the Chicago territory along with his Milwaukee rounds. . . "Moody River" composer Chase Webster was Sig Sakowicz's guest last Friday. . . . George Gerken, Capitol district manager leaves for a Wisconsin moose hunting expedition. . . Capitol's Mauri Lathowers made the rounds last week with Stan Kenton, in town for the big Chicago Harvest Moon Festival as well as a number of local appearances.

Music Distributors picks up the Amy line from Arnold. . . . MD's Russ Bach is scheduling a pair of parties next week for Connie Francis — Wednesday (6) at the Ambassador here, Thursday (7) in Milwaukee. . . . Jim Scully, a native of Antioch, III., takes over promotion for United Artists here. He'll work out of Garlen offices. . . . Decca's Frank Scardiano is pushing a big promo on the label's new "Coming of Christ" album which in turn is based on the NBC-TV "Greatest Story Ever Told" slated for December 20. . . Disk veteran Henry Grossman leaves Arnold to join Garmisa Distributing. . . RCA's Stan Pat squired lush-thrush Ann-Margret around town to meet disk tradesters and deejays following her successful stint on the Harvest Moon show. She'll be on Dick Clark's show tonight (27) then to Nashville and Los Angeles to cut a pair of new albums. She's slated to return to Chicago in December for her movie premiere of "Pocket Full of Miracles.

Northern Illinois and Indiana. M-S visitors last week included Marvin Cane, Coed; Danny Davis, Big Top and Dunes; and Bernie Lawrence, Canadian American. . . . Chicagoan Georgia Drake has a new release coming on Seymour Schwartz's Heartbeat label. She's a former ABC-TV vocalist. Tony Galgano and Rube Lawrence at Record Distributors handle the line. . . Don and June Peachy cut a session for Cadet Records at Universal Studios here last week. . . . John R. Bell, WIND's director of news and public affairs, joins Harshe-Rotman as an account executive. Nick Biro

Pittsburgh

Sid Friedman, a local booker, is reported to have made an offer of \$40,000 to Frank Sinatra to appear for a one-nighter at Pittsburgh's new \$22,000,000 Civic Auditorium. No comment yet from Sinatra... Pat Boone, currently at Rose Calderone's Twin Coaches in his Pittsburgh nightclub debut, plugged the engagement on his Jack Paar date on November 21. Enrico, due at the same club on December 4, promoted his nightclub engagement on a Mike Wallace interview on November 22.

Chase Webster spent four days here promoting his new platter "Sweetheart in Heaven."... Chuck Fly, former local entertainer, is promoting "Smoky Places" nationally for the Tuff label.... Booker Zeke Nicholas has set the Flamingos for a Vogue Terrace club date opening December 12.... Johnny Puleo and Betty Madigan are currently headlining the Holiday House bill.... The popularity of the movies, "Breakfast at Tiffany's" and "Blue Hawaii" have spurred the sale of the RCA Victor LP sound tracks in this area.

Leonard Mendlowitz.

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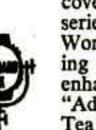


Strongest sales potential of all albums reviewed this week.

Continued from page 6

Children

ALICE IN WONDERLAND VOL. 3 & 4



Cyril Ritchard. Wonderland RLP-1455—Two more albums covering Chapters 5, 6, 7 and 8 in the Wonderland Records series of the complete Lewis Carroll classic, "Alice in Wonderland." Cyril Ritchard is a witty, warm and charming story-teller and the music of Alex Wilder thoroughly enhances the story. The two volumes (3 and 4) include group was caught in an in-person perform-"Advice From a Caterpillar," "Pig and Pepper," "A Mad Tea Party" and "The Queen's Croquet-Ground." These packages, which should sell very well, provide memorable moments for adults as well as children. Potent gift material.

International

PRIZE-WINNING SONGS OF THE SAN REMO FESTIVAL



Erberto Landi. Coral CRL 757365 (Stereo & Monaural)-Eleven years of winners of Italy's San Remo Music Festival are offered in sparkling instrumental arrangements that makes them equally attractive for listening or dancing. The Festival has been the source of some great international hits ("Volare," "Ciao Ciao Bambino," etc.) and all from 1951 on are here, including two toppers from 1961. This collection should have world-wide interest.

Specialty

LET'S PLAY GAMES



Art Linkletter. Capitol ST 1644 (Stereo & Monaural)-TV personality Art Linkletter's name is a household word. His association in the public mind with fun and games should help this LP to a sizable sale. It contains nine games which can be played at parties. For some, instructions and examples are given. Most, however, are sound games in which the LP poses the problems and the players must come up with the appropriate response. Could be a real sleeper.

Sound

SOUNDS OF AIRCRAFT SOUNDS IN AN AMUSEMENT PARK



Offbeat 5701, 5702-Sound addicts really will dig these effects LP's. The liner notes suggest uses by radio DJ's, program directors and producers as well as hi-fi fans, home movie and slide enthusiasts, little theater groups and children. The aircraft disk contains 37 bands with sounds ranging from several dating from World War I through dirigibles, helicopters, World War II plans, commercial planes, and current jet fighters and bombers in fly-bys, starts, take-offs, landings, etc. The amusement park disk, too, is ultra realistic, having been taped at Coney Island complete with crowd reaction noises and contains sounds of carousels, fun house barker, talkers for various games and concessions, sounds of rides, and even the noise of customer ordering at Nathan's hot dog emporium.

(Continued on page 26)

Reviews of New Albums

· Continued from page 6

good and the humor-filled Romanis approach to standard material is very much in evidence.

*** MODERATE SALES POTENTIAL

*** CROWN JEWELS Cyril Stapleton and His Ork, Imperial

*** THE HAPPY SOUND OF BILLY'S BANJO BAND Decca DL 74171 (Stereo & Monaural).

*** THEME FOR MY TRUE LOVE Piero Soffici. Jubilee JGM-5033 (Stereo & Monaural).

*** SOME ENCHANTED EVENING Alfred Apaka. Decca DL 74174 (Stereo & Monaural).

*** THE ELECTRO-SONIC ORCHESTRA Dick Jacobs, Cond. Coral CRL 757381

(Stereo & Monaural).

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JAZZ LP'S

**** STRONG SALES POTENTIAL

*** YOU BETTER BELIEVE IT Gerald Wilson, Pacific Jazz PJ-34 -Gerald Wilson has another big band here and it swings. There are 17 pieces in the band, including the organ work of Richard "Groove" Holmes, and the crew packs a wallop on this disk that is exciting and stimulating. Most of the tunes are originals written by Wilson, and the band plays them with verve. Best sides are "Blues For Yna Yna," "The Wailer," and "You Better Believe It." Strong wax for band fans and deejay programming.

*** THE ESSENTIAL COUNT BASIE Verve V 8407-These are the tracks of the Count Basie band circa early 1950's, and it features the swinging Basie crew in some of the band's memorable performances. Sides include "Jumping At the Woodside," "The Comeback," "Every Day I Have the Blues" (with Joe Williams), "April in Paris," and "One o'Clock Jump." Sound is fair, but the band's excitement is still there. Strong holiday wax.

*** LOOKIN' GOOD

Joe Gordon. Contemporary M3597—Joe Gordon, Joined by Jimmy Woods on alto, has a very interesting album here, and one that should appeal to many modern jazz fans. Gordon turns in some warm solos on his horn, in a sort of modified

"Miles" kick; Woods reaches out more towards the "Ornette area," and his playing may interest the more out group. Best tracks for both men are "Terra Firma Irma," and "Diminishing," with another strong track in "Co-Op Blues." Gordon penned all the material.

*** BAREFOOT ADVENTURE

Bud Shank. Pacific Jazz PJ-35-This is the score for a forthcoming one-man flick about the surfer and his sport. To play his music, Shank has gathered a strong all-star cast of West Coast musicians including Shelly Manne, Carmel Jones, Bob Cooper and guitarist Dennis Budmir. The music is bright and swinging, touched with humor and in the best small group tradition. There are a number of fine tracks including 'A La Moana," "Shoeless Beach Meeting" and "Well 'Pon My Soul."

*** SHELLY MANNE AND HIS MEN AT THE MANNE HOLE

Contemporary M 3593-4 - The Shelly Manne Quintet swings off on a two LP rampage on this excellent package. The ance at the drummer-leader's own L. A. nitery, The Manne Hole. Some strong soloing is contributed by Richie Kamuca on tenor sax and Conti Condoli on trumpet and Shelly's powerhouse but highly tasteful drumming is everywhere evident. Another Coast all-star, Russ Freeman, plays fine piano. Solid jazz wax.

*** BLUE HODGE Johnny Hodges, Verve V 8406 (Stereo & Monaural)-The master of the alto sax is teamed with another instrument master, organist Wild Bill Davis. The result is a strong melodic and rhythmic excursion into blues ballads and standards some 10 tracks long. Most of the playing is light and gentle, typically in the Hodges' groove, with some fine flute and guitar work coming from Less Spann. The bass-drums team is Sam Jones and Louis Hayes.

*** STAN GETZ AND BOB BROOK-MEYER RECORDED FALL, 1961.

Verve V 8418 (Stereo & Monaural)-This reunion of two of the most lyrically inventive of jazz musicians is a joy to the ears. Through the subtly swinging tracks, both Getz and Brookmeyer move with humor and grace. There are six tracks in all, four at a bouncing medium tempo and two ballads. Strong support comes from a piano, bass, drums combination of Steve Kuhn, John Neves and veteran Roy Haynes. The fine, sardonic compositional hand of Bob Brookmeyer is seen on three of the tunes.

*** BLUES CARAVAN Buddy Rich and His Sextet. Verve V 6-8425 (Stereo & Monaural)—Buddy Rich shows considerable virtuosity on this collection with his work on drums leading the way. Good assists come from sidemen Sam Most (flute), Rolf Ericson (trumpet), Mike Manieri (vibes), Wyatt Ruther (bass) and Johnny Morris (piano). Two extensive tracks and four shorter ones offer extended solo flights and good ensemble work. The efforts on "Caravan" and "Blown' the Blues Away" are especially potent.

*** STAR DUST

Lionel Hampton All Stars, Decca DL 74194 (Stereo & Monaural)-Hampton is only included on one band-"Star Dust"of this four-band LP recorded live at the Civic Auditorium, Pasadena, Calif., August 4, 1947. Other fine soloists on the "Star Dust" band are Willie Smith, Charlle Shavers, Slam Stewart, Barney Kessel, etc. Solid performances. Also of appeal to jazz collectors are the other three bands "The Man I Love," "One o'Clock Jump," "Lady Be Good" and "Oh."

*** THE MUSIC FROM MILK AND

Wild Bill Davis, Charles Shavers. Everest LPBR 5133 (Stereo & Monaural)-The hit Broadway show score is wrapped up in

effective jazz instrumental treatments by Davis and Shavers. The stars are strongly backed by Les Spann, Tommy Bryant and Grady Tate. Melodic Jazz wax for Jazz spinners and hit pop jocks.

*** MODERATE SALES POTENTIAL

*** THE RUBY BRAFF-MARSHALL BROWN SEXTET

United Artists, UAL 4093.

★★★ OPUS DE JAZZ, VOL. 2 John Rae, Savoy MG 12156,

CLASSICAL LP'S

**** STRONG SALES POTENTIAL

*** GERARD SOUZAY, BARITONE, SINGS LIEDER BY CLAUDE DEBUSSY Deutsche Grammaphon SLPM 138758 (Stereo)-Flawless performances of some of Debussy's most interesting settings of verses, mainly by Verlaine, including such betterknown works as "Green," "Mandoline," and the songs from "Fetes Galantes, I and II." Souzay's vocal artistry has deservedly won increasing recognition in the past couple of years, and he offers new evidence of his abilities in this group.

(Continued on page 26)



in the World?

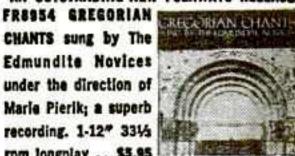
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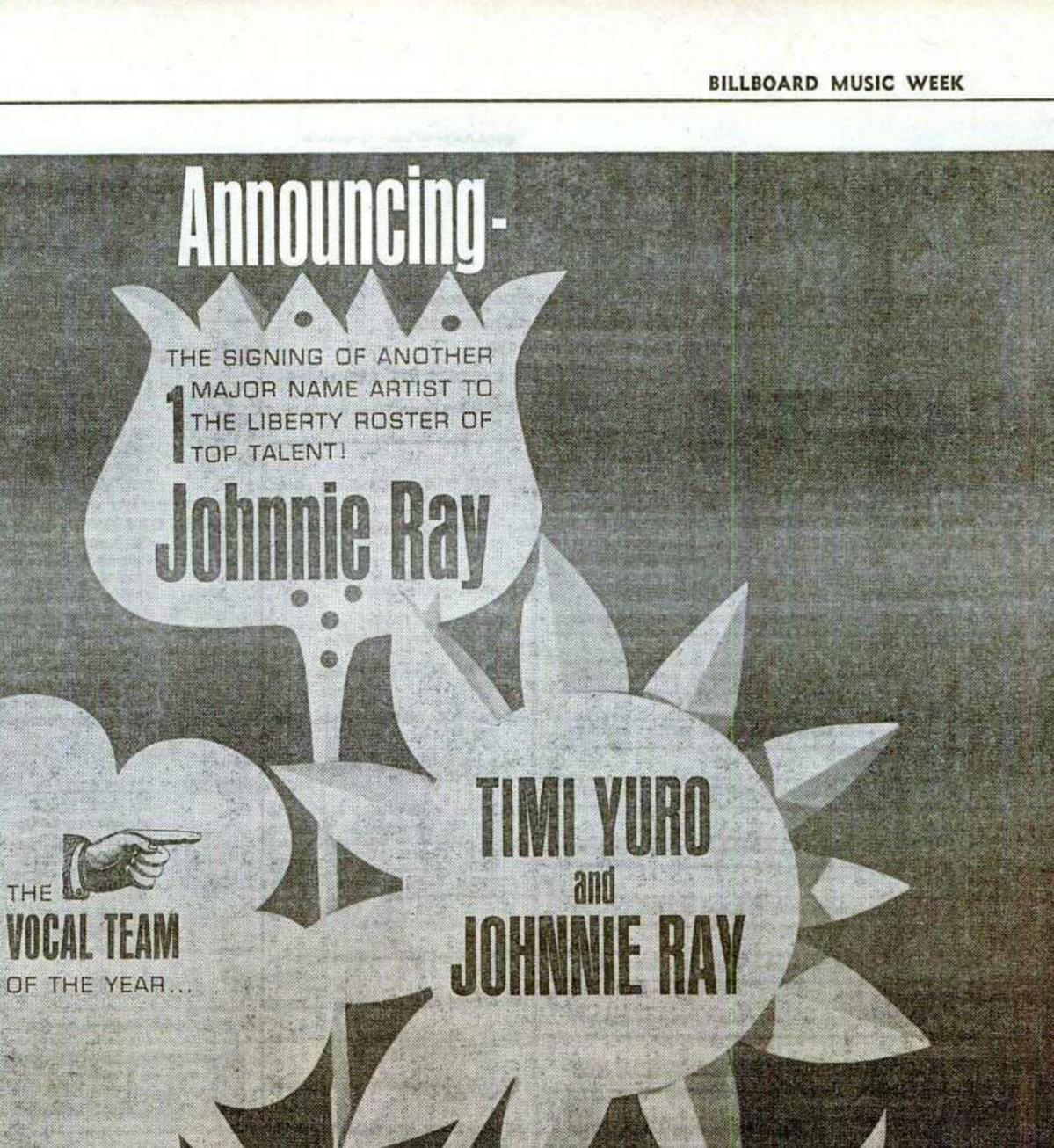
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FOR WEEK ENDING NOVEMBER 26

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		Billboard Music Week's weekly nationwide sur
This Week	La	ast composer-Publisher Chart
1	1	BIG BAD JOHN
<u>0</u>	2	RUNAROUND SUE
$\stackrel{\circ}{\sim}$	9	PLEASE MR. POSTMAN
<u>(3)</u>		By Dobbins-Garrett-Brianbert-Published by Jobete (BMI)
<u>(1)</u>	4	GOODBYE CRUEL WORLD
<u>(5)</u>	3	FOOL #1
<u>(6)</u>	5	BRISTOL STOMP
<u>(1)</u>	6	THIS TIME
8	11	MOON RIVER
9	25	HEARTACHES
1	19	CRAZY 4 By Willie Nelson—Published by Pamper (BMI)
1	10	TOWER OF STRENGTH By Hilliard-Bachrach—Published by Famous (ASCAP) 7
12	12	THE FLY
13	28	WALK ON BY
14)	8	YOU'RE THE REASON
15	15	By Sondheim-Bernstein—Published by Schirmer (ASCAP)
16	16	I UNDERSTAND (Just How You Feel)
<u>(1)</u>	30	RUN TO HIM
<u>(18)</u>	13	By Mann-Kolber—Published by Aldon (BMI)
(19)	21	A WONDER LIKE YOU
20	29	THE TWIST
21)	22	I WANT TO THANK YOU
(22)	7	HIT THE ROAD JACK
23)	23	JUST OUT OF REACH (Of My Two Open Arms)
24)	27	LET THERE BE DRUMS
25	-	SEPTEMBER IN THE RAIN
26	20	GOD, COUNTRY AND MY BABY
27)	18	EVERLOVIN'
28	14	SAD MOVIES (Make Me Cry)
29	_	HAPPY BIRTHDAY (Sweet Sixteen)
30	_	IN THE MIDDLE OF A HEARTACHE By Franzese-Christianson-Jackson—Published by Central (BMI)

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- 1. BIG BAD JOHN-Jimmy Dean, €olumbia 42175.
- 2. RUNAROUND SUE-Dion, Laurie
- 3. PLEASE, MR. POSTMAN-Marvelettes, Tamla 54046.
- 4. GOODBYE CRUEL WORLD . James Darren, Colpix 609.
- 5. FOOL #1 Brenda Lee, Decca 31309.
- 6. BRISTOL STOMP-Dovells, Parkway 827.
- 7. THIS TIME-Troy Shondell, Liberty 55353.
- 8. MOON RIVER-Jerry Butler, Vee Jay 405; Henry Mancini, RCA Victor 7916; Fuller Brothers, Challenge 9119; Carmen Cavallaro, Decca Reprise 31304; Calvin Jackson, 20022; Richard Hayman, Mercury 71869; Hollyridge Strings, Capitol 4631; Mantovani, London 2021; Jane Morgan, Kapp 431.
- 9. HEARTACHES Marcels, Colpix
- 10. CRAZY-Patsy Cline, Decca 31317.
- 11. TOWER OF STRENGTH Gene McDaniels, Liberty 55371.
- 12. THE FLY-Chubby Checker, Parkway 830.
- 13. WALK ON BY-Leroy Van Dyke, Mercury 71834.
- 14. YOU'RE THE REASON Bobby Edwards, Crest 1075; Hank Locklin, RCA Victor 7921; Joe South, Fairlane 21006,
- 15. TONIGHT-Ferrante and Teicher, United Artists 373; Eddie Fisher, Seven Arts 719; Jay and the Americans, United Artists 353; Ralph Marterie, United Artists 352; Felecia Sanders, Decca 31335.
- Feel)-G-Clefs, Terrace 7500.
- 17. RUN TO HIM-Bobby Vee, Liberty 55388.
- 18. I LOVE HOW YOU LOVE ME-Paris Sisters, Gregmark 6.
- 19. A WONDER LIKE YOU Rick Nelson, Imperial 5770.
- 20. THE TWIST Chubby Checker, Parkway 811; Hank Ballard and the Midnighters, King 5171; Little Sisters, Parkway 815.
- 21. I WANT TO THANK YOU -Bobby Rydell, Cameo 201.
- 22. HIT THE ROAD JACK Ray Charles, ABC-Paramount 10244.
- 23. JUST OUT OF REACH (of My Two Open Arms)-Solomon Burke, Atlantic 2114.
- 24. LET THERE BE DRUMS-Sandy Nelson, Imperial 5775.
- 25. SEPTEMBER IN THE RAIN -Dinah Washington, Mercury 71876.
- 26. GOD, COUNTRY AND MY BABY -Johnny Burnette, Liberty 55379; Chico Holiday, Coral 62291.
- 27. EVERLOVIN' Rick Nelson, Imperial 5770.
- 28. SAD MOVIES (Make Me Cry)-Sue Thompson, Hickory 1151: Lennon Sisters, Dot 16255.
- 29. HAPPY BIRTHDAY, SWEET SIX-TEEN-Neil Sedaka, RCA Victor
- 30. IN THE MIDDLE OF A HEART-ACHE-Wanda Jackson, Capitol

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



Continued from page 24

Pop Disk Jockey Programming

BALLET WITH A BEAT



Hal Mooney and Orch. Mercury PPS-6017 (Stereo & Monaural)-Here's a sock deejay package with a different angle, and solid appeal for sound bugs. Mooney wraps up a group of well-known ballet themes in bright, inventive swinging ork treatments. Themes include "Waltz of the Flowers," "March of the Toys," "Slaughter on Tenth Ave-nue" and "Barcarolle."

50 YEARS OF MOVIE MUSIC



Orchestra directed by Jack Shaindlin. Decca DL 79079 (Stereo & Monaural)-Here's a "must" item for old movie fans and deejays in search of interesting programming angles. Jack Shaindlin has assembled a group of nostalgic film themes, ranging from the bouncy nickelodeon piano backing for silents through the early 1930's musical era to today's lush symphonic and jazz scores-"Man With the Golden Arm," etc. Film historian's liner notes on the history of movie music are outstanding. However, the fascinating photos of old movie stills in the double-fold cover should have included identifying captions.

Pop

THE JUDY GARLAND STORY



MGM E 3989P-A smart hunk of packaging, which could easily cash in for plenty of activity on the basis of Miss Garland's current new surge of popularity. The label has taken a flock of her older sides from the 1940's like "Johnny One Note," "I Don't Care," "Who?" "Look for the Silver Lining," etc., and packaged them in a neat bookfold set with a smart cover black and drawing of a typical Garland on-stage pose. This can get a lot of play.

Reviews of New Albums

Continued from page 24

MODERATE SALES POTENTIAL

LATIN AMERICAN

*** KAI OLE

Kai Winding's Trombones and Ork. Verve V 8427-Here's a bright swinging Peroza, Paul Horn, Al McKibbon, Wilfredo set by the Kai Winding ork featuring the band in lilting arrangements of a flock of Latin tunes, with an occasional pop 16. I UNDERSTAND (Just How You excerpt thrown in. The band features four the label. The tunes are mainly originals, trombones, two trumpets and three saxes sparked by Tjader's "Davito" and "Paunetos top of rhythm. The sound is good and the Point," plus good readings of "Speak Low," leader plays with his usual verve. Best and "Ben Hur," from the current flick. tracks are "To the Ends of the Earth," "Amour," "Autumn Leaves," and "Surry With the Fringe on Top."

LP REVIEW POLICY

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

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

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

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

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

*** IN A LATIN BAG

Cal Tjader. Verve V 8419-Here's a warm and winning jazz set, which combines Latin rhythms with jazz, and does it stylishly. Cal Tjader, with Armando Vicent, Johnny Re and Lonnie Hewitt, handle the charts with ease, and the disk marks a noteworthy debut for Tiader on Lucid, meaningful jazz here.

COUNTRY & WESTERN

*** LANGUAGE OF LOVE John D. Loudermilk. RCA Victor LSP 2434 (Stereo & Monaural)-Loudermilk is better known as a successful songwriter but recently he scored his first vocal hit with the title tune for this album. Accompanying that effort is the flip side from the single, "Darling Jane," plus other strong items from the chanter's pen, like "Mister Jones," "The Great Snowman," "The Rocks of Reno," etc. Song with plenty of meaning, well sung.

INTERNATIONAL

*** ON BROADWAY ... THE BEST

OF YVES MONTAND! Verve V 8428-Yves Montand is now an established hit on Broadway with his oneman show, after earlier but equally big

triumphs there and on the screen. In fact, he's become a sort of legend of the spirit of Paris and here he piles that feeling over in abundance. The tunes all have the air of the boulevardier, but Montand's own distinctive personality is unmistakable. The songs here are done largely in French.

COMEDY

*** THE MANY SHADES OF BILLY

Verve V 15030 (Stereo & Monaural)-Veteran West Coaster, Billy Gray, is a very funny stand-up comic. Doing the show live from his own Band Box Club in Hollywood, he spoofs the guests in his club, and turns in stories like "A Few Words About Texas," "Never Catch a Cold in California," "Looney Las Vegas," etc. Clever material was written largely by Sid Kuller, and he, too, deserves a "well-done." This could develop good interest over the long haul, especially locally in the Southern California

(Continued on page 28)



I'm MORRIE PRICE
Regional Sales Director
I'm Smiling
For A Change
And Why Not
We Have A Carload
Of Big Hits

- 1. "TONIGHT"

 By FERRANTE AND TEICHER

 Going To No. 1
- 2. The HIGHWAYMEN

 Double Hit In

 "GYPSY ROVER" AND "COTTON FIELDS"
- 3. The Fast Growing "TONIGHT"

 By JAY AND THE AMERICANS

 A Hit In New York

 Now Spreading Out
- 4. KENNY DINO

 And His Musicor Smash
 "YOUR MA SAID YOU CRIED"
- 5. "SOMETIME" By GENE THOMAS
 The Hit That's
 Been Building For 6 Months
- 6. And Don't Forget Our Hot Boy
 GENE PITNEY In
 "TOWN WITHOUT PITY"

...And Here's Another Tip "BOOMERANG" So Keep Me Smiling...

My Wife's Name Is Henrietta

NEW RELEASES!!!

REDD FOXX AT JAZZVILLE, U.S.A.

DTL 820

(2)NEW LAFF OF PARTY

Billy Allyn

MY GIRL (3) Charles McCullough

I'VE HAD YOU Creators

462

463

EARTH ANGEL The Penguins 348

> RE-ISSUED BY POPULAR DEMAND!



SHEP & THE LIMELITES "THREE STEPS FROM THE ALTAR"

HULL #747 Disk Jockeys: Write for Sample Copies.

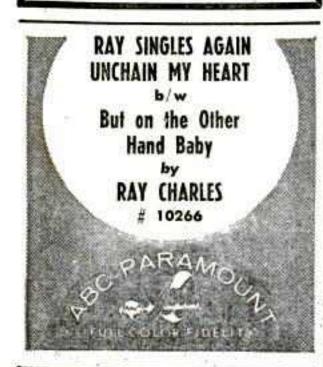
1595 Broadway JU 6-5390 HULL RECORDS New York, N.Y.



GRANDPA TELLS A STORY (OF PAUL REVERE)

b/w BLACK CLOUD CLARENCE STANFORD

HEIGH-HO RECORDS 507 Fifth Ave. New York, N. Y.



when answering ads Say You Saw It in Billboard Music Week

Reviews of New Albums

Continued from page 26

FOLK

*** HIGH AND DRY WITH THE YACHTSMEN

Vista BV 3310 - This group of four chanters does a dozen tunes here-most of them traditiona songs, such as "Cindy," "Let Me Fly," "Erie Canal," etc. A wellproduced package, with uncluttered arrangements which have a true folk flavor.

*** A MAID OF CONSTANT SORROW

Judy Collins. Elektra EKL 209-Miss Collins is very young-22-but very practised and talented in the art of the various English-speaking lands. The true, haunting folk quality is here. Included are the title song, "The Prickilie Bush," "Sailor's Life,"

*** MODERATE SALES POTENTIAL

CHRISTMAS

*** CHRISTMAS SONGS

*** WHITE CHRISTMAS ON THE CAMPUS Dartmouth Glee Club. United Artists UAL 3102.

SACRED

*** EVEN ME Zeno Goss, Thunder THLP 1021.

*** GOSPEL MUSIC G. M. Farley with the Foggy River Boys. Rural Rhythm EP 534.

SPOKEN WORD

*** EXPLORATIONS — VOLUME SURVIAL, GROWTH AND RE-BIRT Gerald Heard, World-Pacific, WP-141

LATIN AMERICAN

*** ADILIA CASTILLO Columbia EX 5963.

*** WATERMELON HANGIN' ON Hodges Brothers. Arhoole F 5001.

SPECIALTY

*** DANCE ALONG TO STRICT TEMPOS APPROVED BY THE U. S. BALLROOM COUNCIL Jack Hensen and Ork, Coral CRL 7573 (Stereo & Monaural).

INTERNATIONAL

*** HUNGARIAN STATE FOLK ENSEMBLE Monitor MFS 368 (Stereo).

*** PACHANGA, ANYONE? Modesto's Charanga Kings. World Pacit WP-1414.

CHILDREN'S

*** THE LEGEND OF ROBIN HOO Narrated by Michael Kane, Sung by I McCurdy. Wonderland RLP 1458.

FOLK TALENT & TUNES

By BILL SACHS

Reeves, "some confusion has arisen a.&r. chief for United Southern as to whom is representing me Artists, Inc., Hot Springs, Ark., reand in what capacity." In answer, ports that his firm is putting a big Jim says his staff comprises Jim push behind Earl Grace's new yule Barry, personal advisor; Hal Smith, record, "Christmas Is Just Around booker, and Jimmy Key, assistant to Smith. . . . The Dalton Boys, recently signed by Skyla Records, are working the Ice House, Pasadena, Calif., while waiting their first release. . . . The Associated Clubs of America, made up of folk music clubs throughout the nation, will meet at the Tidelands, Houston, January 8-10 to audition new acts to play the club circuit. . . . Lester Flatt and Earl Scruggs this week wind up a fortnight's stand at Ash Grove, well-known Los Angeles folk music club.

Trudy Stamper, WSM's publicity and promotion director, put in the past week in New York to beat the drums on "Grand Ole Opry's" appearance at Carnegie Hall come Wednesday (29). . . . Cowboy Copas and Stringbean show their wares at Mason City, Ia., December 4; Waterloo, Ia., 5; Fort Dodge, Ia., 6; St. Joseph, Mo., 7; Jefferson City, Mo., 8, and Joplin, Mo., 9. . . . Doyle Wilburn, of the Wilburn Brothers, and Margie Bowes, Mercury Records arttist, who were married November 11 in Calvary Baptist Church, Nashville, are on tour in Colorado and Utah with Ted Wilburn, Don Helms and Loretta Lynn. Following that the Wilburn lads, Helms and Miss Lynn will tour Michigan, while Miss Bowes plays a string of personals in Florida. Margie and Doyle plan a delayed honeymoon in December when they will visit her father in North Carolina and his sister in Hot Springs, Ark.

Jimmie Holt, of the Eclair Theater Country Jamboree, Cleveland, which has just entered its second jocks to write in for copies of Bob year of operation, has joined Sta- Scott's new waxing of "Francine" tion WWCA, Wheeling, W. Va., as a weekly feature. . . Robert E. Frick, of R.E.F. Recording Com- ing such tunes as "Willow Tree pany, P. O. Box 448, Indiana, Pa., Polka," "Miss Me Tonight," "Sun-reports that his firm has opened shine Polka" and "Polka Pete." its doors to country music and in- Put your bid on your station's letvites auditions from country and terhead.

"In recent weeks," typewrites Jim | western talent. . . . Carl Friend, head of Curtis Artist Production, the Corner." Tune was written by Goodlettsville, Tenn., exclusive Grace, with Stan Kesler, Memphis publisher and songwriter, producing the session.

While on tour for A. V.

Bamford recently, Warren Smith and Webb Pierce were caught right in the middle of the worst snowstorm to hit El Paso, Tex., in 30 years. The Texas-New Mexico territory was a blanket of snow, but despite it all Webb and Warren pulled exceptional crowds in El Paso as well as in Albuquerque and Roswell, N. M. . . . Jack Morris starts swinging in high gear December 4, which is the date set for the opening of his new Toppa Recording Studio in Covina, Calif. The new building will house both Toppa Records and Mixer Music. Toppa is a straight country record. Slick Norris heads the firm's promotion department, operating from his home base, Highlands, Tex. The three current Toppa releases are Johnny and Jonie Mosby's "You Can't Hurt Me Anymore," Canyon Brothers' "From Day to Day," and Dick Miller's "World's Champion Fool."

Billy Deaton, of KMAC Radio, San Antonio, has available copies of his new Smash release, "Love Doesn't Live Here Any More." Drop him a line on your station letterhead. . . . Starday Records, P. O. Box 115, has a supply of the new Del Wood recording of "Creole Fandango" on Mercury, her first for the label. A request on your station letterhead will fetch you a copy. . . . Robert E. Frick, of R.E.F. Recording Company, P. O. Box 448, Indiana, Pa., invites and "Fast Suds," plus the new EP by Eddie and the Slovenes, featur-

MULLERAMER HOT C & W SIDES

This Last Week Week	TITLE, ARTIST, LABEL	Weeks or Chart
1	BIG BAD JOHN, Jimmy Dean, Columbia 42175	
2 2	WALK ON BY, Leroy Van Dyke, Mercury 71834	1
3	IT'S YOUR WORLD, Marty Robbins, Columbia 42065	1
4 5	YOU'RE THE REASON, Bobby Edwards, Crest 1075	ti
5 1	TENDER YEARS, George Jones, Mercury 71804	2
6 4	SOFT RAIN, Ray Price, Columbia 42132	
7 ,	HAPPY BIRTHDAY TO ME, Hank Locklin, RCA Victor 7921	
8 10	UNDER THE INFLUENCE OF LOVE, Buck Owens, Capitol 4602	1
9 8	BACKTRACK, Faron Young, Capitol 4616	
10 13	I FALL TO PIECES, Patsy Cline, Decca 31205	3
11 19	THE RESTLESS ONE, Hank Snow, RCA Victor 7933	
12 11	CRAZY, Patsy Cline, Decca 31317	
13 6	WALKING THE STREETS, Webb Pierce, Decca 31298	1
14 29	YOU'RE THE REASON, Hank Locklin, RCA Victor 7921	1
15) 24	PO' FOLKS, Bill Anderson, Decca 31262	1

(18) 16 COZY INN, Leon McAuliff, Cimarron 4050 26 HANGOVER TAVERM, Hank Thompson, Capitol 4605 17 HOW DO YOU TALK TO A BABY, Webb Pierce, Decca 31298......

14 I WENT OUT OF MY WAY, Roy Drusky, Decca 31297.....

23 ONE GRAIN OF SAND, Eddy Arnold, RCA Victor 7926.....

22 THROUGH THAT DOOR, Ernest Tubb, Decca 31300.....

(21) 20 OPTIMISTIC, Skeeter Davis, RCA Victor 7928 18 IN THE MIDDLE OF A HEARTACHE, Wanda Jackson, Capitol 4635.....

(23) 21 ANYWHERE THERE'S PEOPLE, Lawton Williams, Mercury 71867..... 15 TO YOU AND YOURS, George Hamilton IV, RCA Victor 7934.....

(25) 12 SEA OF HEARTBREAK, Don Gibson, RCA Victor 7890.....

(26) — GO HOME, Lester Flatt and Earl Scruggs, Columbia 2141......

25 THE COMMANCHEROS, Claude King, Columbia 42196.....

28 BE QUIET MIND, Del Reeves, Decca 31307

Her next #1 hit! CONNIE FRANCIS "WHEN THE BOY IN YOUR ARMS (Is the Boy in Your Heart)"

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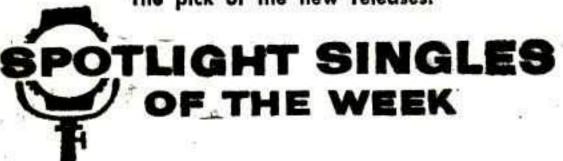
Breaking Big!

"THE PEPPERMINT TWIST"

THE ROYALTONES

Goldisc #3026

GOLDDISC RECORDS 1650 Breadway, New York, N. Y. The pick of the new releases:



Strongest sales potential of all records reviewed this week. Continued from page 7

IMI ROMAN



(OR) JOHNNY WILL (Lyle-Hollyjo, ASCAP) (2:20)-The country thrush has had good past sides but this one, strictly in the pop vein, is one of her best. It's a fem version of Pat Boone's current hit and it could be a fast mover. Watch it. Flip is "Let It Be Me" (Leeds, ASCAP) Warner Bros 5245 (2:43).

ATHY CARR



NEIN NEIN FRAULEIN (Vanno, ASCAP) (2:50)-Miss Carr has her strongest bid in quite a spell with the countryish ballad in which the gal figuratively warns the German girls away from her boy who is going overseas in the Armed Forces. Good topical wax, plaintively sung. Could happen. Flip is "Footprints in the Snow" (Vanno, ASCAP) Smash 1726 (2:38).

*** The Stomp - ARVEE 5044 .

Fervent warbling by group on sock rhythm-

rocker with wild tempo. (Escort, BMI)

*** Mash Them 'Taters'-Solid rock-

ing novelty-rocker is sung with showmanship

and drive. Both sides are good terp items.

*** I Hang My Head and Cry-CHAL-

LENGE 9130-Wallace has a ballad lament

with a country flavored lyric on this side.

The tune, however, is sung and played with

a highly danceable item. (Western, ASCAP)

*** Get Lost (In My Arms)-LONDON

9508-The English hit-maker turns in an ex-

citing reading of this catchy ballad aided by

a solid arrangement by the large ork and

*** That Mean Old Clock-FRATER-

NITY 892-Bouncy, bright country-flavored

tune, penned by Harlan Howard, is warbled

with personality and a catchy beat. (Harry

SINGLES REVIEW

POLICY

All single records received by

Billboard Music Week are lis-

tened to and reviewed by the

BMW Reviewing Panel. Records

are rated, within their respec-

tive categories, according to their commercial potential, based

on such factors as performance,

material, artist's name value,

SPOTLIGHT WINNERS are

judged to have the strongest sales potential of all singles

reviewed during the week and

are picked to hit the top 50 of

the Hot 100 chart. FOUR-STAR

singles are those with strong

sales potential. All Spotlights

and Four-Star records have been

heard and evaluated by the full

Reviewing Panel and descriptive

reviews are published for these.

moderate sales potential, are

listed thereafter; these fre-

quently will be of interest for

disk jockey programming. Other

records, with limited sales poten-

tial, are listed following the

SPECIAL MERIT SPOTLIGHTS, in

All singles intended for re-

the opinion of the Reviewing

Panel, have outstanding merit

view should be sent to the

Billboard Music Week Reviewing Panel, P. O. Box 292, Times

Square Station, New York 30,

THE END OF THE PROPERTY OF THE PARTY OF

Three-Star records.

N. Y.

the second of the second of the second of the second of

and deserve exposure.

THREE-STAR records, having

recording quality, etc.

chorus, Good wax. (Hollis, BMI) (2:45)

(Escort, BMI) (2:42)

JERRY WALLACE

Taj, ASCAP) (2:25)

BOBBY BARE

Bare, BMI) (2:10)

(2:39)

Reviews of New Singles

Continued from page 7

uncy oldie. Another spinnable side. Both | THE OLYMPICS ms are from artist's new LP. (Advanced, CAP) (2:41)

E ROTATORS ** Double Exposure Parts 1 and 2-LSTED 8632-Here's an interesting disk it could pull a lot of jock spins. First e contains chorus of "Five Foot Two, es of Blues" and "Please Don't Talk out Me When I'm Gone." Side II conns "Oh You Beautiful Doll," with "I Had Dream Dear." Vocals are done by a male d a fem group. Good juke and station x. (Various) (2:25, 2:40)

D HEATH

** Charmaine Cha Cha-LONDON 3-The old tin pan alley favorite gets cha-cha touch on this instrumental from ath. Again, this makes tine better music ogramming. (Miller, ASCAP) (2:28)

** Sucu Sucu - The European hit. ich never really made it here, gets a ght instrumental reading from the Heath EDEN KANE nd in a Latin groove. Fine better music ogramming material on this side. (Ray exwell, BMI) (1:37)

DMUNDO ROS AND ORK

** I Talk to the Trees-LON-ON 1831-A typical Edmundo Ros Latinat version of the Lerner-Loewe tune. It over another smart arrangement. (Hollis, ould get a lot of radio time, (Chappell, BMI) (2:45) CAP) (2:30)

** I Whistle a Happy Tune-The vely Rodgers and Hammerstein tune reives a light and happy reading from the s crew on this nice disk. (Williamson, SCAP) (2:40)

IE DEL VIKINGS

** Face the Music - ABC-PARA-OUNT 10278—Here's a tune with a feeling some of the arrangements of the drifters, th their trick thythm backings. The lead ids a wailing quality to the performance. uld catch spins. (Rose Hill, BMI) (2:17)

** Kiss Me-A ballad pleader with e lead giving a fervent, urgent quality. Side ly have a chance. (Saratoga, BMI) (1:54)

EELY SMITH

SCAP) (2:05)

** Can't Help Falling in Love-DOT 298-Moving rendition of appealing ballad. ould pull plenty of play. (Gladys, ASCAP)

** You'll Never Walk Alone-Richly pressive vocal by gal on the great standard, ime jockey wax. (Harms, ASCAP) (2:32)

RCY FAITH AND ORCHESTRA ** The Brass Ring — COLUMBIA 239 (33)—A listenable medium rhythm tune th an infectious flavor. The strings come for a big play as do the horns against a tchy rhythm. A spinnable side. (Marpet,

** I Just Can't Wait-From the upming legit musical, "Subways Are for eeping," comes this bouncy little rhythm ne. Faith does a neat instrumental job with big ensemble. (Stratford, ASCAP) (2:47)

RTHUR LYMAN GROUP

** I Talked to the Trees - HI FI 47 - Lovely ballad from "Paint Your agon" is accorded attractive instrumental eatment. Nice programming item. (Chappel SCAP) (2:39)

** Never on Sunday - Pleasant inrumental treatment of the hit movie theme. nother fine programming side. (Esteem, MI) (3:40)

WENT WAR SAID BOX

*** The Day My Rainbow Fell-Wistful reading by Bare on pretty country theme. (Acuff-Rose, BMI) (2:04)

TONY ALLEN AND THE TWILIGHTERS *** Come-A, Come-A, Baby - BETH-LEHEM 3002-A tasteful rocker; male vocal is answered by a piping, high-voiced chick, lending a novel effect. (O-Cal, BMI) (2:10)

*** Just Like Before-A rocker, with well-integrated harmonic arrangement and an effective rhythm pattern. (O-Cal, BMI)

*** Just For You-SAR 122-Expressive reading by Cooke on feelingful theme with catchy tempo. Watch this one, it could happen. (Kags, BMI) (2:24)

*** Made For Me-Attractive warbling stint on appealing tune. Disk is Cooke's first waxing for his own label. (Kags, BMI)

THE GOODTIMERS

*** Twistin' Train - EPIC 9484 -A twistin' blues by the boys that really moves. A lot of sound and plenty of beat and a catchy performance give the side a good chance. Worth watching. (Morning Sun, BMI) (2:12)

*** It's Twistin' Time - A rousing, rockin' twist tune with the lead shouting out the message in Chubby Checker fashion. Good beat here. (Harvard, BMI) (2:39)

JIMMY JONES

*** Mr. Music Man - CUB 9102 -Strong rendition of fast-moving rhythmrocker with solid beat. Side could pick up action quickly - watch it. (Kim, SESAC)

*** Holler Hey - Lively reading by Jones on bouncy, happy ditty with oldfashioned banjo backing. It moves. (Kim, SESAC) (2:20)

THE CASTELLS

*** The Vision of You-ERA 3064-Inspirational-type theme is handed moving blues flavor and the beat should make it reading by lead singer and group. (Bamboo,

*** Rollin' River-The beat is fairly *** Stiki De Boom Boom-Likable infectious side. Wallace's vocal stint has a novelty-rhythm tune with bouncy tempo is beat in a medium groove and his voice is warbled brightly by the lead and group. abetted by broad string backing. (Fairlane- (Bamboo, BMI) (1:52)

DANNY AND JUNIORS

*** Twistin' All Night Long-SWAN 4092-Rock and roll version of "She'll Be Comin' Round the Mountain" with Freddy Cannon as guest artist and timely lyrics. Should pull play. (Conley, ASCAP) (3:18)

*** Some Kind of Nut-Teen-phrase is utilized effectively on infectious r.& r. nov-*** I'm Telling You - Another good side by the singer that also has a chance to elty. A strong side, (Claridge, ASCAP) grab some action. Kane sells it with gusto (2:15)

H. B. BARNUM

★★★★ Baby, Baby, Baby (All the Time-RCA VICTOR 7960-The chanter sells a warm blues effort with a lot of feeling over pretty backing. It's in the Ray Charles groove and it could grab spins. (Alladdin,

*** How Many More Times-Catchy novelty is sold with feeling by the chanter over smart backing with a girl's group helping muchly. Two good sides. (Hidle, BMI) (2:06)

THE BROWNS

*** Foolish Pride - RCA VICTOR 7969 - The Browns sell a very interesting weeper effort with warmth and heart, aided strongly by the large band. It's a good disk that can chalk up sales. (Tree, BMI) (2:12)

*** Alpha and Omega-Pretty, wistful melody receives a first-rate performance here from the trio, and the backing helps a lot. Good side for pop and country. (Tree, BMI)

THE ROOMATES

*** My Foolish Heart-VALMORE 13 -The lovely oldie is wrapped up in uptempo r.&r. treatment with solid reading-by lead singer. (Joy, ASCAP) (2:30)

*** My Kisses for Your Thoughts-(One O'Clock, BMI) (2:00)

HENRI DE PARI

*** The Ladies of Lucerne-COLPIX 605-Instrumental has an infectious melody. A chorus is tastefully integrated into the arrangement. (Amy, BMI) (2:05)

** Joss-(Columbia Pic., ASCAP) (2:34)

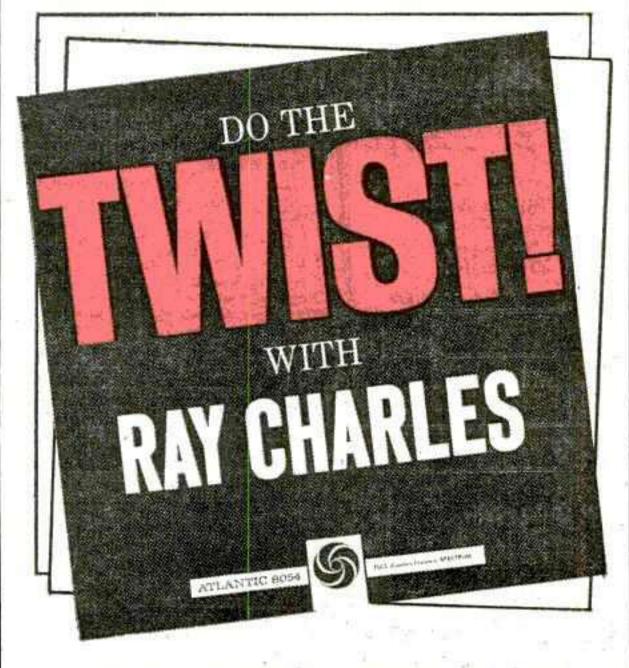
SONNY FULTON

*** How Much Longer - UNITED ARTISTS 354 - Here's a bright, pounding thythm rocker with Fulton shouting away at a wild pace. The backing is compulsive and the side builds and builds. (Ben-Lee, BMI) (2:04)

** I'm Gonna Try Ya-(Ben-Lee, BMI) (2:10)

(5) (832-16)

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ROULETTE RECORDS (Continued on page 30)

PART DESTRUCTION OF THE SERVE

ROULETTE 4401

ADAM WADE Singing "PREVIEW OF PARADISE" Coed 560 New York, N. Y.

Agent Ties

Reviews of New Singles

Continued from page 29

*★★★ Stop By Here—UNITED ARTISTS
365—A rockin' blues shout by Gardner. He chants it against a smart pounding rhythm backing. Side features some pumping piano work. Artist has a sound. (Emorey, BMI) (2:15)

** Cum-Boo-Ya-(Emorey, BM1) (2:29)

THE FOUR COACHMEN

★★★★ Swamp Legend—DOT 16297—Disk,
which has been around for a while, was
recently purchased by Dot, Group gives solid
quality performance on haunting folk-fla-

** Shalom-(Mills, ASCAP) (1:45)

vored theme. (Wood, ASCAP) (2:21)

BOBBY WHALEN

*** Angel Love — KING 5563 — A quieter arrangement than the flip, but it is appealing in its relaxed, swinging style. (Pandora, BMI) (2:16)

★★ Because You've Fallen (In Love)— (Arnel-Miljay, BMI) (2:14)

"HOT" - - - "HOT"

Little Junior Parker's
"HOW LONG CAN
THIS GO ON"

IN THE DARK

"GOING STRONG-STRONG"
Bobby Bland's
"TURN ON YOUR

LOVE LIGHT"
YOU'RE THE ONE

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Say You Saw It in

Billboard Music Week

SAMMY COTTON

*** I'm True—SAVOY 1608—Cotton chants this ballad in a highly stylized fashion, with a voice that ranges into the upper reaches. Could happen—watch it.

★★ Nobody—(Savoy, BMI)

*** MODERATE SALES POTENTIAL

JOEL GILLARD

** Makin' Love to You (And Wheatco, BMI) (2:16) — ** What Can I Give (And Wheatco, BMI) (2:15). SPHINX 6104.

DIANE EMOND

★★★ Sometime (Jim Skip, BMI) (2:38) —★★★ Beaucoup (Bengtsson, BMI) (2:12). DIAMOND 2679.

ELLIOTT SHAVERS AND HIS BLAZERS

★★★ It's a Natural (Yvette, BMI) (2:10)

—★★★ Better Change Your Ways
(Yvette, BMI) (2:35). IMCO 104.

THE MULCAY'S

★★★ Heartaches (Leeds, ASCAP) (1:50)

— ★★★ Blueberry Hill (Chappell, ASCAP) (2:02), MIL-JIM 1,000,000 A-b.

THE "5" ROYALES

★★★ They Don't Know (Conrad-Hara,

BMI) (2:20) — ★★★ Much in Need

(Conrad-Hara, BMI) (2:35). VEE JAY

412.

MARY WHITE

*** Birthday Kisses (Blue Ribbon,
ASCAP) — *** Lucky Star (Blue Ribbon, ASCAP). COWTOWN 814.

THE WEAVERS

★★★ Twelve Gates to the City (Sanga,
BMI) (2:31)—★★★ The Kepper (Sanga,
BMI) (2:20). VANGUARD 35014.

FRANKIE GEM

** My Love (Roosevelt, BMI)—

** Without a Girl (Lucky Eight, BMI). ARDFORD 782.

OTIS RILEY

** The Zebra (And Wheatco, BMI)

(2:20) — ** Goodbye Love (And Wheatco, BMI) (2:17), SPHINX 6108,

RAY VERNON

*** Evil Angel (Shaltmar Maryland,
BMI) (2:16) — *** Danger One Way
Love (Florentine, BMI) (2:21), RUMBLE

BILLY JOYCE

*** They're Twistin' in Hong Kong
(Draxon, BMI) (2:35) — *** Do the
Chicken Back (Draxon, BMI) 2:00). ON
THE BALL 109.

HUEY (PIANO) SMITH

** She Got Low Down (Ace, BMI)

** Mean, Mean Man (Ace, BMI).

ACE 638.

C. R. CELESTE

** Snowflakes (Part 1 & II) (Borealis,
BM1) (2:16, 2:15). SAPIEN 1006.

VIC DIAZ

★★★ Mr. Moon (Maraville-Lar-Bell,
BMI) (2:10)—★★★ So Mean to Me (Lar-Bell, BMI) (2:15), DONNA 1351,

CLARENCE STANFORD

*** Black Cloud (Heigh-Ho, BMI)
(2:05)—** Grandpa Tells a Story (of Paul Revere) (Heigh-Ho, BMI) (1:58).

HEIGH-HO 603 A-B.

THE MERRY MACS

*** The Christmas Cha Cha (Bernice,
ASCAP) (2:21)—*** Close Your Eyes
(Cha Cha) (Bernice Pelkere, ASCAP)
(2:35). PORTRAIT 448.

BARBARA J AND THE SILVER

** Love Is the Thing (Lescay, BMI) (2:30)—** Laughing at Me (Leopard, BMI) (2:16). LESCAY 3001.

THE CHANTONES

★★★ Stormy Weather (Mills, ASCAP)

(2:30) — ★★★ Sweet Georgia Brown

(Remick, ASCAP) (2:00), CAPITOL 4661.

LAIRETTE

*** You've Been Telling Our Secrets
(Safari, BMI) (2:35)—** My Reason
for Living (Sulo, BMI) (2:45), ENCORE

THE TEEN BEATS

★★★ Only the Stars (Starflite, BMI)

(2:37) — ★★★ Nightspot (Starflite, BMI)

(2:07), MYRL 407.

JESS CONRAD

★★★ Little Ship (Ark-La-Tex, BMI)

(1:55) — ★★★ Walk Away (Jimskip, BMI) (1:55), LONDON 2005.

SHIRLEY JEAN WILEY

★★★ Long Tall Sally (Venice, BMI)

(2:15) — ★★ Evening Shadows (Starflite,
BMI) (2:36), MYRL 408.

BUDDY KAIN

*** Don't Laugh at the Clown (Myers,
ASCAP) (2:26) — ** The Dream Is
Ended (Myers, ASCAP) (2:10), BAND
BOX 285.

JANE BOWMAN

** Eternally (Borealis, BMI) (2:19)
** Mad Mama (Borealis, BMI) (1:59).

PHANTOM BAND

★★★ Mexican Train (Eldorado, BMI)

(1:45) — ★ I Have Forgotten You (Eldorado, BMI) (1:52). GLOBE 100.

CHARLES GUILKEY

★★★ You'll Be the One (Friendly, BMI)

(3:02)—★ It Was Written in the Sky

(Friendly, BMI) (2:47). THUNDER 1063.

JIM NICHOLS

★★★ No Woman (Friedl, BMI) (2:12)—

★ How Long Could I Love You? (Friedl, BMI) (2:17), TERRY 808-9

THE MERRY MACS

*** Close Your Eyes (Petkere,
ASCAP) (2:35) — *** The Christmas
Cha Cha (Petkere, ASCAP) (2:21). PORTRAIT 102.

SAM BUTERA

*** I'm an Old Cowhand (Leo Feist, ASCAP) (2:01)—** For You (M. Wilmark & Sons, ASCAP) (1:52). DOT 16287.

THE DEL-PHIS

★★★ I'll Let You Know (Kapa-Brohun,
BMI) (2:50)—★★★ It Takes Two (KapaBrohun, BMI) (3:15). CHECKMATE 1005.

ERDOGAN CAPLI

★★★The Smiling Rose Waltz (Vernon,
ASCAP) (2:23) — ★★★ Turkish Simmy
(Vernon, ASCAP) (2:20), DOT 16276,

JOHNNIE MORISETTE

** You Are My Sunshine (Southern,
BMI) (2:40) — ** Your Heart Will
Sing (Kags, BMI) (2:32). SAR 121.

LITTLE ELLEN

*** That Other Guy (Lucky Eight,
BMI) (3:00) — *** Auswer Me My
Love (Bourne, ASCAP) (2:10). SMASH

JENNELL HAWKINS

★★★ Can 1? (Tiranic, Finesse, BMI)

(2:35) — ★★★ Moments to Remember.

(Titanic, BMI) (2:10). AMAZON 1003.

SKIP KERR

***It's All Over Now (Moreno,
ASCAP) (2:03)—*** The Monitor and
the Merrimac (Moreno, ASCAP) (2:46).

NACIO 1001.

RICH AND THE KEENS

** Maybe (Figure, BMI) (2:30)—

** Popcorn (LeBill, BMI) (1:51).

JEANNE NEWMAN

** Lonely World (Moo-Moo) (3:00)—

** Tonight's the Night (Moo-Moo)
(1:45). KRIS 281.

SMASH 1722.

THE MEDALLIONS

** Lovin' Time (Charlie Fitch, BMI)

(2:00) — ** Home Town (Charlie Fitch, BMI) (1:44). SARG 1043-4.

THE INDIVIDUALS

** La Bamba (Nafle, BMI) (1:45)—

** Heartbreak Hotel (Tree, BMI) (2:06). TEQUILA 101.

ALLAN CHASE

*** I'm in Love With Miss Connie
Francis (:2:45) — *** Lonely Heart.
(2:08). CINEMA 108.

JAMES STALLCUP AND THE FLAIRS

★★★ Sad Feeling (LeBill-Starfire, BMI) (2:02) — ★★★ Baby, Let's Make Love (LeBill, BMI) (1:56). LE CAM 724. LEO DIAMOND

** La Dolce Vita (Robbins, ASCAP)

-** The 400 Blows (Hide Me in
Your Arms) (Chappell, ASCAP). REPRISE 20036.

EUGENE DARROW

*** Young (Mineo & Mineo, ASCAP)
(2:40) — *** Oops! There SheGoes
(Mineo & Mineo, ASCAP) (2:06). 20TH
FOX 290.

*** When Day Is Done. (Harms, ASCAP) (1:53)—*** If I Had You.

(Robbins, ASCAP) (1:50). HEARTBEAT
2.

THE CONCORDS

★★★ Cross My Heart (Wemar, BMI)
(1:58)—★★★ Our Last Goodbye (Wemar,

YOUNG JESSIE

** My Country Cousin (Bla-Cron,
BMI) (2:30) — ** Teacher Gimmie
Back (EmArcy, ASCAP) (2:36). MERCURY 71895.

BMI) (2:00). GRAMERCY 304.

THE BY LINERS

*** Archie's Melody (Pub. Studio,
BMI) (2:15)—** Mary Low Brown
(Pub. Studio, BMI) (2:00). FELSTED

MORENO-BUENDIA BIG BAND

★★★ El Vito (Barnegat, BMI) (2:16)—

★★★ Fumando Espero (Barnegat, BMI)
(2:36), DIRECTIONAL SOUND 5015.

BRADD SUGGS

*** Elephant Walk (Hi Lo, BMI)
(2:09)—** Like, Catchin' Up (Knox, BMI) (2:03). PHILIPS 3571.

RICHIE ★★★ Cherie (Lowe, ASCAP) (2:10). ★★★ Dream Lover (Fern-Progressive, (BMI) (2:15). KIP 240-1.

JUDY HARRIETT

** Don't (Newman, ASCAP) (2:04)—

** Road to Nowhere (St. Lawrence, BMI) (2:39). COLUMBIA 42225 (33).

THE ADVENTURERS

*** Rock and Roll Uprising (SJW-Hill & Range, BMI) (2:10)—** My

Mama Done Tole Me (SJW-Hill & Range,

BMI) (2:02). COLUMBIA 42227 (33).

NORMA RIVERS

*** San Antonio Rose (Bourne,
ASCAP) (2:05)—** I'll Hold You in

(Continued on page 31)

MULLEUMER HOT R & B SIDES

4 YA YA, Lee Dorsey, Fury 1053......

7 IN THE DARK, Little Junior Parker, Duke 341

4 9 GYPSY WOMAN, Impressions, ABC-Paramount 10241.....

(5) 19 TOWER OF STRENGTH, Gene McDaniels, Liberty 55371.....

7 2 BIG JOHN, Shirelles, Scepter 1223

8) 5 I'M TORE DOWN, Freddy King, Federal 12432.....

9 8 RUNAROUND SUE, Dion, Laurie 3110

10) 6 OPERATION HEARTBREAK, Aretha Franklin, Columbia 42157.....

12) 10 BRISTOL STOMP, Dovells, Parkway 827

3) 21 SOOTHE ME, Sims Twins, Sar 117

(14) 28 | KNOW, Barbara George, AFO 302

(15) 20 SEPTEMBER IN THE RAIN, Dinah Washington, Mercury 71876.....

(16) 17 EVERYBODY'S GOTTA PAY SOME DUES, Miracles, Tamla 54048.....

18) 23 BABY, YOU'RE RIGHT, James Brown, King 5524

18 JUST OUT OF REACH (Of My Two Open Arms), Solomon Burke, Atlantic 2114...1

26 THE FLY, Chubby Checker, Parkway 830

23 27 JUST YOU AND ME DARLING, James Brown and the Famous Flames, King 5547...

(24) — THE ROACH, Gene and Wendell, Ray Starr 777.....

25 13 SWEETS FOR MY SWEET, Drifters, Atlantic 2117

 26) 15
 HUMAN, Tommy Hunt, Scepter 1219

 27) 16
 IMPOSSIBLE, Gloria Lynne, Everest 19418

(30) 30 | REALLY LOVE YOU, Stereos, Cub 9095



From Me"
DEE CLARK
VeeJay #409

"I Wasn't Sure"
RAY WHITELY







"STAY-AT-HOME SUE"

LINDA

RUST 5042

Reviews of New Singles

Continued from page 30

My Heart (Adams, Vee & Abbott, BMI) | RONI POWERS (2:35). VASSAR 318 A-B.

DBBY TAYLOR ** Ubangi Stomp (Ebony, BMI) (2:45) -** Seven Steps to an Angel (Ebony, BMI) (2:59). HOUR 102.

ARAVELLI ★★★ Ring Around a Rainbow (Rayven, BMI) (2:10)-** The Pony Cart (La Charrette) (Rayven, BMI) (2:36). 20th FOX 273.

MMY HEAP *** Forever Yours (Mel Mat, BMI) :16)-** Flint Rock (Mel-Mat, BMI) (2:07). FAME 511.

★★★ An Angel Up in Heaven (Jay-Kay), BMI) (2:04) - ***I Wish (Wal-Al, ASCAP) (2:32). LT 1022.

GALEN DENNING

** Three Score Years and Ten (Burdge, ASCAP) (2:09)-* Brandenburg Gate (Burdge, ASCAP) (2:46). TREND 4101.

★★★Oh; I Can't Fall in Love (Dubonnet, ASCAP) (1:58). SLATE 3071.

REG OWEN AND ORCHESTRA *** The Hula Twist (Compton, ASCAP) (2:15)—Swing-A-Long-Ling (Zodiac, BMI)

STRONG SALES POTENTIAL

OUNTRY & WESTERN

UCK OWENS

** It Don't Show On Me-STAR-AY 571-Owens has a typical country seper on this side. The chanter is in rong form as he sings this ballad while me strong fiddle and guitar work go on the background, (Pamper, BMI) (2:18)

** There Goes My Love-Multi-trackg on Owens' voice on this side makes is tune, with a weeper sentiment, a good fort. Backing with guitar is in a more or ss traditional groove. (Pamper, BMI) (2:05)

RCHIE CAMPBELL

*** Gettin' My Tears to Music-ARDAY 568-The singer has a sentimenweeper on this side and sings it with nviction. Vocal chorus in backing and ne guitar work are also spotted throught. (Star, BMI) (2:41)

** A Woman's Work Is Never Done Folksy rendition, touched with humor, out a mother's work. The homespun oughts in this side should make it touch any a heart. (Starday, BMI) (2:58)

DBBY BARNETT

** On the Wings of Chance-BOYD 4-Here's a country-styled tune that s strong touches of Ferlin Huskey's ngs it in a good, high-pitched nasal style th guitar and chorus support. It's done fast waltz tempo. (Knob Hill, BMI) (2:12)

*** We're Heading Nowhere (And It n't Taking Long to Get There)-Barnett oves himself quite a stylist in this snappy ythm tune with overtones of heartaches. s a smart side that could grab a lot of untry plays. (Knob Hill, BMI) (2:06)

HYTHM & BLUES

C. SMITH k★★ Don't Drive Me Away-ARHOO-E 502-R. C. Smith belts out this blues th true r.&b. flavor. His honest vocal is companied by a powerful guitar style. -Flat, BMI) (2:22)

* I Believe We Love Each Other--Flat, BMI) (2:20)

ILLIE COBB

** You Don't Love Me-VEE JAY I-Interesting touch to this side that's nost Oriental. The boys vocal style is prorted by some fancy guitar and strong ythm. (Katrina, BMI) (2:32)

You're So Hard to Please-(Katrina, MI) 2:30)

NNY BOY WILLIAMSON r★★ Mailman, Mailman—RAM 2501 tractive blues effort is handed a good go Williamson over blues-pop backing. (Hip I, BMI) (1:50)

* Pretty L'il Thing-(Hip Hill, BMI)

HRISTMAS

E BROTHERS FOUR

** What Child Is This? (Greeneves)-COLUMBIA 42235 (33)-Lovely reensleeves" melody with seasonal lyrics sung attractively by boys. Both sides good iday programming. (Public Domain)

sed on classical melody, is sung with ling and delicacy by group. (Bryden, BMI)

TCH MILLER AND GANG k★★ Be A Santa—COLUMBIA 42240— Miller choral gang performs a bouncy from the forthcoming "Subways Are Sleeping" legiter. A happy sound here t can draw holiday play for the group. THE FAMOUS WARD SINGERS ratford, ASCAP) (2:32)

THE OVERTONES ***Pa-Vul-Ya (Savoy, BMI (2:03)-

(2:26). PALETTE 5086.

*** Must Be Santa-This is a bright Christmas effort based on an old German drinking song. Also qualifies for play.

THE JACK HALLORAN SINGERS

(Hollis, BMI) (2:42)

*** Mary's Little Boy Child-DOT 16275-Charming performance of the appealing Christmas theme. Fine jockey side, (Schumann, ASCAP) (2:39)

*** The Little Drummer Boy-attractive choral treatment of the tender seasonal theme. (Mills, ASCAP) (3:06)

JOHNNY BRANDON

★★★★ Santa Claus Jr.-LAURIE 3042-Here's a bright little holiday ditty by the British chanter, which also employs a speeded-up voice technique. Cute wax that has a chance. (Wemar, BMI) (2:33)

*** Theme From Santa Claus Jr .-An instrumental version of the flip employing guitar, accordion, glockenspiel, etc. Listenable. (Wemar, BMI) (1:56)

JOHNNY MATHIS

★★★★ My Kind of Christmas—COLUM-BIA 42238 (33)-Appealing yule theme is warbled with warmth and sincerity by Mathis. Spinnable seasonal wax. (Elm Drive, ASCAP) (3:01)

cent hit, "Wings of a Dove." Barnett ** Christmas Eve-Tasteful readings by Mathis on pleasant holiday ballad. (Elm Drive, ASCAP) (2:58)

BOBBY DARIN

*** Ave Maria-ATCO 6211-A soft, soulful warbling job by Darin on the Schubert "Ave Maria." He handles it effectively and it can get holiday action.

*** O Come All Ye Faithful - The traditional carol is sung in relaxed, listenable style by Darin with a choral group support. Two good sides for the season. (2:21)

DAVID SEVILLE AND THE CHIMUNKS *** Rudolph the Red Nosed Reindeer-LIBERTY 55289-The Chipmunks are back with their last year's version of the Christmas favorite. Should sell a lot of wax to the little tots. (St. Nicholas, ASCAP) (2:32)

★★★ Spain—(Monach, ASCAP) (1:37)

JOHN LEMONS QUARTET

*** Ain't It the Truth (Parts I & II)-IMCO 105-Some very nice jazz piano is featured on this new disking on Side I. On Side II the combo takes off smartly with the horns taking the lead. Could get exposure on jazz box and with jazz jocks. (Yvette, BMI) (2:20, 2:55)

SPIRITUAL

PROF. CHARLES TAYLOR *** Lord What About Me?-SHARP -The spirit is on the Professor's group as they deliver this message with rhythm and enthusiasm. Savoy, BMI)

*** Test in Judgment-Lead singer has an exciting, high-pitched voice, and is ably backed, (Savoy, BMI)

JAMES CLEVELAND AND THE GOSPEL CHIMES

★★★ Deep Down in My Heart—SAVOY 4166-Cleveland does an exciting side here. ** Christmas Bells-Haunting theme, It's uptempo, with exciting organ accompaniment, and a good group backing him. Savoy, BMI)

> *** What a Mighty God-Contrasting to the flip, this is in more sedate style initially, and picks up excitement as it goes along. (Martin, BMI)

> *** Prince of Peach (Oh Holy Night)-

SAVOY 4165-This noted group does a sincere and tasteful reading here.

*** Sweet Little Jesus Boy-The full voiced lead chantress and the high-voiced choir lend an effective contrast on this fine

*** MODERATE SALES POTENTIAL

COUNTRY & WESTERN ***

MAX HEDRICK

** Actions (Sun State, BMI) (2:30)-** Black Widow Heart (Sun State, BMI) (2:18). KALL 501.

FREDDIE AND LONIE *** Allen's Way (BMI) (2:45)--** Wildwood Flower (1:55). WESTERN 21

RED RIVER DAVE ** Old Love in New Mexico (Music Clearance, ASCAP)-** Spanish Gultar (Music Clearance, ASCAP). COPY-RIGHT CR 41.

RHYTHM & BLUES

FREDDIE KING

★★★ Heads Up (Sonly) (2:30)—★★★ If You Believe In What You Do) (RT) (2:56). FEDERAL 12443.

GUS JENKINS AND HIS ORK ** Of the Road (Orjae, BMI) (2:14) —★★★ Jealous of You Baby (Orjae, BMI) (2:30). PIONEER INT'L 1009.

** Let's Talk It Over (Orjae, BMI)-** Tell the Truth Baby (Orjae, BMI) (2:10). PIONEER INT'L 1007.

MERCY DEE ** Betty Jean (B-Flat, BMI) (1:50)-** Lady Luck (B-Flat, BMI) (2:40). ARHOOLIE 501.

CHRISTMAS

BILLY BEAU

** Hey Daddy (I'm Gonna Tell Santa on You) (Boral, BMI) (2:07) -** Santa's Coffee (Boral, BMI) (1:50) DOT 16281.

YOLANDA WHITE

** My Brother Wants a Doll for What I Want for Christmas (Is Six More Years) (Dutchess, BMI) (2:30). DECCA

LIMITED SALES POTENTIAL

POPULAR

BOB SMITH Crying Over You (Clete) (1:48)-Lonety at Christmas (Clet) (1:54). CLET 1000.

WAYNE FARMER AND THE TEEN-BEATS

Oh! Oh! You Hurt Me So (Star-Flite, BMI) (2:10)-Yeah! Yeah! My Baby (Star-Flite, BMI) (2:44). DODGE 802

DEE-DEE GAUDET Where's the Law (Star-Flite, BMI)-Them Doggone Lonesome Blues (Star-Flite, BMI). DODGE 805.

JOEL GILLARD Before Tomorrow (And Wheatco, BMI) (2:29)-Why Should I Cry (And Wheatco, BMI) (2:41). SPHINX 1001-2.

JUDY JAYNES Don't Take Him Away (Escort, BMI) (2:15)-I Was There (Escort, BMI) (2:10). CAL-GOLD 171.

NOBLE SISSLE AND THE CHIC-CHOCS There's a Bit of Virginia in Ya (ASCAP) -Harlem's Poppin' (ASCAP). BROAD-WAY 106.

CHARLES LYNTON I'm Disillusioned (ASCAP)-Sweet Suburban Sue (ASCAP). BROADWAY 102.

JIMMIE WESTERBROOK BAND AND TERRY GALE'S DEDICATIONS My Boy Friend Got Drafted (2:50)-For More Reasons Than One (2:30). WESS

THE CHICK-CHOCS Sugar (ASCAP) - Them There Eyes (ASCAP). BROADWAY 104.

HERMAN ODOM Don't Mind the Other Fellows Business (2:55)-Missing You (3:00). MELODIA

COUNTRY & WESTERN ***

JAMES D. BURHUS I Ain't Bid Enough Anymore (Bee-Line,

BMI) (1:59)-Don't Monkey With My Widder (Bee-Line, BMI) (2:00). FLAT-GIT-IT 697.

CAL MADDOX

TONE 123.

My Only Girl (Bee-Line, BMI) (1:45)-Hey Bill (Bee-Line, BMI) (1:40). FLAT-GIT-IT 699.

THREE "T" BAND To Another's Arms You'll Go (Friendly, BMI) (2:03)-Deceiving (Friendly, BMI) (2:07). THUNDER 1046.

SORD Protests Col.'s Mail Pitch

• Continued from page 2

and mailing it to Columbia's fac-LP. You have absolutely no handling."

SORD's Judkins told BMW he was acting in response to a protest lodged with him by Gary E.

Spanish Newsnotes

• Continued from page 18

Augusto Alguero, publisher of the current hits in Spain.

Ernesto Duarte, Margarita Cantero and Frank Lopez from Cuba arrived in Madrid and were signed for radio, TV and personal appearances. They will also soon make records as Los Riveros. Odeon launches "Moliendo Cafe" and "Wheels" by Chucho Mendoza.

... Helen Shapiro's hit "You Don't Know" already in the market, launched by Voz de Su Amo, while Teddy Randazzo's "Lady of Spain" and a selection of jazz tunes, recorded by the Jo Jones (Everest), was released last week by Hispavox. . . . Bing Crosby singing with Billy

May on MGM-Hispavox. . . . More Pachanga with Francis Bay (Philips) and Greece's Ta Grisa Matakia ("Your Blues Eyes") coming up on charts with Aleco Pandas and Jose Guardiola.

The First Festival of the Madrilien Song will take place at the Sports Place of Madrid with a 10,000 crowd capacity. The first prize will give to the winner 50,-000 pesetas (almost \$1,000). The Christmas (Leeda, ASCAP) (2:02)—** | organizers says that Nat King Cole and Paul Anka will be among the special guests to be presented.

ARD Meet Set

Continued from page 2

and the Attorney General's office in efforts to secure Federal legislation to curb disk counterfeiting. Steinberg said such legislation may very well be introduced early next year and "should have strong backing from high federal agencies."

Also appearing at the meet were Hal Cook and Coleman Finkel to outline objectives for the International Sound Fair, which will be held in Detroit the latter part of

Others attending the Board meet were Henry Droz and John Kaplan, Detroit: Harry Schwartz and Jim Schwartz, Washington, D. C.; Nelson Verbit, Philadelphia; Bob Chatton, San Francisco; Fletcher Smith, Miami; Harry Apostoleris, and David Steinberg, Philadelphia, and Norman Weiser, New York.

Stereo FM an Aid

• Continued from page 12

from the British Broadcasting Corporation, Radio Luxembourg, Radio Diffusion Française, RAI (Italian-Radio-TV System), Radio Nord, Radio Madrid, and Radio Mercury.

If the 20,000 watt outlet reaches enough of the area's estimated 2,600,000 FM set owners, WTFM might also spark additional sales for foreign artists and music, via its imported music tapes and Continental deejay staff. The jockeys, who speak 17 languages among them are Jean Michel from France; Tony Mc-Fayden, Australia; Marten Lamont, England; Vadim Gontzoff, for PUBLICITY Russia; Gerald Janes (also program manager) and Bryce Bond. QUALITY PHOTOS IN QUANTITY

On Saturdays, from 10 a.m. to 10 p.m., WTFM will spotlight a "Stereo Spectacular," featuring music and effects designed to help dealers demonstrate the "fullest listening advantages of FM stereo." "Stereo Spectaculars" will MOSS PHOTO SERVICE also be programmed "during prime selling hours" on weekdays. 350 W. 50 Street, New York 19 PL 7-3520

your customer. The cover has Skatoff, a St. Louis member (the your company's name imprinted. Melody House). According to The recipient selects the LP of Judkins' figures, Columbia is sellhis choice by merely attaching the ing the LPs at \$1.88 each, after stamps to the postcard provided the cost of the brochure, maling and handling charges are deducted tory. In 10 days he receives his from the \$2.35 paid by the premium buyer. "This," he said, "is a far cry from what dealers are asked to pay for the same merchandise."

In lashing out at Columbia's premium pitch, Judkins smarted particularly by the fact that the record company was making the direct pitch "right before Christmas." Each record received thru this method," Judkins added, "is a potential sale lost to a dealer. This new device to siphon sales from the retail level of our industry comes on the eve of what we look to as our peak selling season. A number of the records contained in the brochures are records we carry as part of our current inventory."

Judkins said he is filing a protest with the Federal Trade Commission, currently investigating the record industry, as evidence "of still another form of price discrimination against the dealer. When the factory is able to sell records directly to our potential consumers at a price far less than what we are expected to pay for 'them,'" and re-emphasized "the need for an early decision" by FTC in its investigation.

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EUROPEAN NEWS BRIEFS

NSM Revamps Entire Operation

BINGEN, W. Germany—NSM is reported making steady progress in improving its competitive position in the European coin machine market in the wake of the firm's reorganization last spring. The firm has revamped production lines and overhauled procurement and marketing. The new top management of Dr. Karl Immendorf and Heinze Buder have succeeded in reducing production costs substantially. NSM is bringing out a new model of its popular Fanfare juke box, which has sold over 12,000. Much is expected here at Bingen from the new Fanfare.

Furthermore, NSM continues to be one of the Continent's largest producers of payout machines, which forms the backbone of NSM's production. It is expected, too, that NSM will enter the vending machine field in a big way, following the lead in this respect of the U. S. giant coin machine producers, Canteen, Rock-Ola, and Seeburg. Gert W. Schulze and Herbert Nack, former NSM top tandem, have shifted to membership of a managerial committee. Schulze continues to be active in promoting NSM sales and the interest of the trade generally in his unique capacity as West Germany's "Mr. Coin Machine."

More W. Berliners Dancing to Jukes

BERLIN—Juke box dancing is booming in West Berlin. It is estimated that 35 per cent of all juke boxes in Berlin are now used for dancing. The trend is upward, and the trade predicts that eventually most of Berlin will be dancing to juke box music. Bars are replacing combos and piano players with phonographs. At the same time Berliners are dancing more than ever before, partly in reaction to the tension in the city. "If you dance the night away," sagely observed a juke box operator, "the morning doesn't seem so gray." It has become difficult to attract sufficient musicians to West Berlin because of the tension in the city, and it is becoming increasingly difficult financially for bars and restaurants to retain musicians. Many dancing spot proprietors find, moreover, that patrons prefer the latest hits of top recording stars to mediocre live music.

Britain for Improved Programming

LONDON—Phonograph distributors in the United Kindom are concentrating on improving music programming by their customers as an avenue to increased juke box sales. Testing shows that distributors who tactfully prod their clients to keep atop top tunes are much better customers for new boxes than the average, unproduced operator. British trade surveys indicate that most operators and locations are far more remiss about changing disks in their boxes than is usually supposed. Checks in the London area have turned up boxes still cranking out last year's top tunes. Even otherwise efficient operators are remiss in staying stocked with the latest hits. On the other hand, where distributors are able to monitor closely operators' music programming, they invariably sell more boxes and discourage switching to competitive machines.

Big Push in Seeburg-Seeben Tie

HAMBURG-Seeburg has kicked off a vigorous sales campaign in West Germany, keyed to the establishment of its new German agency, Seevend. Seevend was established to push the Seeburg juke box in the German market, where heretofore the American prestige box has trailed its American competition. Seeburg's revved-up sales promotion is hammering at the U. S. position of Seeburg as a phonograph status symbol—the prestige box for prestige locations. The Hamburg agency is working closely with Seeben, the Seeburg agency in Antwerp, in not only selling the German and Benelux markets but also laying the groundwork for a high-voltage Common Market sales program. However, Seeburg still has no plans to establish European production facilities, Common Market or not. In the Seeburg view, there is no substitute for sales push.

French Trade Out to Replace Units

PARIS-France's juke box trade is organizing a replacement program designed to introduce new machines on a mass basis with minimum financial distress to operators. Trade associations have conducted surveys of present equipment and the financial resources of operators with vintage boxes. (About 70 per cent of France's 12,500 juke boxes were manufactured prior to 1957.) The trade has organized central and regional clearing houses for phonograph replacement, these clearing houses arranging for the disposition of used equipment on the standard "step-down" system of filtering replaced equipment down through various location levels. Operators are encouraged to buy new equipment with the assurance of a market for their discarded machines. The trade is also active in arranging financing for the wholesale box replacement now under way.

Want Standardized Output

BRUSSELS—Standardization of coin machine production by European Common Market producers is under discussion. The standardization would be aimed at "rationalizing" production (Continued on page 39)

Holiday Festivities Provide Extra Income for Ops Via Juke Rentals

By BENN OLLMAN

MILWAUKEE - Juke box rentals for holiday parties can provide welcome revenue at a time when route takes are down, according to Carl Betz, foreman at the P. & P. Distributing Company.

"This year we're having better success with rentals than we have had previously," he added. "It is mainly because we decided to rent equipment this year only on our own terms. We no longer rent out a juke box on a single, flat rate. Our prices are based on the length of time the renter retains the machine, plus moving costs."

According to Betz, P. & P. Distributing Company has learned from experience that flat rate rental deals are often deceiving. Operators may feel they can chalk up a reasonable profit on \$15 to \$25 rentals for supplying a juke box for party groups. But when the figures are carefully analyzed, the transaction too often lands in the loss column for these reasons, says Betz:

Cost Factors

"Some places are hard to get into to deliver the juke box. It can take two men all morning to deliver a machine to the top floor of a hall, or a basement recreation room. And it takes them just as long, or longer, to bring the equipment back to the shop. At the hourly rates we have to pay our people today, this can take all the profit out of a rental deal."

A recent instance where delivery costs on a rented box careened out of line, said Betz, was this one: The juke box was used in a hall. When two employes appeared to pick it up the following day, they found the hall closed. The men had to kill several hours waiting around until the caretaker appeared with a key to open the place. Taking the cost of the extra hours pay for each of the men into account, the company lost money on the deal.

To place their rental program on a sound basis P. & P. Distributing Company this year set up new price schedule:

Eight dollars per hour charge for moving juke boxes in and out of the renter's location.

Ten dollars rental fee for the first 24 hours. Five dollars rental fee for each additional 24 hours.

Twenty-five dollars rental fee for a full week.

Forty-five dollars rental fee for two weeks. Seventy-five dollars rental fee for four weeks.

The rental agreement also states that these price are for a 100-selection phonograph, with the choice of the juke box up to the company.

Moving Charges

The key element of the new rental set-up, stressed Carl Betz, is the \$8-per-hour moving charge. "Un less you consider the cost of two men trucking the juke box to the location and back to the shop, you are kidding yourself," he warns,

Newspaper advertising has helped P. & P. Distributing Company step up its volume of juke box rentals this year.

"We have been getting a fine response from our ads in the classified section of the daily paper offering juke boxes for rent at reasonable rates, says Carl Betz. "We got the idea from an article in a recent issue of Billboard Music Week. It is working out very well for us."

Service



FRED POLLAK

CHICAGO - Fred Pollak was named director of Retail Store Services, a new division of AC Automatic Services, Inc., last week. Appointment was announced by Joel Kleiman, AC Automatic presi-

Pollak was formerly director of marketing for John Plain & Company, before that vice-president of Textile Mills Company and president of Textile Mills' T.M. Products Division.

minister a new retail merchandising program designed to help manufacturers, distributors and retailers utilize the several special selling advantages offered by vending machines with new staple products as well as known vended products.

Barber Seriously III

DALLAS-Fred Barber, pioneer Barber is with the Walbox Distributing Company, Bally distributor ing from a severe stomach ailment. | continent.

Coin Products on View at Park Show

CHICAGO — A giant display | Chicago, vending operators, of outdoor amusement equipment ward A. Wiler; Capitol Projecto including a good representation of Corporation, New York, coin ope coin machine products was unveiled at the 43d annual convention and trade exposition of the National Association of Amusement Parks, Pools and Beaches held at Chicago's Sherman Hotel, November 26-29.

Officials indicated the show was the largest in the association's history. Some 100 firms were occupying 242 booths on the exhibit floor-34 more booths than in any previous NAAPPB show.

A number of new exhibitors were on hand. Coin machine and vending firms included: Auto Photo Brooklyn, pool tables, Irving Kay Company, Los Angeles, manufac- Mike Munves Corporation, Ne turers of coin-operated photo York, arcade and amusement booths, represented by V. Van Nattan; Automatic Canteen Company of America, Chicago, manufacturers and operators of vending machines, coin-operated music and games equipment, and background music equipment, represented by R. D. Gremp Jr.

Automatic Retailers of America,

Name Von Reydt To Seeburg Int. Kleiman said Pollak will ad- Manager's Post

CHICAGO - Hans Von Reydt, a native of Germany, has been named Seeburg Sales Corporation's international export division manager covering Europe.

Von Reydt is a veteran of the coin machine business having resided in the U.S. for a number of years selling Seeburg products. He was originally with the S. H. Texas coin machine operator, is Lynch Company of Texas and seriously ill in a local hospital. most recently was sales manager of H. A. Franz Company, Houston. manager, described the game

for the Dallas area. He is suffer- family in Germany and travel the amusement game with intriguin

ated arcade equipment, S. B. Gol smith; Exhibit Supply Compan Chicago, card venders and aread type pieces, Chester Gore.

J. F. Frantz Manufacturii Company, Chicago, arcade, Joh F. Frantz; Gold Medal Produc Company, Cincinnati, vender D. B. Evans; International Mut scope Sales Corporation, Long land City, arcade and amuseme pieces, L. Galante; Johnson Fat Box Company, Chicago, coin has dling equipment, R. Harry Gries mer; Irving Kaye Compan pieces, Mike Munves.

A Monday evening business se sion will be devoted to amuseme

Skee Fun On the Way

CHICAGO — Midway begi shipments last week on Skee Fu its new two player roll-a-ball gam Each player gets four balls p

frame for three or four frame The balls are thrown down a 1 foot alley toward nine pocket Four pockets remain stational while the other five move in rocking motion.

Skee Fun also has "Cris Cros scoring and a last frame suspen feature. The lightbox is 5 feet his and 21/3 feet wide, with a thr dimensional lighting effect.

Ralph Sheffield, general sal Von Reydt will reside with his a "compact two-player, all location play plus terrific spectator appeal

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Proposed Coin Legislation Taps Mass. Ops for Fees

By CAMERON DEWAR

BOSTON - Tougher times lie ahead for operators in the Bay State if a "secret" program now in the hands of Gov. John Volpe becomes law. The plan is scheduled to be unveiled within a short time. While the program has been kept secret, it was admitted that the licensing of coin-operated machines is considered as a principal source of additional revenue.

The administration proposal must be approved by the Legislature before it can be put into effect. However, there is a strong chance that the Legislature would approve it in order to forestall voting higher taxes in an election year.

The only two exemptions under the proposal are licensing of juke boxes and pinball machines. The State Public Safety Department licenses juke boxes, and pinball machines are licensed by the communities in which they are placed.

Revenue Unknown

coin-operated machines as all now diversified into many other types used in bulk vending, stamp lines.

and hose dispensers and coin-operated laundry machines. Asked how much the State expected to gain from a new license fee set-up, an official said he didn't know since "no one knows just how many such machines are being used in the State."

He also pointed out that license fees would have to be gauged by the purpose for which the machine is used. "You can't charge the same fee for a stamp machine as for a machine that dispenses stockings or launders clothes." he said.

Fiscal experts have warned the governor that the State needs an additional \$15 to \$50 million to cover operating expenses during fiscal 1963, and the governor is known to favor a tax or license fee on coin-operated machines.

pinball machines have been subjected to repeated increases in the cost of licenses, and it is strongly felt that the saturation point has been reached in that area. How-This would leave wide open such ever, many music operators have



In recent years juke boxes and HARRY BECK, left, newly elected treasurer of the AMOA of Pennsylvania, presents to Felix Kadel, outgoing president, a gold watch as a token of appreciation for his past leadership.



INDUSTRY LEADERS at the AMOA of Pennsylvania banquet included, left to right, Felix Kadel, outgoing president; Samuel Daubs, incoming president; Leon Taksen, manager, and Paul Huebsch, vice-president of the J. H. Keeney Company.

DOUBLE-PLAY DISKS

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

FOOL #1 ANYBODY BUT ME	BRENDA LEE Docca 81309
WALKIN' WITH MY ANGEL	BOBBY VEE Liberty 55388
A WONDER LIKE YOU EVERLOVIN'	RICK NELSON Imperial 5770
I DON'T KNOW WHY IT'S ALL BECAUSE	LINDA SCOTT Canadian-American 129
CRYING AND CANDY MAN	ROY ORBISON Monument 447
SEVEN DAY FOOL	ETTA JAMES Argo 5402
THE WAY I AM AND MY HEART BELONGS TO ONLY YOU	JACKIE WILSON Brunswick 55220
UNCHAIN MY HEART AND BUT ON THE OTHER HAND	RAY CHARLES ABC-Paramount 10266
GYPSY ROVER COTTON FIELDS	HIGHWAYMEN United Artists 370
ON BENDED KNEES STANDING IN THE NEED OF LOVE	CLARENCE HENRY Argo 5401
DANNY BOY AND FLY BY NIGHT	ANDY WILLIAMS Columbia 42199
I CRIED MY LAST TEAR A CERTAIN GIRL	ERNIE K-DOE Minit 634
WHAT I FEEL IN MY HEART LOSING YOUR LOVE	JIM REEVES RCA Victor 7950

Awards Given at Pa. AMOA Banquet

HARRISBURG, Pa. - Nearly Orphans Court, and his father, 200 persons attended the first an- | Guy Swope, ex-Congressman and nual banquet of the Pennsylvania governor of Puerto Rico. Amusement Machine Operators of America held November 12 at the Holiday Motel West near here.

cocktails and then dinner. Out- Harold Dorgan, of Keeney Comgoing President Felix Kadel introduced the guests, entertainment then took over, followed by dancing to the Leo Runk orchestra.

One of the highlights of the evening was the presentation of a plaque to Paul Huebsch, vice-president of the J. H. Keeney Company, for "making the most noteworthy contribution not only to this organization, but the entire coin machine industry."

Daubs Award

Another award was given to Samuel Daubs, Norristown operator, for "being the person who unselfishly devoted his time to the advancement of public relations within the State of Pennsylvania.'

It was also announced during the evening that Daubs had been elected as the new president of the State association, succeeding Kadel.

The entertainment was provided by recording stars Al Alberts, Freddy Cannon and Al Martino. Many disk jockeys from throughout the area were also on hand.

Guest List

Harrisburg; Lee Swope, newly six or eight machines. Prices range elected judge of Dauphin County from \$10 to \$12 each.

Representing the manufacturers were Art Garvey, sales representative for the Bally Manufacturing The evening started off with Company, and Paul Huebsch and pany.

> It was also announced that Harry Beck was the newly elected treasurer of the State organization. The balloting took place earlier with the results being held until the banquet.

Northwestern's **New Mechanism**

MORRIS, Ill.—The Northwestern Corporation is now in full production on its new nickel optional mechanism for its Model 60 bulk vending line. The unit was introduced at the recent National Automatic Merchandising Association convention in Chicago.

The mechanism allows three complete turns on a 5-cent vend and sells for \$3, with the price added to the cost of the machine.

Also in full production is the chrome Showcase stand, of heavy-The dignitaries attending in- gauge, chrome-plated steel tubing. cluded Nolan Zeigler, mayor of Varying sizes accommodate four,

DOUBLE 05/5

The Cadence GOLD RECORD SERIES

TWO SIDED

plus plays . plus profits

CAD 1601—EH, CUMPARI—Julius LaRosa BALLAD OF DAVY CROCKETT Bill Hayes

CAD 1602-MR. SANDMAN BORN TO BE WITH YOU. The Chordettes

CAD 1603-NAUGHTLY LADY OF LAKE HERNANDO'S HIDEAWAY-Archie Bleyer

CAD 1604-ALL I HAVE TO DO IS DREAM BIRD DOG-The Everly

CAD 1605-NIGHT TRAIN-Ernie Englund RUMBLE-Link Wray & His Ray

CAD 1606-BUTTERFLY I LIKE YOUR KIND OF LOVE-Andy Williams

CAD 1607—CANADIAN SUMSET ARE YOU SINCERE-Andy Williams

CAD 1608-EDDIE MY LOVE LOLLIPOP—The Chordettes

CAD 1609-BYE BYE LOVE WAKE UP LITTLE SUSIE-The Everly Brothers

CAD 1610-HAWAIIAN WEDDING SONS LONELY STREET-Andy Williams

CAD 1611-('TIL) I KISSED YOU LET IT BE ME-The Everly Brothers

CAD 1612-POETRY IN MOTION WITHOUT YOU. Johnny Tillotson



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Ops Protest Proposed Tax

By CAMERON DEWAR

BOSTON - "Unconstitutional," "discriminatory," "confiscatory" and "unrealistic" are only a few of the terms applied by the local coin machine industry to the proposal for a tax on all coin-operated machines in Massachusetts. This would include all machines from penny bulk venders to pinball machines, all types of vending machines to even coin-operated television sets.

State Commissioner Charles Gibbons estimates that there are 175,-000 vending machines, plus 10,000 juke boxes and 15,000 amusement devices and figures that the State would collect \$10 million by li-

24-Payment Plan From Rake Coin

PHILADELPHIA - The Rake Coin Machine Company is reintroducing its 24-payment finance plan on its complete line of Oak bulk vending machines, according to Nathan Rake, president.

Alan Rake will soon be calling on bulk operators in Pennsylvania, New Jersey and Delaware with the firm's line of Oak machines, Ringmaster charms and Agress nuts.

Rake said the response from the company's recently issued catalog has been excellent.

censing the machines on a State-| the plan was unrealistic and the wide basis.

His scale for license fees would high. be \$60 per year for a cigaret machine; \$50 for amusement devices and juke boxes; \$10 for penny bulk machines; \$25 for 5-cent candy machines; coffee machines, \$25, and sandwich machines \$40, with a fee ranging as high as \$125 on bigger food machines.

"Responsible men in the industry will support this fee schedule," said Gibbons, but the "responsible men" had a few words to answer Gibbons. To his charge that "there are many machines in the State which accept coins even when the supply of merchandise is depleted, and others which fail to render the com- made was that the \$10 million explete service claimed," it was pected from the fees was more than pointed out that the telephone sys- the total take of all the machines tem is one of the worst offenders in in the State. this respect and nothing had been said about taxing this activity.

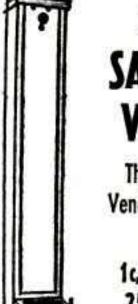
year. It was generally agreed that date.

estimate of machines much too

The point also was made that vending firms pay the same fees and taxes as stores in the form of milk licenses, victualers' permits, etc. The biggest protest from the vending trade was that it would hit the working people hardest—the factory and office worker and the school children.

Th charge of discrimination was supported by one operator who said the plan was in effect as if a rule were made to tax drugstores for selling candy but not candy stores, or milk in cartons and milk in bottles. But the biggest point

This type of legislation has been tried previously but has been de-One operator of music, cigarets feated. However, there is a feeling and vending machines said he esti- that somthing could come of some mated it would cost him \$135,000 form of licensing the machines a year, which was more than the since the State is in dire need of annual gross of the company. "In more funds and in an election year other words, he said, "We'll be out it is felt that legislators would be of business." As an example, he unwilling to raise property taxes said there are many ciagaret ma- further. The proposal is being prechines that do not clear \$60 per pared for the Legislature at an early



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PLASTIC PROCESSES INC., 83 HANSE AVENUE, FREEPORT, N. Y.



Paint, Polish Prepare

MUNICH—Winter's approach colors should be varied to har-

The Germans believe in winterdrabness.

for a "crying" effect, loud color it a rigid rule to shift equipment schemes too eye-catching to over- wholesale with onset of winter. look. One of Munich's biggest | Equipment perfectly sited to catch bulk operators explained, "Color maximum traffic flow in the -literally - sells bulk vending spring and summer months may products. This is all the more be poorly sited for winter trade. true in the winter time, and I make it a point to choose not only out, "We have made checks on gay colors but to pick the colors traffic flow at various periods of to suit the locations.

Harmonizing Colors

cated in areas with frequent snow mer. This is true in the city, and should be painted the loudest fire- of course it is obvious in mountain truck red available. However, resort areas.

finds German bulk vending op- monize with the location, but erators painting and refurbishing whatever colors used, they should their equipment with spring-time be bright to overcome winter

izing equipment for eye appeal as pains to winterize the mechanisms well as weather resistance. Bright of his vending equipment. "Servpastel paints and primary reds icing becomes much more imporand yellows are used to brighten tant in the winter, but this isn't up equipment and offset winter as obvious to all operators as it

should be," he remarked. Most German operators strive German operators, too, make

The Munich operator pointed the year, and we find there is a substantial alteration in certain "For example, equipment lo- areas as between winter and sum-

For W. German Winter

drabness." This operator takes special

Bulk Banter

CLEVELAND CLOSE UP

The next meeting of the Ohio Vendors Association will be held Saturday, December 2, at the Coach House Restaurant, Route 42, Strongsville, Ohio (just north of Exit 10 of the Ohio Turnpike). A luncheon will be served at 1:30 p.m. and the meeting will follow. Scheduled on the agenda and experience at Ridge Gum, has is a review of the laws currently in effect in Ohio relative to the bulk vending business and a discussion of problems encountered by operators. Membership in the OVA is opened to all bulk vending operators doing business in Ohio and they are urged to attend this important meeting.

pany, announces his firm will begin vending jelly-beans-five to six for a penny. This new addition to the candy mix line comes after while touring and sightseeing durtwo months of testing for weather ing this six-month assignment. resistance. Still in the experimental stage for future intro- holidays will be daughter Betty duction into the Ridge Gum line Ann Litvak, who teaches French are Boston Baked Beans.

Newlyweds, Mr. and Mrs. Jim Tomko (Sandra Rades), at home at 23018 Akins Road, Broadview Heights, have just completed remodeling their new home and are now building stables to board 12 horses for a local equestrian club to which they belong.

Jim, capitalizing on his training entered the bulk vending business on his own starting out with 150 locations formerly with Ridge Gum. In the meantime, he and Sandra will continue working at Ridge Gum.

Temporarily working in Paris is Helene Resnick, oldest daughter of Joseph Resnick, Resbee Vend-Joseph Rades, Ridge Gum Com- ing Products. Bilingual Helene, a medical technician with Western Reserve University, is putting to practical use her college French

Visiting the Resnicks during the (Continued on page 35)

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Pistachio Nuts, Jumbo Queen, Red. S
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Pistachio Nuts, Large Tulip
Pistachio Nuts, Vendor's Mix
Pistachio Nuts, Sheik, Red
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Cashew, Butts
Peanuts, Jumbo
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Or, have your Machines LOST their Sparkle, Dazzle, Brightness and Shine! Only VACUUM-METALIZED GIMMICKS

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We Have the Factory That VACUUM-METALIZES

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Rainblo Tabby-Lets 52030	42
Sugar Peps (Bulk Candy)24	.40
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Say You Saw It in Billboard Music Week

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1784 N. Desstur Rd., N.E. Atlanta 7, Ga. Phone: DRake 7-4300

We handle complete line of machines, parts & supplies.

Victor Vends Hints At Distrib Switches

expected shortly in Victor Vending much loss of time." Corporation's distributor organization, according to a statement made last week by Victor president Harold Schaef.

Schaef noted he was less than to represent it fully. pleased with all of the firm's current outlets and he expected to make some changes within the next 60 to 90 days.

Victor noted there was no intention of dumping distributors and going direct. Schaef said there would be "no advantage" to this, and that Victor couldn't "cover the entire U. S. by itself."

Schaef noted, however, that Victor had "been receiving an increasing number of complaints and criticism from operators in the field regarding poor service and unbusiness - like handling of their accounts by certain of our distributors."

involved.

very much distressed with such reconfidence in our distributors."

He noted that "logically, correc- line.

CHICAGO - A shakup is tions have to be made without too

Schaef noted that Victor, as a manufacturer, had little contact with operators in the field and expected its distributor organization

Schaef said the changes would probably involved different territories for some distributors with additional appointments also being made.

Victor had some 35 to 40 distributors up to about two years ago, at which time it consolidated its organization and named 10 major outlets.

Schaef said he had no plans to go back to the 35 to 40 figure but was critical of several distributors for not naming sub-distributors to adequately cover their territories.

He noted too that Victor is expected to be in production in January on its recently introduced Schaef said he would rather not package vender, previewed at the mention the specific territories big National Automatic Merchandising Association vending conven-He said that "naturally we were tion here recently, and that he was anxious for Victor to have an ports after we had placed our full effective sales force when this equipment began rolling off the

Automatic Merchandisers Elect Officers; Geiger New President

Sales Company, Milwaukee, has pany, Kansas City, Mo.; Paul been elected president of the Na- Mercy, Automat Company, Yakitional Automatic Merchandising ma, Wash.; A. F. Diederich, Na-Association. He succeeds Thomas tional Vendors, Inc., St. Louis: B. Donahue, executive vice-president of the Universal Match Corporation. Geiger assumes his new Martin, Automatic Candy Comduties, January 1, 1962.

Other Association officers-elect are Louis Risman, Mystic Automatic Sales, Medford, Mass., senior cago. vice - president; Henry Davidson, Automatic Retailers of America, Inc., Los Angeles, vice-president, and Carl Millman, Automatic Merchandising Corporation, Milwaukee, treasurer.

Newly elected members of the Board are Robert Deutsch, Interstate Vending Company, Chicago; Elmer Kuekes, Payne Products

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beauties. Brilliant detail and bright eyes dress

up vending machines. Vacuum plated in gold and silver.

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with diamond-like faceted eyes Vends well in all machines. Order from your distributor or:

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co. inc.

COMIC

LION

paul a.

CHICAGO — Herb A. Geiger, Corporation, Ann Arbor, Mich.; president of the Geiger Automatic John Burlington, the Vendo Com-Charles Mananian, MAB Industrial Vendors, Los Angeles; William pany, Columbus, Ga., and James T. McGuire, Automatic Canteen Company of America, Inc., Chi-

Re-elected members of the Board are Henry Davidson, M. B. Rapp, Continental - APCO, Inc., New York, and Louis Risman.

Next year's NAMA conventionexhibit will be held in San Francisco, October 13-16, at Brooks Exhibition Hall.

Bulk Banter

Continued from page 34

in a Columbus high school, and husband, Ronnie, a pre-med student at Ohio State University.

Mr. and Mrs. Herman Eisenberg, Confection Sales Company, are making plans for a Caribbean cruise during the hoidays. Their 14-day sunshine cruise aboard the Empress of Canada begins December 21. Confection Sales will close shop during the holidays and all employees will be given off the holiday week in addition to their usual vacation time.

James H. Beck, head of the Soliciting Project Committee of the Cleveland Junior Chamber of Commerce, reports over 850 gumball venders have been located in the Greater Cleveland area under the Fordway Plan. The goal of 1,000 machines is expected to be reached by the first of the year. Proceeds, totaling \$1,100, from collections so far will be used for the Annual Jaycee Christmas Orphans Party and Christmas Shut-In Party.

Newcomer to the bulk vending field, Robert W. Sproull, 4326 Groveland, Cleveland Heights, is currently negotiating with Ford Gum Company for a portion of the Cleveland Jaycee route.

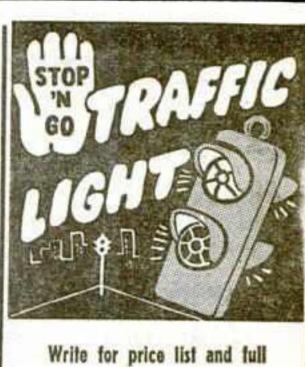
Irina Mihalega.



Bubble Ball Gum, 140, 170 & 210 ct. & Giant Size....281/2c lb.
Chicle Ball Gum, 130 ct...361/2c lb.
Clor-o-Vend Ball Gum ...411/2c lb.
Clor-o-Vend Chicks, 320 ct. 411/2c lb.
Chicle Chicks, 320 & 520 ct. 371/2c lb.
Bubble Chicks, 320 &

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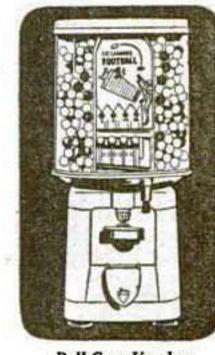
1 turn, le 5 turns, Se

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All Oak machines are available with 1c, 5c, 10c and 25c coin mechanisms or a combination 1c - 5c coin mechanism, and optional slip clutch handle.

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See German Boom in Africa

African politicians and business- ing expanded foreign markets. men to West Germany in quest

self-service, the sky-is-the-limit manufacturer put it) is Africa—foreign aid supermarket. "black Africa."

The procession of African poliderdeveloped countries.

Opportunity pressed coin machine manufactur- until Africa becomes West Ger-

HAMBURG — A West German | ers. With the bloom gone from the | many's single most important overnewspaper has just published a German coin machine boom, the seas market. Most German coin cartoon spoofing the parade of manufacturers are restlessly seek- machine manufacturers believe that

of economic development assist- ufacturers find all in agreement relatively few years. that they can survive only by a According to the newspaper, vigorous expansion of export from the fact the Allies stripped the Frankfurt Abendpost, West markets. And all agree that the the Kaiser of his colonies after Germany is becoming a sort of future "jackpot" market (as one the first war, and still more amaz-

German producers are eying and because Hitler fought France, ticians to West Germany grows the parade of African political Britain, and Belgium, the Germans ever longer as word spreads leaders to Bonn for the foreign enjoy preferred commercial status through the African bush that the aid handout with a contemplative in black Africa as an "anti-coloni-Germans are doling out foreign mien. The more enterprising proaid on a "help yourself" basis. ducers are seeking African foreign Now the Bonn government pro- aid tie-up deals, whereby coin ords of Hitler's speeches and of the poses establishment of a full-dress machine producers can share in the Nazi Party rallies at Nuremberg government ministry to dole out largesse being doled out to Afrieconomic assistance to the un- can nations by the Bonn government.

The consensus of the trade is an African juke box top tune. All of which spells golden op- that this largesse is only beginning, portunity to West Germany's hard- and that it will steadily increase

Africa can become an important A poll of leading German man- coin machine market within a

> Ironically, the Germans profit ingly, from the Nazi rule. Because they have no African colonies, al" nation.

> For example, phonograph recare in demand throughout Africa. For a time the Horst Wessel Lied, in a reworded singles version, was

> German Missions German phonograph manufacturers have had trade reconnaissance missions in Africa for several years now. These missions have plotted aggressive sales campaigns to be put in force as soon as the political situation stabilizes on continent.

These various surveys indicate that the economic development of inches by 8 inches, is available Africa is far enough along to support a substantial volume of juke box imports. Prospects for meters. games are promising, too.

The sales manager of a firm which has just had a man in Nigeria reported, "There is already a good juke box market in Africa. The trouble is with us, with a lack of salemanship. If we invested the same amount of effort in the African market that we have in other areas, for example Latin America, we would have a big trade going now, and, I dare say,

German sales survey in Africa make these points:

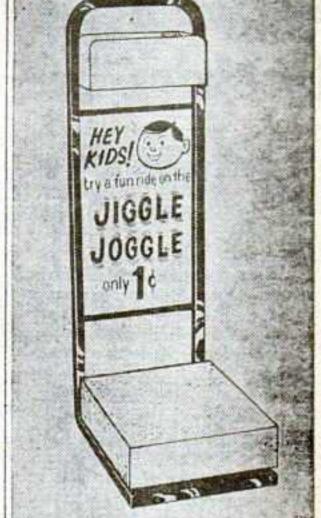
1. Needed is a compact, rugged box requiring a minimum of servicing and maintenance, but having eve appeal-lots of chrome, bright colors and racy lines.

2. Air shipment must be arranged for everything from box to parts, and provision must be made for on-the-spot training of service-

3. It is desirable to utilize Africans to the maximum possible extent in African phonograph sales operations, and these operations

4. There must be extensive adaptation and improvisation to meet African conditions. For example, boxes to be sited in the bush must be equipped with gasoline generators providing an independent power supply for the box.

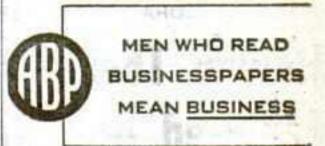
"But it's all worth it," the sales manager concluded. "The wealth in Africa is staggering. It could become a fantastic phonograph market. After all, those boys are sitting on diamond fields and gold mines, and there is nothing that suits the African temperament more than a juke box."



JIGGLE JOGGLE is the name given by Solupak, Inc., Minneapolis, to its new kiddie ride. It is a conversion of Vibra-Laxer, a vibrator for adults. Suggested list price is \$189. The unit, measuring 48 inches by 13 with 1-cent, 5-cent and 10-cent

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	Red Twin Big Shaw Criss Touc Big	Red Arrows . Arrows . Deluxe Big Te Three .	5525 ea. 325 ea. 325 ea. nts 300 ea. 275 200 ea. is 135 ea. 135 ea. 135 ea. 150 ea.
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in the news South

Memphis Memos: Veteran operator Milo Solomito has a son, Mile Solomite Jr., 25, who is a nuclear physicist working for the government. He is conducting top-secret high-priority nuclear experiments at an atomic power laboratory at Schenectady, N. Y. The local afternoon paper, Memphis Press-Schimitar, ran a series of articles recently quoting him on fall-out shelters, how to build them, stock them,

Drew Canale, Canale Amusement Company, has been attending a more profitable one." some Tennessee football games this fall to see his three nephews, George Canale, Frank Canale and Whit Canale, play. All are on the Tennessee squad and a fourth, Justin Canale, will be playing for Mississippi State University next fall.... George Sammons, president of Sammons-Pennington Company, was on a swing through Arkansas last week calling on operators.

Quite a few Mid-South operators were seen in Memphis recently buying supplies and equipment. They were: Joe Lavene, J. P. Lavene Company, Clarksdale, Miss., and his route manager, John Rogers; Joe Michie, Gay Amusement Company, Blytheville, Ark.; H. L. Hopkins, Hopkins Amusement Company, Fordyce, Ark.; Manuel Caras, Caras Music Company, Pine Bluff, Ark.; Mahon Jones, Jones Music Company, Holly Springs, Miss.

Also seen in Memphis were: Dee Brasell, Water Valley Music Company, Water Valley, Miss.; Lloyd Barber, B. & C. Music Company, Forrest City, Ark.; Bill Poland, Poland Amusement Company, Forest must be adjusted to the African City, Ark.; Marvin Suttle, Suttle Amusement Company, Cleveland, Miss.; Melvin Lapedes, Lapedes Amusement Company, Osceola, Ark., and Clarence Spain, Spain Amusement Company, Tunica, Miss.

Earl Montgomery, secretary-treasurer, and Alan Dixon, general manager of S & M Distributing Company, are back from a two-week all-expense paid trip to Puerto Rico, which they won for selling their quota of juke boxes. They report they had an enjoyable time sightseeing and fishing. . . . William V. Forsythe, Forsythe Amusement Company, is up and about some now. He is recovering from a wreck in Tallahassee, Fla., three months ago. Somebody ran into him.

J. Tunkie Saunders, president of Memphis Canteen Company, a 40-year-old well-to-do eligible bachelor around town for years, is now that no longer. He wed a Memphis socialite in Rome, Italy, recently. . Jo Cuoghi, partner in Poplar Tunes Music Service and an official of Hi Record Company, is coming out soon with another LP album by Elton Whisenhunt. Bill Black's Combo.

Model Vending Registers All-Time Sales High Topping 1961 Figures

ing, Inc., operator of full-line auto- many industrial locations in which matic merchandising installations in | Model has equipment, while snow-New Jersey, Pennsylvania and clogged streets tied up service Delaware and Philadelphia Wur- vehicles. litzer distributor, reported that sales for fiscal 1961 set an all-time high. Sales were \$2,024,506, compared with \$1,882,095 for the previous year. Net income of \$28,288, however, was down slightly from \$30,117.

However, Edward Balin, Model president, said that the rate of climb for last year's sales was not a true indicator of the company's po-

PHILADELPHIA—Model Vend-| snow storms last winter closed

On July 24, the company's treasury was enriched by \$472,500 from the sale of stock to the public. As the fiscal year ended on July 31, the effects of this additional capital are not reflected in the report. Since the end of the fiscal year, Model has acquired several fullline vending companies and plans to acquire more.

In addition to full-line vending, Model also operates juke boxes and tential. He pointed out that heavy coin-operated amusement devices.

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Arkansas Court Rules Tax On Juke Box Take Illegal

LITTLE ROCK — Collection of sales tax on juke box revenues are illegal, according to a ruling handed down in Arkansas Chancery Court. The State had been collecting such taxes since 1937.

The case was brought to the fore by C. E. Tolliver, who operates a route out of Trumann, Ark. The State is attempting to collect \$2,-788.98 in sales taxes from Tolliver.

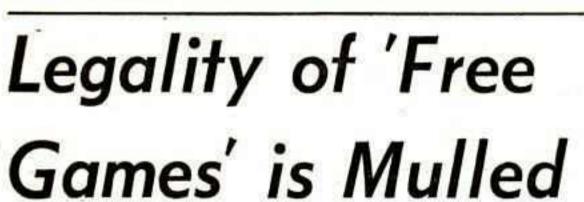
Tolliver challenged the tax collection, and that challenge was upheld in Chancery Court. Chancellor Gene E. Bradley said the State Revenue Department had no right to collect the taxes on the basis of the tax law. He pointed out that had the Legislature wanted juke boxes taxed, it would have named ruling to the Arkansas Supreme them in the State Tax Law.

He directed the Revenue Department to void a certificate of indebtedness filed against Tolliver. Tolliver had claimed that the certificate was a cloud on his property.

Tolliver argued that as a coinoperated machine operator, he pays a \$250 privilege tax on each machine, local taxes, a \$5 stamp tax on each machine, \$2.50 for each machine, \$2.50 for each remote loud speaker, and State income tax on his earnings.

The State is attempting to recover taxes on \$84,515 on income earned from juke box revenues on the basis of 3 per cent, plus a 10 per cent penalty.

Last week the Revenue Department appealed the Chancery Court Court.



Superior Court has been asked to during a raid on American Legion rule on the legality of coin- Post 109 in Mechanicsburg last operated amusement machines that December 2. accumulate free games.

During argument here, Cumberland County Assistant District Attorney Richard C. Snelbaker contended the holding device makes the machine "almost identical to the multiple coin aspect" which bling devices. has been outlawed by court order.

The case on trial involved six



ALOHA

Hawaii Theme Featured on Gottlieb Game

CHICAGO—A happy Hawaiian vacationland theme is featured in Gottlieb's new two-player pinball game called Aloha. Players can earn twin double bonus scores up to 400 points.

Combined bonus values can be scored by hitting the ball into one of several drop-in holes which score double when the bonus values are

Other features: (1) Kick-out holes score bonuses up to 100 points: (2) top rollovers light corresponding colored pop bumpers for high score; (3) match feature and three or five-ball play.

The game is housed in Gottlieb's modernistic cabinet, has stainless steel mouldings and chrome cor- The two operators were named Frederic L. Schuster, board chair-

PITTSBURGH — Pennsylvania's machines seized by State Police

Variety Argument

Variety Amusement, owner of the devices, contended they are strictly for amusement in contesting a Cumberland County Court order for their destruction as gam-

vice for accumulation of free with distance and direction indigames is the same as the multi-coin cated. The player is also told if principal because "a player is using the results from the first game on the second, thus enhancing his chance of winning, but it requires an additional expenditure on behalf of the operator."

Attorney C. Russell Welsh Jr., representing Variety Amusement, argued that none of the features of a multi-coin machine was present, adding that while players could receive free games "no player of these machines was even given money or merchandise in exchange for free games or high score."

No Evidence

Both lawyers agreed that the Commonwealth presented no testimony or evidence to show that Mrs. Bertha Foster III gambling was involved in the seizure of the machines. Snelbaker said this was not necessary.

The court was told that the machines could be converted into coin pay-out devices, but that special equipment was needed for argument under study.



GOLF-IT gives the player the sensation of hitting a live golf ball,

New Coin Golf Game Measures Player's Drive Electronically

tronics Corporation introduced mum of three minutes for 25 cents. Golf-It, a coin-operated golf game, at the annual convention of the National Association of Amusement stallation are necessary. Parks, Pools and Beaches at the Sherman Hotel here Sunday (26).

Acording to S. G. Altman, VE president, the machine is based on electronic computer systems used in missile tracking devices. The Snelbaker said the holding de- path of the golf drive is charted, he has hit a hook or straight shot.

The game uses a fixed ball on a tee which arcs out and downward when hit. This action triggers the electronic switches, which, in turn, indicate the path of the ball. Although the ball never leaves the tee, the effect is similar to that of hitting a live ball.

Cumulative Yardage

Players desiring to test their skill can aim for one of the three greens on the fiberglas 'fairway' nine feet away. In addition, a totalizer indicates cumulative yardage during the play. The coin-operated mecha-

DENVER-Mrs. Bertha Foster, head of the bulk vending firm of Foster-Gibbons Company here, is seriously ill in Beth Israel Hospital here. Mrs. Foster is the Denver area's only woman bulk operator, maintaining a string of over 500 such conversion. The court took the machines in South Denver and suburbs.

CHICAGO — The Victor Elec- nism allows nine shots in a maxi-Golf-It requires a space nine by 14 feet, but no special bolts or in-

> "We expect Golf-It to appeal to the average golfer who will use it for practice and improvement as well as the non-players who will swing at it as a test of strength," said Altman. "Either way we expect a lot of popular interest because there are more than four million active golfers in the United States today."

> In addition to bowling alleys, amusement park centers and recreation centers, Victor Electronics envisions Golf-It machines will be in use at motels, hotels, resorts and even on cruise ships. Other potential locations for Golf-It are being surveyed by the company.

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CC TY W/rollover B/A 245.00
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Bally Striker B/A 165.00
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Bally Bowling Lane B/A 125.00
CC Bowling League S/A 125.00
CC Red Pin S/A 395.00
Bally Official Jumbo S/A 495.00
Bally Lucky Shuffle S/A 275.00
Un Handicap S/A 175.00
CC Championship S/A 175.00
Un Regulation S/A 150.00
Bally ABC S/A 150.00
CC Drop Ball 95.00
CC Rocket Shuffle 1P 65.00
CC Rocket Shuffle 2P 95.00
UN Shuffle Targette 95.00

MONROE

COIN MACHINE EXCHANGE, INC. 2423 Payne Ave., Cleveland 14. Ohio Phone: Superior 1-4600

BARGAINS FOR THE WEEK

GAMES

GAMES GAMES

250 OF THEM.

Received a Large Lot of Games in Trade, Including One Lot of 25 to 35 Guns.

WHAT DO YOU NEED? EXTRA SPECIAL This Week-AMI

E-80 or E-120, \$135.00 Write or Call Us Collect.

MAin 1-3511 Write for Our Price List on Full Line of Coin-Operated Machines.



2315 Olive Street, St. Louis 3, Mo. Phone: MAin 1-3511; Cable: Cendist

"Profit-Makers" From chicago coin PRO HOCKEY TRIPLE GOLD PIN CONTINENTAL RED DOT CHICAGO DYNAMIC INDUSTRIES INC. 1725 W. DIVERSEY, CHICAGO 14

West Virginia Op Assn. to Vote On Addition of Vending to Name

box associations, will probably visions of the tax laws. change its name to the West Virginia Music & Vending Operators Association.

The issue will be voted on December 15, when the group meets at the Ruffner Hotel, Charleston. Actually, many of the juke box operators are already in cigaret vending, while others have diversified into other lines of automatic merchandising.

John (Red) Wallace, of the MOWV, and Norman Tweel, Huntington cigaret operator, have been named to the advisory and liaison council of the State Tax Commis-

as representatives of the juke box man.

OAK HILL, W. Va.—The Mu-| and cigaret vending industries to sic Operators of West Virginia, one meet with the State tax commisof the nation's strongest State juke sioners and discuss possible re-

> Current West Virginia law provides for a per-machine tax of \$5 a year on juke boxes. It is one of the few States with such a tax.

Automatic Reports

CHICAGO — Automatic Canteen Company of America directors voted the regular quarterly cash dividend of 15 cents per share payable January 2, to holders of record December 15, according to an announcement last week by

see on adapting to the con-

Reconditioned Guaranteed MUSIC & VENDING

VENDING ROWE L-1000, 4-Flavor. . . . \$595 APCO 6-Flavor-Ice STONER CIGARETTE, 11-COL. 85 EASTERN CIGARETTE, 12-COL. 85 WITTENBORG REF., 24 SEL. 675 STONER D-500 COFFEE . NATIONAL CIGARETTE, "111"-Slant. 175 CONTINENTAL CORSAIR "30" 195

********** MUSIC SEEBURG 100-J\$445 A.M.I. E-120 145 WURLITZER 2150 325 UNITED UP-100 325

VENDING SPECIALS Available in Quantity! SEEBURG E1 and E2 CIGARETTE VENDORS Write or call collect for

1/2 Deposit, Balance Sight Draft

quantity prices!



Copyrighted material

Banner Moves

To Large, New

PHILADELPHIA—Banner Spe-

cialty Company will move to new

quarters on coin row December

18, it was announced last week by

Jim Ginsberg, executive head of

Now at Fifth Street near Girard

At present, Banner is sharing

quarters with the Macke Variety

Vending Company, but due to the

growth of the two firms, each now

needs separate quarters, Ginsberg

He said he will expand the staff as soon as Banner begins working

out of its new quarters. "The move

will enable us to increase service

to the operators," Ginsberg said.

Banner also operates a branch in

Avenue, Banner will move to 1641-

the distributing firm.

45 N. Broad Street.

explained.

Pittsburgh.

Coin Quarters

SEE COLOR INSERT

CENTER FOLD POSITION

FOR SALE GAMES

Mermaid	95.00
Wagon Wheel	85.00
Historia	245.00
Royal Flush	75.00
	255.00
United Top-Notch	145.00
Chicago Coin Bonus Score	95.00
Chicoin Championship Shuffle	145.00
PHONOGRAPI	4

AMI Continental Stereo 200 . c	all or write
AMI 6 120	
AMI Lyric Stereo 100	. 565.00
Seeburg 201	. 575.00
Seeburg KD	. 345.00
Seeburg V200	. 180.00
Seeburg Wall Boxes, 3W1	. 39.50
AMI Wall Boxes, 200 Sec	. 57.50

Call, Write or Cable Cable: LEWJO

We are now distributors for Smokeshoppe and Gottlieb.

ONES Distributing Co. Exclusive Wurlitzer Distributor 329 W. Ninth St. 1301 N. Capitol Ave. Covington, Ky. Indianapolis, Ind.

Tel.: MElrose 5-1593

GIVE TO DAMON RUNYON CANCER FUND

Greater Cincinnati

Tel - AX 1-6969

Evade Philippine Law By Bringing Juke Sets In as Personal Effects

By LUIS MA. TRINIDAD

MANILA-While the importation of juke boxes to the Philippine Republic in finished form is prohibited by Central Bank regulations, smugglers have found a convenient dodge to bring music machines into the country-tax free.

Under Republic Act No. 2252, a returning resident may bring in as personal effect, articles of merchandise purchased and/or used abroad. These articles may be brought in free of taxes, customs duties, etc. The law seeks to exempt these articles from Central Bank regulations insofar as their entry is concerned provided that the said articles are destined for the personal use of the returning resident or that of his family.

Capitalizing upon this provision of the law, certain parties have been, and still are, able to bring in juke boxes, despite the law and Central Bank regulations.

Under existing Central Bank regulations, importation of juke buxes in finished form is prohibited. This regulation is circumvented by resorting to the following procedure:

Personal Effects

With fictitious names as consignees and by prearrangement with certain firms in the United States, juke boxes are shipped into the country as personal effects. When the juke boxes are shipped, the coin mechanisms are eliminated. These are shipped separately by parcel post.

This trick is presumably to take away the commercial characteristics of the juke box which is then passed on as hi-fi phonograph set.

This tactic, to be sure, is too flimsy and if the law on personal effects were rigidly imposed, these

attempts could be easily thwarted. It is incomprehensible how a juke box could be allowed to enter as a "personal effect for the consignee's use or that of his family," as RA No. 2252 requires.

Hi-Fi Sets

It is a common knowledge that standard hi-fi sets are available in numerous brands in the foreign market and they do not, by any stretch of the imagination, come near both in appearance and use to a juke box. A juke box is a phonograph manufactured primarily for commercial puposes; it has never been intended for home use and it is inconceivable that a person would like to have one in his house.

Up to this very day, one has yet to see a juke box being used in any home.

In order to take full advantage of the privilege granted under RA No. 2252, the "importer" undervalues the shipment to such an amount that will insure the payment of just a fraction of the taxes, customs duties, etc., that would normally be due if the importation were legal.

Set of Parts

This negligible amount is further reduced to practically half by conveniently throwing inside the crate or inside the machine itself, an extra complete set of parts which, by providing a cabinet, can easily be assembled into another unit.

This practice is hurting not only the legitimate importers, but also the government which is losing thousands of pesos in the form of uncollected duties, taxes, etc. Moreover, it stymies all the efforts of the Central Bank to regulate the importation of juke boxes in the country.

Many of these juke boxes are now in actual operation in Manila and suburban towns and it should be easy for the government authorities to check into them.

AND DELIVERED

SIGNED, SEALED



FIGHT TB WITH CHRISTMAS SEALS

ANSWER YOUR CHRISTMAS SEAL LETTER TODAY





BELAMEX for EXPORT

- PHONOGRAPHS Seeburg-Rock-Ola-Wurlitzer-AMI
- **BALLY BINGOS**
- **GOTTLIEB PINBALL MACHINES**
- **VENDING MACHINES**
- BOWLERS
- SHUFFLES

We know the requirements of all foreign countries. Our service and co-operation FOR PRICES AND DETAILS are the best available. Our prices are CABLE: most competitive. BELAMEX NEW YORK

OR WRITE: R. H. BELAM COMPANY, INC.

23 EAST 26th STREET

NEW YORK 10, NEW YORK



State Music Distrib Offers Money-Making Machine Sales Guarantee

DALLAS - A coin machine merchandising method which is proving to be highly successful financially for State Music Distributors consists of a money-making guarantee on every machine which that Dallas-based distributor sells to the operator.

Tommy Chatten, sales manager for State Music, said that this is the first time in the history of the business that such a guarantee has been made.

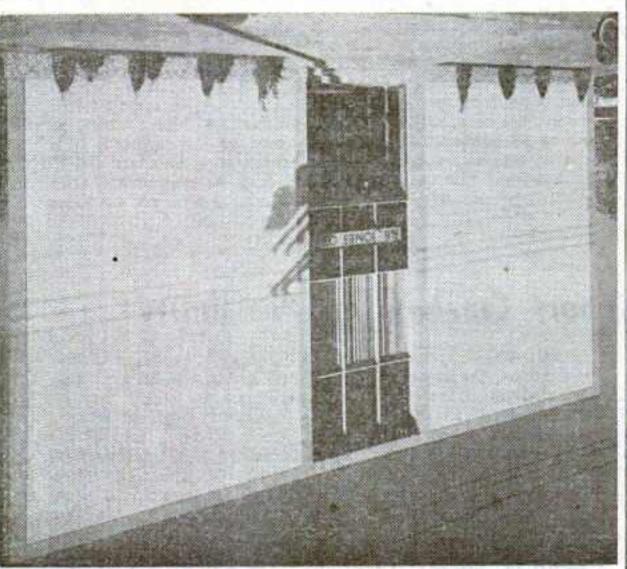
The tests themselves are for varying periods of time, 30, 60 or 90 days, depending on the type machine, and they are based on the earnings of other machines which are already established on the test foreign market. Those are exported. location.

"So far, very few of the machines which we have tested have failed to show a profit," Chatten

Some Fall Test

However, there are those few which fail the test. He said that there is no sense in allowing these few which do not make good to be put on the market, because there will always be other games, games which can meet the test success-

As for the machines which don't prove out on the location tests. some few have been found to be the type which would probably be financial successes on the (Continued on page 40)



SEVERAL HUNDRED OPERATORS and local dignitaries attended the opening recently of R. F. Jones' new quarters in Salt Lake City, featuring a plush, new modern building and complete parts, showroom and service facilities.

DAVIS

GUARANTEED

PHONOGRAPHS

AT NEW LOW PRICES



SHIPMENTS BEGAN last week on Chicago Coin's Red Dot Bowler. Six different games, two brand new, Red Dot and Super Strike, are featured on the sixplayer bowler. See details (BMW, Nov. 20).

SEE AMI COLOR INSERT CENTER FOLD POSITION



TOP EARNINGS

EVERY TYPE OF LOCATION EVERYWHERE

NATIONAL IS SHIPPING

THE NEW GOTTLIEB 2-PLAYER THAT SAYS "HELLO" TO MORE PROFITABLE PLAY! FEATURE-PACKED! ACTION-FILLED! EXCITING PLAYER APPEAL!

ORDER NOW!

WANT TO BUY

GOTTLIEB 1-PLAYERS: SHOWBOAT—FOTO FINISH—KEWPIE DOLL — DANCING DOLLS — WAGON TRAIN—SUNSHINE—ROCKET SHIP— ROTO POOL-QUEEN OF DIAMONDS GOTTLIEB 2-PLAYERS:

FLYING CIRCUS — MERRY-GO-ROUND —CAPT. KIDD — LITE-A-CARD — MADEMOISELLE — AROUND THE WORLD — ATLAS — RACE TIME — GONDOLIER-PICNIC-WHIRLWIND GOTTLIEB 4-PLAYERS:

SWEET SIOUX—TEXAN—CONTEST

ALSO WANT BALLY BINGOS Send us your list. Highest Prices Paid!

> NATIONAL COIN MACHINE EXCHANGE

1411-13 Diversey, Chicago 14, III. BUckingham 1-8211

Say You Saw It in Billboard Music Week

the wife with the state of the state of

Juke Boxes a Potent Political Weapon

LISBON-Henrigue Galvao, who hijacked the Santa Maria last January and an airliner this month, has mounted a juke box "war" against the Portuguese regime of Antonio de Oliveira Salazar.

Galvao is producing phonograph records with anti-Salazar propaganda messages larded among the lyrics. The records are masked as ordinary juke box disks, and are smuggled into distributors' record stocks and, in what is becoming the most effective procedure, directly onto the machines.

The effect is startling. A neutral source explained the scene in a downtown bar when one of Galvao's disks was unwittingly played. "The record was a current hit, and it started out just like the genuine recording, but then there was a slight interruption in the lyrics, and they shifted completely to a satire of the Salazar regime, ending with the prophecy that the government would be overthrown before next spring.

Effect Devastating

"The effect was devastating. There was a policeman and two soldiers in the place at the time. The policeman reached for his gun, then saw there was nobody he could really draw it on, and he looked at first helpless and then foolish.

"The two soldiers looked around nervously as if wondering what, if anything they should do. They look to the cop for orders, but he just sat there staring sort of bemused. The soldiers finally got up and left.

"By this time the cop had regained his senses. He ordered the proprietor to turn off the juke box, and then he took him to the station for questioning. But it was all news to the proprietor, as he was able to convince the police. So they had to release

Sympathy Gesture

It is an open secret at many—perhaps most locations the proprietor, when able, deliberately ignores the anti-Salazar disks in a gesture of sympathy with Galvao.

It is understood that Galvao's supporters are producing the disks at Tangier. Propaganda messages are inserted into takes of standard top-tune pressings. The doctored disks are being smuggled into Portugal by the hundreds aboard fishing craft and then distributed throughout the country.

They are clandestinely—sometimes openly—put on machines by pro-Galvao disk shop employees and juke box maintenance personnel. They are also slipped on by Galvao "truth squads" who tour juke box locations posing as customers.

On the Run

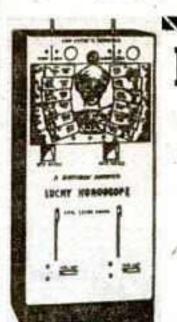
One of Galvao's supporters explained, "We have Salazar on the run and we are trying to increase the sense of panic. The easiest way to produce panic to create the impression that the enemy is everywhere and invincible.

"We have concentrated on unusual gimmicks to dramatize our crusade against Salazar. The hijacking of the Santa Maria was a great success in focusing world attention on our movement, and it filled Salazar with panic.

"The same was true when we hijacked the airliner the other day as it approached Lisbon from Casablanca. That time we dumped thousands of anti-Salazar leaflets from the plane, but the next time it might be phonograph records. Who knows?"



BUSINESSPAPERS MEANS BUSINESS Say You Saw It in Billboard Music Week



LUCKY HOROSCOPE

5c, 10c, or 25c Play

Mational Coin Rejector in each chute

✓ Two Coin Returns

Easy to Load—Holds approx. 1,000 tickets Size: 18' x 8' x 6" Wgt. 20 lbs.

MID-STATE CO.

Phone: Dickens 2-3444

2371 Milwaukee Avenue Chicago 47, Illinois

738 East Erie Blvd.

Syracuse 3, N. Y., U. S. A. Phone: GRanite 5-1631

GIVE TO DAMON RUNYON CANCER FUND

new 20-column cigaret vender, grand prize given by AC Automatic at the opening of new Jones offices in Salt Lake City.

JOEL KLEIMAN, president, AC Automatic Services, Inc., parent

company of the Jones distributorship, draws the winner of a

EUROPEAN NEWS BRIEFS

Continued from page 32

by standardizing basic parts and accessories common to all boxes. The idea is to reduce production costs and simplify manufacture and maintenance-but not to eliminate competition. Manufacturers would continue producing separately-styled models on a competitive basis. But production which contributed nothing to competitive advantage would be standardized. It is believed that all producers would benefit from standardization, which would cut basic production costs and stimulate sales generally by simplifying servicing and maintenance for all boxes with standardized parts. In effect, participating producers would gain a sales edge, at least in theory over outside-meaning primarily American—competition.

Report Cinebox Ad Possibility

MILAN—Experimentation so far suggests a bright future for Cinebox, the so-called "pushbutton movie," as an avertising. sales medium. More enthusiastic operators even believe that the box may eventually produce more revenue through advertising than by coin collections. Cinebox, which is being sold in the U. S., is essentially a complete self-contained high fidelity sound and motion picture theater with push-button selectivity from 40 easily-changeable five-minute films. It is possible to show an unlimited number of thrilling and exclusive films not available in motion picture theaters and, in many cases, never before shown to the public. This fact generates tremendous advertising potential for the box. Advertising strips may be inserted into the films or run separately. There is also the possibility of meshing advertising with certain types of film material—and charging the advertiser accordingly. town to might after the application of

PRICES REDUCED

BIG BALL BOWLERS

Bally Challenger\$550 Pan American 450 MISCELLANEOUS

Candid Camera, new\$ 50 5 Bally Bikini, newPhone

GUNS, ARCADES, SHUFFLES CC Shoot the Clown. \$200 | League Leader 1 Wms. Hercules 260 Baseball \$ 75 3 Shoot the Bear..... 100 1 B. Derby Gun 225 Motorama 150 4 B. Moon Raider 225 Un. Sky Raider 150 Bally Official Jumbo . . 425 5 Mdwy. Shoot'g Gallery 275 Western Trails (New).. Phone Bally Monarch 375

25 POOL TABLES WITH SLATE TOPS, \$75.00 & Up

Send for our list of Vending Machines . . . Cold Drink . . . Hot Drink . . .

WANTED IN TRADE

Cigarette . . . Candy.

Bally Bingos and Bally Lottafuns.

REDD DISTRIBUTING COMPANY, INC.

126 Lincoln St.

AT David Sporter with a model

Brighton 35, Mass.

Algonquin 4-4040

Chicago Area Headquarters for Parts and Accessories for all **VALLEY POOL TABLES**

IMPORTERS SEND FOR

FREE

56-PAGE ILLUSTRATED 1961

CATALOG

COIN MACHINE EXCHANGE

Joe Kline & Wally Finke CHICAGO 22, ILLINOIS . Dickens 2-0500

ROANOKE VENDING EXCHANGE, INC.

4930 West Broad Street

Richmond, Virginia

Phone: ATlantic 2-4221

CALL-WRITE-OR WIRE for your needs

Royal Cig. Vendor, 17 col. (new)...\$225.00 Bally Tropic Queen 195.00

40
MUSIC
AMI G-200\$245.00
AMI H-200 450.00
Seeburg 222 795.00
Seeburg Q-160Write or Call
Seeburg M100W 250.00
Seeburg M100HFG 250.00
Seeburg 220, 100 sel
Seeburg "C" 200.00
Wurl. 2000 350.00
Rock-Ola 1455 395.00
Kaye Melody Tower, New 99.50 Used
BOWLERS &
SHUFFLE ALLEYS
C. C. TV Bowler\$250.00
C. C. Drop Ball 250.00
C. C. World Series 250.00

C. C. Bowling Team S/A 125.00

C. C. Rocket Shuffle 100.0

Genco 6-Player Skill Ball 75.0

Wms. Roll a Ball, 6 pl. 75.00

VENDING

	Mount Moider
0	Bally Spook Gun 235.00
0	Bally Little Champion Horse 450.00
1	Bally Trolley 450.00
0	C. C. Shoot the Clown 375.00
0	Genco Motorama, New 250.00 Used 200.00
0	Genco Space Age (New) 250.00
0	Genco Sweet 21 (New) 100.00
0	Genco Championship Baseball 125.00
0	Genco Flying Aces 250.00
Ö	Midway Bazooka Gun 325.00
	Mutoscope Voice-o-Graph 995.00
	Mutoscope K. O. Champ 225.00
	Mutoscope Photo 250.00
0	United Jungle Gun 145.00
0	United Sky Raider Gun 195.00
0	Wms. Ten Strike 150.00
0	Wms. Jumbo 6-Player Ten Strike 195.00
0	MISCELLANEOUS

	MISCELLANEOUS	
Midway	Red Ball	\$
Midway	Joker Ball	5
Bally B	auty Contest	

ARCADE

Meeting December 4 CLEVELAND - The Ohio

Ohio Venders Assn.

Venders Association, bulk vending operator association, holds its next meeting at the Plantation Room of the Coach House Restaurant, Route 42, Strongsville, O., at 1:30 p.m., Monday, December 4.

Members and non-members are invited to attend the luncheon meet-Road, Cleveland.



TRI-STATE AMUSEMENT COMPANY, headed by Edward P. Martell, had the honor of furnishing American Shuffleboards for the Moose Shuffleboard Tournament held recently in New Britain, Conn. Teams from five New England States competed. Top prize was won by the representatives from Waltham, Mass., Jim Barrows, Joe Rigoli, Mal Collett, Roy Pearson, Bill Burns, Ernie Clark, Jack Kelly, captain; Rusty LeLievre, Jumbo Vallely and Tim Muise.

State Music Distrib

Continued from page 38

Most, however, are kept by State Music Distributors and the loss is accepted for the greater gain.

In the tests themselves, four games of each model are used on actual locations and in different locations. "If the particular model being tested does not prove out," ing. Any operator who would like Chatten said, "we would rather to attend is requested to drop a line take the loss on thes four than to to Joseph Rades at the Ohio market the machines and let each Venders Association, 4324 Ridge operator take a loss on the machines he bought."

WURLITZER 2500

ULTIMATE IN Automatic MUSIC



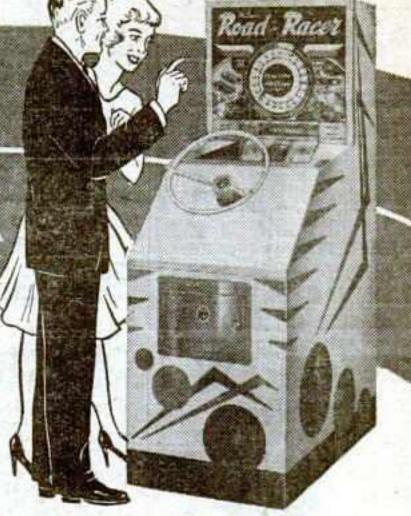
A REALISTIC TEST OF TRUE DRIVING SKILL THAT GETS AND HOLDS FREE-SPENDING CROWDS!

Williams

This is Williams Road Racer-the race driving unit that operators have urged us to build. It is offered at a fractional cost of others and will enable you to retire your investment in a hurry and start generous cash earnings coming your way . . . fast.

PACKED WITH ACTION!

Words and pictures cannot describe the lively action, frenzied thrills and tantalizing suspense that generate steady. repeat patronage for Williams Road Racer. You must see it-try itdon't delay.



HOW IT OPERATES:

The driver tries to assume complete mastery of the red racing car when he drops the coin and takes the wheel. He must steer the car parallel with and to the right of center line and hit every third contact point straightaway or around sweeping curves to qualify as a "perfect driver". Pointer classifies the driver and tells his score in one minute's time.

Order Today

from your Williams DISTRIBUTOR!



ELECTRONIC CORP.

AND WALNUT

Juke Location Competition Wanes Among Operators in Denver Area

long-established locations is on the wane. Because of the Colorado capital's booming economy, with for stops long before the restauscores of new businesses making rant, cocktail lounge, bowling alley, nition of the high cost of extra their bow every month, the competition is brand-new locations

New Eppy Charm Mixes Deb

NEW YORK - A pair of new charm mixes were introduced to the bulk vending trade last week

by Samuel Eppy and Company. "Bargain Mix" says Eppy "contains something of everything; all kinds of fill series, all kinds of gimmicks, actually 'hundreds of varieties' averaged out on a priceslashed basis." Bargain mix is priced from \$3 to \$4 per 1,000.

"Rocket Mix" specializes in big gimmicks including the drum, space ship, penguin, clown, watches, man-in-tub, ice cream sodas, flower pots, bottle necks and plated furniture. Price is \$10 to \$12.50 per 1,000.

OPERATE UNITED Shuffle Alleys **Bowling Alleys** WELCOME EVERYWHERE UNITED MANUFACTURING CO.

Say You Saw It in Billboard Music Week

3401 N. California Ave., Chicago 18, III.

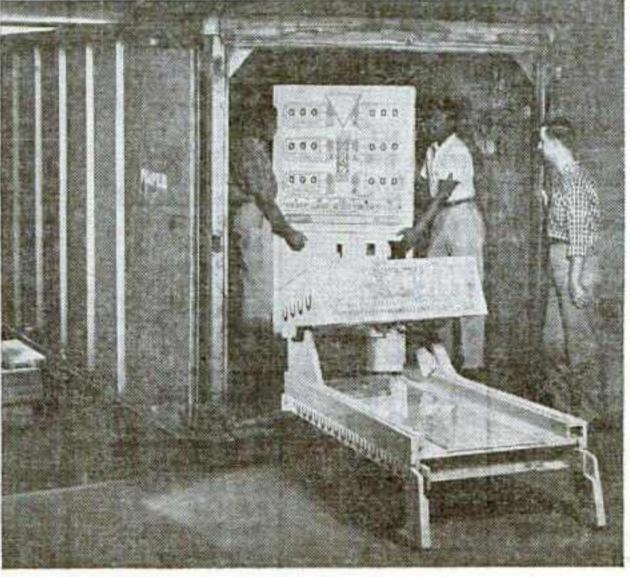
DENVER - Competition for opening in such numbers that mos operators are buying new phonographs, new amusement machines or similar spot is completed.

The net result has been far more etc. harmonious relations between operators, and not a single case of jumping has been reported since late 1960.

new location arrangements is front solicited calls for phonographs, almoney, the leases which were in most as soon as a future location fashion a few years ago, or space owner has finished plans and regrentals. Few operators today are istered intent to build.

able to get 60-40 location splits as well, most of them having had to settle for the straight 50-50. The only exceptions are in elaborate new restaurants, and bars, which had heretofore refused to permit installation of any phonograph at all. Some have been sold on stereo installations, and are willing to take a 40 per cent commission in recogspeakers, wiring, stereo records,

Such old-time operators as Frank Huber, Glenn Pierce, Johnny Knight, Sam and Dan Keyes, have been uniformly pleased to find that Almost completely absent from frequently they receive entirely un-



ROYAL DISTRIBUTING COMPANY, Cincinnati, reports strong sales of Chicago Coin's Continental bowlers as another trailer load

BUY WITH CONFIDENCE SHUFFLES & BOWLERS KIDDIE RIDES United 5 Way\$595 Exhibit Space Gun\$ 95 Exhibit Gun Patrol 125 United Dolphin 645 Exhibit Six Shooter ... 125 C. C. Red Pin 345 Exhibit Pop Gun Circus 275 United Six Star 275 Genco Big Top 195 Genco Super Big Top ., 225 Queen Bowler 625 Genco Sky Gunner 125 Bonus Bowler 395 Genco Nite Fiter 125 Duplex Bowler 495 Keeney Sportsman 195 Keeney Ranger 195 Keeney Air Raider 150 C.C. Classic 250 Round the World Bally Champion 250 Bangorama 125 Atomic Bomber 100 Rocket Ride, new, Bally Tournament 195 w/soundWrite Rocket Shuffle 95 Sandy Horse 375 Twirley Bird, new, v/soundWrite Gallery Midway DeL. Shooting Distributors for WURLITZER, UNITED, GOTTLIEB & MIDWAY. M. S. GISSER 2029 PROSPECT AVE., CLEVELAND 15, OHIO Sales Manager All Phones: Tower 1-6715

NEW! 6-POCKET NEW DESIGN! NEW MECHANISM! MAHOGANY

> Ask your distributor for a demonstration, or write or phone direct for information.

3 SIZES: 75x42, 84x47, 90x50.

VALLEY SALES CO. VALLEY MFG. CO. 333 MORTON ST., BAY CITY, MICHIGAN TWinbrook 5-8587

GIVE TO DAMON RUNYON CANCER FUND



10-58

BILLBOARD MUSIC WEEK

COIN MACHINE INVENTORY

Listed below are all actively traded juke boxes made in the last 10 years and all games made in the last five years. Figures in parentheses beside the luke box listings indicate the number of selections. Figures beside games indicate the month and year the game went into production.

MUSIC

IMA D-40 (40), 1951 D-80 (80), 1951 E-40 (40), 1953 E-80 (80), 1953 E-120 (120), 1953 F-40 (40), 1954 F-80 (80), 1954 F-120 (120), 1954 G-40 (40), 1955 G-80 (80), 1955 G-120 (120), 1955 6-120-1 (120), 1956 G-200 (200), 1956 G-200-1 (200), 1956 G-200-2 (200), 1956 G-200-3 (200), 1956 G-200-4 (200), 1956 6-220-5 (200), 1956 H-200 (200), 1956 H-120 (120), 1956 H-100 (100), 1956 H-200M (100), 1957 1-200 (200), 1957 1-120 (120), 1957 1-100 (100), 1957 1-200M (200), 1958 J-200 (200), 1958 J-120 (120), 1958 J-100M (100), 1958

J-120 (120), 1959 J-100 (100), 1959 J-200 (200), 1959 Current Continental 2-200 Stereo Continental 2-200 Mono Continental 2-100 Mono

J-200M (200), 1959

1462 (50), 1958 1465 (200), 1958 1468 (120), 1959 1468 Stereo (120), - 1959

1475 (200), 1959 1475 Stereo (200), 1959

Current 1488 (120) 1493 (Princess) 1494 1495 (200) SEEBURG

M100B (100), 1950 M100C (100), 1952 100W (100), 1953

HF100G (100), 1953 HF100R (100), 1954 V200 (200), 1955 1001 (100), 1955 K200 (200), 1957 L100 (100), 1957 201 (200), 1958 161 (160), 1958 101 (100), 1958 220 (100), 1958 2205 (100), 1959 222DH (160), 1959 222 (160), 1958 222DH (160), 1959 222DHR (160), 1959 Current AY160S (160) AY100S (100) Y100M (100) BMS-1 (1,000, background)

BMCA (background, audio) UNITED Current UPD 100 (Stereo)

BMC (1,000 background)

UPD 100 (Mono) WURLITZER 1250 (48), 1950 1400 (48), 1951 1500 (104), 1952 1500A (104), 1953 1600A (48), 1954 1700 (104), 1954 1800 (104), 1955 1900 (104), 1956 2000 (200), 1956 2100 (200), 1957 2150 (200), 1957 2250 (200), 1958 2204 (104), 1958 2200 (200), 1958 2300-5 (200), 1959 2300 (200), 1959 2304 (104), 1959 2304-5 (104), 1959 2310 (100), 1959 Current

BOWLERS & SHUFFLES

(also in Mono models)

2500 (200 Stereo)

2504 (104 Stereo)

2510 (100 Stereo)

BALLY ABC Bowler 7-55 ABC Bowling Lanes 12-56 ABC Champion 9-57 ABC Super-Deluxe Bowler ABC Tournament 6-57 All-Star Bowler 12-57 All-Star Deluxe 2-58 Bally Shuffle 1-59 Challenger 9-59 Club Bowler 2-59

Control Service Control of the Contr

Congress Bowler 7-55 Deluxe Club Bowler 3-59 Jumbo Bowler 9-55 King-Pin Bowler 9-55 Lucky Alley 8-58 Lucky Shuffle 9-58 Monarch 11-59 Official Jumbo 3-60 Pan American 6-59 Speed Bowler 11-58 Star Shuffle 9-58 Strike-Bowler 11-57 Super Bowler 1-58 Trophy 4-58 Current Bally Bowler

CHICAGO COIN All Star Team Bowler 11-55 Blinker 8-55 Bonus Score 5-55 Bowl Master 7-59 Bowling Team 10-55 Bull's-Eye Bowler 7-55 Championship 11-56 Bowling League 7-57 Criss Cross Target 1-55 Double Feature 12-58 Hollywood 4-55 King Bowler 3-59 Lucky Strike 1-58

Miami Shuffle 10-58 Monte Carlo 1-59 Player's Choice 9-58 Princess Bowler (3/61) Rebound Shuffle 11-58 Red Pin 3-59 Rocket Ball 2-59 Rocket Shuffle 2-58 Rocket Shuffle Two-Player

Score-A-Line 9-55 Shuffle Explorer 6-58 Skee Roll 1-57 Star Rocket 5-59 Tournament Ski Bowl 12-56 Triple Strike 1-55 TV Bowling League

11-57 Twin Bowler 10-58 Continental Bowler Red Dot Triple Gold Pin UNITED Advance 6-59

Atlas Shuffle Alley 9-58 Bonus Bowling Alley 3.58 Bowling Alley 11-56 Build-Up 5-56 Capitol Shuffle Alley 6.55 Clipper 4-55 Cyclone 10-58 Deluxe Bowling Alley

Deluxe Shooting Star 6-58 Dual Shuffle 1-59 Duplex 11-58 Eagle Shuffle Alley 5-58 Flash 6-59

4-Way 11-59 Frolics Bowling Alley (6/61)Handicap 9-56

Handicap 11-59 Hi-Score 6-57 Jumbo Bowling Alley 8-57 Jupiter Shuffle Alley 9.58

League Alley 8-59 Lightning 2-55 Midget Bowling Alley 3-58

Niagara 11-58 Pixle Bowler 7-58 Playtime 6-58 Regulation 11-55 Royal Bowling Alley

12-57 Select Play 6-56 Shooting Star 4-58 Shuffle Playmate 2-59 Simplex 4-59 Six Star 11-57

Super Bonus 9-55 Team Bowling Alley 4-57 Team-Mate 12-59 3-Way 8-59 Top Notch 11-55

Venus 4-55

Viking Shuffle Alley (6/61) Zenith 5-59 Current Playboy Shuffle Alley

7-Star Bowling Alley Stardust Shuffle Alley Bowlarama DeLuxe

PINBALLS

BALLY Ballerine 6-59 Balls-A-Poppin 10-56 Bally U.S.A. 7-58 Beach Beauty 11-55 Beach Time 9-58 Big Show 9-56 Bikini (6/61) Broadway 12-55 Carnival 10-57 Carnival-Queen 11-58 Circus 8-57 County Fair 11-59 Crosswords 1-58 Cypress Gardens 5-58 Double Header 8-58 Fun-Way 9-59 Gay Time 6-55 Gayety 4-55 Key West 12-58

Lotta Fun 9-59

Miami Beach 9-55 Miss America 1-58 Night Club 3-58 Parade 6-56 Sea Island 2-59 Show-Time 4-57 Sun Valley 7-57

Current Barrel-O-Fun '62 Can Can Fun Spot '62

GOTTLIEB

Ace High 2-57 Add-A-Line 7-55 Annabelle 8-59 2 Around the World

7-59 2 Atlas 5-59 Auto Race 9-56 2 Brite Star 4-58 Classy Bowler 7-56 4 Contest 10-58 2 Continental Cave

7.57 Criss Cross 3-58 Dancing Dolls 6-60 Derby Day 5-56 2 Double Action Easy Aces 12-55 2 Fair Lady 11-56 4 Falstaff 11-57 2 Flag-Ship 1-57 Frontiersman 11-55

2 Gondoller 8-58 Harbor Lites 3-56 Hi Diver 4-59 Lancers (4/61) 2 Light-A-Card 3-60 Lightning Ball 12-59

4 Majestic 4-57 2 Marathon

Queen of Diamonds 6-59 Rainbow 12-58 2 Race Time 3-59 4 Register 10-56 Rocket Ship 5-58 Roto Pool 7-58 Royal Flush 5-57

4 Score-Board 4-56 2 Seven Seas 1-60 2 Sea Belles 9-56 Silver 10-57 Sittin' Pretty 11-58 Straight Flush 12-57 Straight Shooter 2-59 Sunshine 9-58

4 Sweet Sioux 9-59 Texan 5-60 2 Toreador 6-56 2 Tournament 8-55

2 Super Circus 9-57

Twin Bill 1-55 Universe 10-59 Wagon Train 4-60

2 Whirlwind 2-58 Wishing Well 9-55 World Beauties 2-60 World Champ 8-57 Current Flipper Fair

WILLIAMS Arrow Head 7-57 Casino 8-58 2 Circus Wagon 10-55 Club House 10-59 Crossword 5-59 Cue Ball 4-57 Double Barrel (4/61)

2 Fiesta 12-59 4-Star 7-58 4 Fun House 10-56 4 Gay Paree 6-57 Golden Bells 9-59 Gusher 9-58 Hi-Hand 6-57 Hot Digglty 8-58

Reno 10-57

Rocket 11-59

Satellite 6-58

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3-D 11-58

Smoke Signal 9-55

Soccer Kick-Off 3-58

Steeple Chase 11-57

Super Score 9-56

4 Surf Rider 7-56

Three Deuces 8-55

Tic-Tac-Toe 1-59

Tim-Buc-Tu 1-56

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Wonderland 5-55

POOL TABLES

(Current only)

Top Hat 2-58

Current

Kismet

FISCHER

B-6

B-7

Fiesta Bumper

Imperial VI

Imperial VII

IRVING KAYE

DeLuxe Eldorado

DeLuxe Klub Pool

Mark I, II, III, IV

Space Ship

Jig Saw 12-57 Kings 8-57 2 Naples 9-57 Perky 11-56

Peter Pan 4-55 2 Piccadilly 5-58 4 Race-the-Clock 4-55 Regatta 10-55

2 Gladiator 1-56

2 Mademoiselle 11-59

2 Picnic 6-58

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DeLuxe Red Arrow

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Bazooka Gun (Mid) 6-60 Big Inning (Bally) 5-58 Big League Baseball (CC) Bike Race (Munv) 5-58 Bing-O-Reno (Sci) 3-55 Bull's-Eye (Bally) 3-55 Burp Gun (Dale) 5-57

Champion Baseball (Genc) 7.55 Circus Rifle Gallery (Genc) 3-57

Crane (Wms.) 3-56 Criss Cross Hockey (CC) 9.58 Cross Country (Keen) 1.56 Crossfire (Wms) 3-57

Dale Pom Pom (Dale) 4-59 Davy Crockett (Genc) 10.56

Deluxe Crusader (Wms.) 5-59 Deluxe Ranger (Keen) 3-55 Deluxe Skill Parade (Bally)

Deluxe Vanguard (Wms.) Derby Roll (Un) 5-55 5th Inning (Un) 6-55 Golf Champ (Bally) 8-58 Gun Club (Genc) 1-58

> Heavy Hitter (Bally) 3-59 Hercules (Wms) 3-59 Hi-Fly (Genc) 4-56 Horoscope Fortune Teller (Genc) 9-57 Jet Pilot (CC) 5-59 Joker Ball (Mid) 10-59 Jolly Joker (Wms) 10-55

Gunsmoke (Bally) 4-59

Jumbo Ten Pins (Wms.) 3.58 lumbo Ten Strike (Wms.)

3-58 Jr. Auto Test (Cap) 12-58 Kaye Hockey (Kaye) 58 King of Swat (Wms) 5-55 Kiss-O-Meter (Exhib) 12-56 League Leader (Keen)

4-58 Lucky Horoscope (Mar) 12-56 Magic Mirror Horoscope (A-B) 2-60

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Official Baseball (Wms.) 4-60 Pan-O-Rama 800 (Cap) 12-56 Peep Barrels (Exhib) 12-56

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Pirate Gun (Un) 10-56

Playland Rifle Gallery (CC) 8-59 Polar Hunt (Un) 4-55 Pony Express (CC) 4-60. Pro Basketball (CC) 6-61 Pro Bowler (CC) 3-61 Pro Hockey (CC) 6-61 Quarterback (Genc) 9-55 Ranger (Keen) 3-55 Red Ball (Mid) 5-59 Rifle Gallery (Genc) 9-55 Rock 'n' Roll (Muto) 5-58

Safari (Wms) 1-55 St. Christopher (Muto) 12-58 Satellite Tracker (B-L) 12-58

Shoot the Clown (CC) 2-60 Shortstop (Wms) 4-58 Sidewalk Engineer (Wms)

Skill-Score (Bally) 6-60 Sky Raider (Un) 10-58 Sky Rocket (Genc) 5-55 Softball League (Exhib) 12-57

Space Age (Genc) 3-58 Space Gunner (Bally) 5-58 Spook Gun (Bally) 9-58 Squoits Water Polo -(Aqua) 5-57

Star Slugger (Un) 4-56 State Fair (Genc) 7-56 Steam Shovel (CC) 5-56 Super Big Top (Genc) 12-55 Super Slugger (Un) 7-55 Swaml (Muto) 4-55

10 Commandments (Muto) 12-57 Ten Pins (Wms) 12-57 Ten Strike (Wms) 12-57 Test Pilot (Cap) 12-57 Titan (Wms) 8-59

Treasure Cove (Exhibit) 7-55 Twin Hockey (CC) 5-58 Voice-O-Graph (Muto) 2-57 Wild West (Genc) 2-55 Wild West Gun (CC) 3-61

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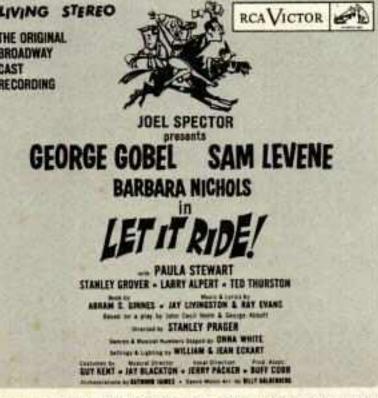
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