Milwaukee, N.Y. Key Action Surge of 23 Local Singles

NEW YORK—The singles record business in the past week has undergone an uncommonly strong surge of local breakout action, with a total of 25 singles disks achieving this status, according to a check of retail outlets across the country. Key cities were Milwaukee, with seven breakout singles, and New York with five. One single, Joe Dee’s “Pepperment Twist” on Roulette, scored as a national breakout, making its initial jump into the “Hot 100” at position No. 68. In general, it may be stated, the Twist was in high demand. In addition to Joe Dee, Chubby Checker’s “Let’s Twist Again,” which made the “Hot 100” several months ago, is doing it all over again. Checker also has another twist on the national chart, titled “The Twist.” This is a reissue. He is also represented on the national chart by a third disk, “The Fly.”

James Ray Side Moves In Philly

PHILADELPHIA—One of the hottest new singles since “Gypsy Woman,” James Ray’s “If You Gotta Make a Fool of Somebody,” on Caprice, achieved breakout status here last week. Another fast-moving disk, according to local retailers, is “There’s No Other,” by the Crests on the Philadel label, which hit the national chart at No. 92. The Valentine’s “Greetings (This Is Your Uncle Sam),” on the Miracle label, also showed a strong national pattern with strong action in this area. The Tilt also has taken this city by storm with Chubby Checker’s “Let’s Twist Again” (Continued on page 4)

Milwaukee Has Seven Hot Ones

MILWAUKEE—The Beer City came through with a flock of breakout activity last week. No less than seven disks broke out. These were all handled by Al Kole on Reprise; “Give Myself a Party” by Rosemary Clooney on RCA Victor; “Little Alley Boy” by Vic Dana, Delton 48; “Georgian” by Lawrence Welk, ABC Paramount 10325; “I’ll Never Stop Wanting You” by Brian Hyland, ABC Paramount 10362; “Strange Love” by Mary Wells, ABC Paramount 10385; “What I Feel in My Heart” by Jerry Lee Lewis, ABC Paramount 10395; and “Every Step of the Way” by Kenji McCraith, Diamond 1201 (New York).

TOMORROW’S HITS

NEW YORK—With this issue, Billboard Music Week introduces a new physical format. This incorporates BMI’s valuable record buying and programming features with a new weekly advertising program by Columbia, Dot, Mercury, RCA Victor and United Artists record companies and the Seeburg and Wurlitzer juke box manufacturers. Because continual surveys indicate the most valuable reader services rendered by BMI are its record charts, the heavy paper insert carrying the “Hot 100” and “Top LP” listings, along with a new feature titled “Page 1 Records” (see adjoining column) have been moved to the outside of the magazine.

Also appearing on this page, and jumping each week to page four, will be staff-written reports on new weekly advertising program by Columbia, Dot, Mercury, RCA Victor and United Artists record companies and the Seeburg and Wurlitzer juke box manufacturers. Because continual surveys indicate the most valuable reader services rendered by BMI are its record charts, the heavy paper insert carrying the “Hot 100” and “Top LP” listings, along with a new feature titled “Page 1 Records” (see adjoining column) have been moved to the outside of the magazine.

Also appearing on this page, and jumping each week to page four, will be staff-written reports on new weekly advertising program by Columbia, Dot, Mercury, RCA Victor and United Artists record companies and the Seeburg and Wurlitzer juke box manufacturers. Because continual surveys indicate the most valuable reader services rendered by BMI are its record charts, the heavy paper insert carrying the “Hot 100” and “Top LP” listings, along with a new feature titled “Page 1 Records” (see adjoining column) have been moved to the outside of the magazine.

Also appearing on this page, and jumping each week to page four, will be staff-written reports on new weekly advertising program by Columbia, Dot, Mercury, RCA Victor and United Artists record companies and the Seeburg and Wurlitzer juke box manufacturers. Because continual surveys indicate the most valuable reader services rendered by BMI are its record charts, the heavy paper insert carrying the “Hot 100” and “Top LP” listings, along with a new feature titled “Page 1 Records” (see adjoining column) have been moved to the outside of the magazine.

Also appearing on this page, and jumping each week to page four, will be staff-written reports on new weekly advertising program by Columbia, Dot, Mercury, RCA Victor and United Artists record companies and the Seeburg and Wurlitzer juke box manufacturers. Because continual surveys indicate the most valuable reader services rendered by BMI are its record charts, the heavy paper insert carrying the “Hot 100” and “Top LP” listings, along with a new feature titled “Page 1 Records” (see adjoining column) have been moved to the outside of the magazine.

Also appearing on this page, and jumping each week to page four, will be staff-written reports on new weekly advertising program by Columbia, Dot, Mercury, RCA Victor and United Artists record companies and the Seeburg and Wurlitzer juke box manufacturers. Because continual surveys indicate the most valuable reader services rendered by BMI are its record charts, the heavy paper insert carrying the “Hot 100” and “Top LP” listings, along with a new feature titled “Page 1 Records” (see adjoining column) have been moved to the outside of the magazine.

Also appearing on this page, and jumping each week to page four, will be staff-written reports on new weekly advertising program by Columbia, Dot, Mercury, RCA Victor and United Artists record companies and the Seeburg and Wurlitzer juke box manufacturers. Because continual surveys indicate the most valuable reader services rendered by BMI are its record charts, the heavy paper insert carrying the “Hot 100” and “Top LP” listings, along with a new feature titled “Page 1 Records” (see adjoining column) have been moved to the outside of the magazine.

Also appearing on this page, and jumping each week to page four, will be staff-written reports on new weekly advertising program by Columbia, Dot, Mercury, RCA Victor and United Artists record companies and the Seeburg and Wurlitzer juke box manufacturers. Because continual surveys indicate the most valuable reader services rendered by BMI are its record charts, the heavy paper insert carrying the “Hot 100” and “Top LP” listings, along with a new feature titled “Page 1 Records” (see adjoining column) have been moved to the outside of the magazine.

Also appearing on this page, and jumping each week to page four, will be staff-written reports on new weekly advertising program by Columbia, Dot, Mercury, RCA Victor and United Artists record companies and the Seeburg and Wurlitzer juke box manufacturers. Because continual surveys indicate the most valuable reader services rendered by BMI are its record charts, the heavy paper insert carrying the “Hot 100” and “Top LP” listings, along with a new feature titled “Page 1 Records” (see adjoining column) have been moved to the outside of the magazine.

Also appearing on this page, and jumping each week to page four, will be staff-written reports on new weekly advertising program by Columbia, Dot, Mercury, RCA Victor and United Artists record companies and the Seeburg and Wurlitzer juke box manufacturers. Because continual surveys indicate the most valuable reader services rendered by BMI are its record charts, the heavy paper insert carrying the “Hot 100” and “Top LP” listings, along with a new feature titled “Page 1 Records” (see adjoining column) have been moved to the outside of the magazine.

Also appearing on this page, and jumping each week to page four, will be staff-written reports on new weekly advertising program by Columbia, Dot, Mercury, RCA Victor and United Artists record companies and the Seeburg and Wurlitzer juke box manufacturers. Because continual surveys indicate the most valuable reader services rendered by BMI are its record charts, the heavy paper insert carrying the “Hot 100” and “Top LP” listings, along with a new feature titled “Page 1 Records” (see adjoining column) have been moved to the outside of the magazine.

Also appearing on this page, and jumping each week to page four, will be staff-written reports on new weekly advertising program by Columbia, Dot, Mercury, RCA Victor and United Artists record companies and the Seeburg and Wurlitzer juke box manufacturers. Because continual surveys indicate the most valuable reader services rendered by BMI are its record charts, the heavy paper insert carrying the “Hot 100” and “Top LP” listings, along with a new feature titled “Page 1 Records” (see adjoining column) have been moved to the outside of the magazine.
# Top Mono LPs

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist, Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>JOY AT CARNEVALE</td>
<td>Neuman, Decca X 2005</td>
</tr>
<tr>
<td>2</td>
<td>BLUE HEAVEN</td>
<td>RCA Victor LPM 2172</td>
</tr>
<tr>
<td>3</td>
<td>CAMELLE</td>
<td>Columbia BCL 4640</td>
</tr>
<tr>
<td>4</td>
<td>BOOM BOOM</td>
<td>Decca 29266</td>
</tr>
<tr>
<td>5</td>
<td>TIME ON YOUR SIDE</td>
<td>Columbia CL 1444</td>
</tr>
<tr>
<td>6</td>
<td>THE BLUEBIRD TRIOS</td>
<td>Columbia CL 1066</td>
</tr>
<tr>
<td>7</td>
<td>THE BEAUTY OF MUSIC</td>
<td>RCA Victor LPM 1911</td>
</tr>
<tr>
<td>8</td>
<td>JUMP OF GAL/L</td>
<td>Capitol ST 1317</td>
</tr>
<tr>
<td>9</td>
<td>THE SONG OF MUSIC</td>
<td>RCA Victor LPM 2380</td>
</tr>
<tr>
<td>10</td>
<td>REVU OF ORANGER</td>
<td>Decca 29411</td>
</tr>
<tr>
<td>11</td>
<td>I REMEMBER SHYANN</td>
<td>Decca 29412</td>
</tr>
<tr>
<td>12</td>
<td>THAT'S MY HONEY</td>
<td>Decca 29267</td>
</tr>
<tr>
<td>13</td>
<td>TV SONG ALONG WITH MATCH</td>
<td>Columbia CL 1155</td>
</tr>
<tr>
<td>14</td>
<td>AND THE TIMES</td>
<td>Columbia CL 1415</td>
</tr>
<tr>
<td>15</td>
<td>MISS ANDERSON</td>
<td>Columbia CL 1418</td>
</tr>
<tr>
<td>16</td>
<td>BAY WINDOW</td>
<td>Columbia CL 1481</td>
</tr>
<tr>
<td>17</td>
<td>THE PLAYBOY PETER</td>
<td>Capitol ST 1309</td>
</tr>
<tr>
<td>18</td>
<td>BEAT THE BILLY</td>
<td>Capitol ST 1310</td>
</tr>
<tr>
<td>19</td>
<td>THE TRUE PRINCE</td>
<td>Columbia CL 1404</td>
</tr>
<tr>
<td>20</td>
<td>HOW TO GET OTHER INSTRUMENTAL</td>
<td>Decca 29268</td>
</tr>
<tr>
<td>21</td>
<td>FIFTY YEARS OF MUSIC AMERICA LOVES</td>
<td>Capitol ST 1311</td>
</tr>
<tr>
<td>22</td>
<td>MADE IN SPAIN</td>
<td>Columbia CL 1395</td>
</tr>
<tr>
<td>23</td>
<td>VICTORY AT SEA</td>
<td>Columbia CL 1281</td>
</tr>
<tr>
<td>24</td>
<td>SONGS OF ROMAN</td>
<td>Columbia CL 1405</td>
</tr>
<tr>
<td>25</td>
<td>bd of RUG</td>
<td>Columbia CL 1406</td>
</tr>
<tr>
<td>26</td>
<td>FRIENDS</td>
<td>Columbia CL 1407</td>
</tr>
<tr>
<td>27</td>
<td>MARK SHAY</td>
<td>Columbia CL 1408</td>
</tr>
<tr>
<td>28</td>
<td>JIMMY SHAY</td>
<td>Columbia CL 1409</td>
</tr>
<tr>
<td>29</td>
<td>THE MILLION</td>
<td>Columbia CL 1410</td>
</tr>
<tr>
<td>30</td>
<td>HOW TO GET OTHER INSTRUMENTAL</td>
<td>Columbia CL 1411</td>
</tr>
<tr>
<td>31</td>
<td>THE ROLLING STONE</td>
<td>Columbia CL 1412</td>
</tr>
<tr>
<td>32</td>
<td>BEAT THE BILLY</td>
<td>Columbia CL 1413</td>
</tr>
<tr>
<td>33</td>
<td>THE TRUE PRINCE</td>
<td>Columbia CL 1414</td>
</tr>
<tr>
<td>34</td>
<td>MADE IN SPAIN</td>
<td>Columbia CL 1415</td>
</tr>
<tr>
<td>35</td>
<td>VICTORY AT SEA</td>
<td>Columbia CL 1416</td>
</tr>
<tr>
<td>36</td>
<td>SONGS OF ROMAN</td>
<td>Columbia CL 1417</td>
</tr>
<tr>
<td>37</td>
<td>bd of RUG</td>
<td>Columbia CL 1418</td>
</tr>
<tr>
<td>38</td>
<td>FRIENDS</td>
<td>Columbia CL 1419</td>
</tr>
<tr>
<td>39</td>
<td>MARK SHAY</td>
<td>Columbia CL 1420</td>
</tr>
<tr>
<td>40</td>
<td>JIMMY SHAY</td>
<td>Columbia CL 1421</td>
</tr>
<tr>
<td>41</td>
<td>THE MILLION</td>
<td>Columbia CL 1422</td>
</tr>
</tbody>
</table>

# Top Stereo LPs

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist, Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>JOY AT CARNEVALE</td>
<td>Neuman, Decca X 2005</td>
</tr>
<tr>
<td>2</td>
<td>SOMETHING FOR EVERYBODY</td>
<td>RCA Victor LPM 2172</td>
</tr>
<tr>
<td>3</td>
<td>BAY WINDOW</td>
<td>Columbia CL 1066</td>
</tr>
<tr>
<td>4</td>
<td>MISS ANDERSON</td>
<td>Columbia CL 1415</td>
</tr>
<tr>
<td>5</td>
<td>THE PLAYBOY PETER</td>
<td>Capitol ST 1309</td>
</tr>
<tr>
<td>6</td>
<td>THE TRUE PRINCE</td>
<td>Columbia CL 1404</td>
</tr>
<tr>
<td>7</td>
<td>HOW TO GET OTHER INSTRUMENTAL</td>
<td>Decca 29268</td>
</tr>
<tr>
<td>8</td>
<td>FIFTY YEARS OF MUSIC AMERICA LOVES</td>
<td>Capitol ST 1311</td>
</tr>
<tr>
<td>9</td>
<td>MADE IN SPAIN</td>
<td>Columbia CL 1395</td>
</tr>
<tr>
<td>10</td>
<td>VICTORY AT SEA</td>
<td>Columbia CL 1281</td>
</tr>
<tr>
<td>11</td>
<td>SONGS OF ROMAN</td>
<td>Columbia CL 1405</td>
</tr>
<tr>
<td>12</td>
<td>bd of RUG</td>
<td>Columbia CL 1406</td>
</tr>
<tr>
<td>13</td>
<td>FRIENDS</td>
<td>Columbia CL 1407</td>
</tr>
<tr>
<td>14</td>
<td>MARK SHAY</td>
<td>Columbia CL 1408</td>
</tr>
<tr>
<td>15</td>
<td>JIMMY SHAY</td>
<td>Columbia CL 1409</td>
</tr>
<tr>
<td>16</td>
<td>THE MILLION</td>
<td>Columbia CL 1410</td>
</tr>
<tr>
<td>17</td>
<td>HOW TO GET OTHER INSTRUMENTAL</td>
<td>Columbia CL 1411</td>
</tr>
<tr>
<td>18</td>
<td>THE ROLLING STONE</td>
<td>Columbia CL 1412</td>
</tr>
<tr>
<td>19</td>
<td>THE TRUE PRINCE</td>
<td>Columbia CL 1413</td>
</tr>
<tr>
<td>20</td>
<td>MADE IN SPAIN</td>
<td>Columbia CL 1414</td>
</tr>
<tr>
<td>21</td>
<td>VICTORY AT SEA</td>
<td>Columbia CL 1415</td>
</tr>
<tr>
<td>22</td>
<td>SONGS OF ROMAN</td>
<td>Columbia CL 1416</td>
</tr>
<tr>
<td>23</td>
<td>bd of RUG</td>
<td>Columbia CL 1417</td>
</tr>
<tr>
<td>24</td>
<td>FRIENDS</td>
<td>Columbia CL 1418</td>
</tr>
<tr>
<td>25</td>
<td>MARK SHAY</td>
<td>Columbia CL 1419</td>
</tr>
<tr>
<td>26</td>
<td>JIMMY SHAY</td>
<td>Columbia CL 1420</td>
</tr>
<tr>
<td>27</td>
<td>THE MILLION</td>
<td>Columbia CL 1421</td>
</tr>
</tbody>
</table>

**Billboard Music Week** is published by The Billboard Publishing Company, 2160 Patterson St., Cincinnati 14, Ohio. Subscription rates payable in advance. One year, $15 in U. S. A., Canada and Europe. Second class postage paid at Cincinnati and at additional entry office. Copyright 1961 by The Billboard Publishing Co.
My Name Is JERRY RAKER
I'm The Sales Manager
That's Me On The Left
I'm Smiling
Because

1. "TONIGHT"
   By FERRANTE AND TEICHER
   Is A Big Smash

2. Both Sides Of
   THE HIGHWAYMEN Record
   "GYPSY ROVER" AND "COTTON FIELDS"
   Are Big Hits

3. "YOUR MA SAID YOU CRIED"
   By KENNY DINO
   On Musicor Is Breaking
   For A Big Hit

4. The Vocal Version Of
   "TONIGHT"
   By JAY AND THE AMERICANS
   Is A Smash Hit In New York

5. "SOMETIMES"
   By GENE THOMAS
   Has Sold Over 80,000 Records
   And Is Climbing, Climbing

6. GENE PITNEY'S
   "TOWN WITHOUT PITY"
   Is Showing Strong Action
   In All Areas

   ...And Our
   WEST SIDE STORY Album
   By FERRANTE & TEICHER
   Is Selling Like A Single!

   I'm 5 Feet 10½ Inches Tall
### Current Best Selling Singles

<table>
<thead>
<tr>
<th>ORDER</th>
<th>RECORD NO.</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>ORDER</th>
<th>RECORD NO.</th>
<th>TITLE</th>
<th>ARTIST</th>
</tr>
</thead>
<tbody>
<tr>
<td>16284</td>
<td></td>
<td>Just Let Me Dream</td>
<td>PAT BOONE</td>
<td>16254</td>
<td></td>
<td>Sad Movies (Make Me Cry)</td>
<td>THE LIONN SISTERS</td>
</tr>
<tr>
<td>16270</td>
<td></td>
<td>Johnny Will</td>
<td></td>
<td>16256</td>
<td></td>
<td>I Don't Know Why</td>
<td>WINK MARTINDALE</td>
</tr>
<tr>
<td>16270</td>
<td></td>
<td>Sweethearts In Heaven</td>
<td></td>
<td>16256</td>
<td></td>
<td>Three Steps To The Phone</td>
<td>DODIE STEVENS</td>
</tr>
<tr>
<td>16265</td>
<td></td>
<td>Could This Be Magic</td>
<td>CHASE WEBSTER</td>
<td>16260</td>
<td></td>
<td>Man Needs A Woman</td>
<td>MILT ROGERS</td>
</tr>
<tr>
<td>16265</td>
<td></td>
<td>A Two A Two A Cha Cha</td>
<td></td>
<td>16271</td>
<td></td>
<td>The In Between Years</td>
<td>SAM BUTERA</td>
</tr>
<tr>
<td>16273</td>
<td></td>
<td>You Gave Me Wings</td>
<td>LAWRENCE WELK</td>
<td>16279</td>
<td></td>
<td>Trade Winds, Trade Winds</td>
<td>KICK FAT DUTCHMAN</td>
</tr>
<tr>
<td>16273</td>
<td></td>
<td>Mood Indigo</td>
<td>LOUIS PRIMA</td>
<td>16296</td>
<td></td>
<td>Let's Go Trippin'</td>
<td>HARPERSCHIC BOOGIE</td>
</tr>
<tr>
<td>16273</td>
<td></td>
<td>Come Back To Sorrento</td>
<td></td>
<td></td>
<td></td>
<td>Lonely Road To Damascus</td>
<td>FRANK SCOTT</td>
</tr>
<tr>
<td>16272</td>
<td></td>
<td>Berlin Melody</td>
<td>BILLY VAUGHN</td>
<td>16287</td>
<td></td>
<td>For You</td>
<td></td>
</tr>
<tr>
<td>16272</td>
<td></td>
<td>Come September</td>
<td></td>
<td>16296</td>
<td></td>
<td>I'M An Old Cowhand</td>
<td></td>
</tr>
<tr>
<td>16275</td>
<td></td>
<td>Melody In The Night</td>
<td></td>
<td>16283</td>
<td></td>
<td>Red Wing Polka</td>
<td></td>
</tr>
<tr>
<td>16275</td>
<td></td>
<td>Flip Flop And Bop</td>
<td>JOHNNY MADDox</td>
<td>16269</td>
<td></td>
<td>Ginko Waltz</td>
<td></td>
</tr>
<tr>
<td>16277</td>
<td></td>
<td>Golden Wildwood Flower</td>
<td></td>
<td>16286</td>
<td></td>
<td>Feminine Touch</td>
<td></td>
</tr>
<tr>
<td>16277</td>
<td></td>
<td>We Live In Two Different Worlds</td>
<td>THE LIONN SISTERS</td>
<td>16780</td>
<td></td>
<td>Sad Boy</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Yankee Doodle Boogie</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Harperschic Boogie</td>
<td></td>
</tr>
</tbody>
</table>

### Best Selling Albums

<table>
<thead>
<tr>
<th>MONO</th>
<th>STEREO</th>
<th>ARTIST</th>
<th>ARTIST</th>
</tr>
</thead>
<tbody>
<tr>
<td>3403</td>
<td>25403</td>
<td>BIG BAD JOHN + Wink Martindale</td>
<td></td>
</tr>
<tr>
<td>3400</td>
<td>25400</td>
<td>TAKE FIVE + George Cates</td>
<td></td>
</tr>
<tr>
<td>3398</td>
<td>25398</td>
<td>SAD MOVIES + The Lomon SISTERS</td>
<td></td>
</tr>
<tr>
<td>3398</td>
<td>25398</td>
<td>BERLIN MELODY + Billy Vaughn</td>
<td></td>
</tr>
<tr>
<td>3397</td>
<td>25397</td>
<td>DEARLY BELOVED + Keely Smith</td>
<td></td>
</tr>
<tr>
<td>3398</td>
<td>25396</td>
<td>MY GOD AND I + Pat Boone</td>
<td></td>
</tr>
<tr>
<td>3385</td>
<td>25385</td>
<td>BLUE MOON + Louis Prima</td>
<td></td>
</tr>
<tr>
<td>3384</td>
<td>25384</td>
<td>MODDY RIVER + Pat Boone</td>
<td></td>
</tr>
<tr>
<td>3381</td>
<td>25381</td>
<td>APACHE + Sam Butera</td>
<td></td>
</tr>
<tr>
<td>3371</td>
<td>25371</td>
<td>PINK SHOECLACES + Bodie Stevens</td>
<td></td>
</tr>
<tr>
<td>3308</td>
<td>25368</td>
<td>GREAT HAWAIIAN HITS + The Mills Brothers</td>
<td></td>
</tr>
<tr>
<td>3366</td>
<td>25366</td>
<td>ORANGE BLOSSOM SPECIAL &amp; WHEELS + B. Vaughn</td>
<td></td>
</tr>
<tr>
<td>3363</td>
<td>25363</td>
<td>SAN ANTONIO ROSE + The Mills Brothers</td>
<td></td>
</tr>
<tr>
<td>3360</td>
<td>25360</td>
<td>TONY MARTIN - HIS GREATEST HITS</td>
<td></td>
</tr>
<tr>
<td>3359</td>
<td>25359</td>
<td>CALCUTTA + Lawrence Welk</td>
<td></td>
</tr>
<tr>
<td>3355</td>
<td>25355</td>
<td>POLYNESIAN PERCUSSION + George Cates</td>
<td></td>
</tr>
<tr>
<td>3352</td>
<td>25352</td>
<td>WONDERLAND BY NIGHT + Louis Prima</td>
<td></td>
</tr>
<tr>
<td>3350</td>
<td>25350</td>
<td>LAST DATE + Lawrence Welk</td>
<td></td>
</tr>
<tr>
<td>3349</td>
<td>25349</td>
<td>THEME FROM THE SUNSHONDERS + Billy Vaughn</td>
<td></td>
</tr>
<tr>
<td>3338</td>
<td>25338</td>
<td>YELLOW BIRD + The Mills Brothers</td>
<td></td>
</tr>
<tr>
<td>3322</td>
<td>25322</td>
<td>LOOK FOR A STAR + Billy Vaughn</td>
<td></td>
</tr>
<tr>
<td>3314</td>
<td>25314</td>
<td>MORE MILLION SELLERS + Johnny Maddox</td>
<td></td>
</tr>
<tr>
<td></td>
<td>25179</td>
<td>SILENT NIGHT + Lawrence Welk</td>
<td></td>
</tr>
<tr>
<td>3247</td>
<td>25247</td>
<td>A KEE CHRISTMAS + Keely Smith</td>
<td></td>
</tr>
<tr>
<td>3247</td>
<td>25247</td>
<td>CHRISTMAS WITH THE LIONN SISTERS</td>
<td></td>
</tr>
<tr>
<td>3233</td>
<td>25233</td>
<td>LITTLE DRUMMER BOY + The J. Halloran Singers</td>
<td></td>
</tr>
<tr>
<td>3222</td>
<td>25232</td>
<td>MERRY CHRISTMAS + The Mills Brothers</td>
<td></td>
</tr>
<tr>
<td>3222</td>
<td>25222</td>
<td>WHITE CHRISTMAS + Pat Boone</td>
<td></td>
</tr>
<tr>
<td>3225</td>
<td>25215</td>
<td>CHRISTMAS ORGAN AND CHORUS + Dr. Roman S. Wright, Dr. Charles S. Kendall</td>
<td></td>
</tr>
<tr>
<td></td>
<td>25148</td>
<td>CHRISTMAS CAROLS + Billy Vaughn</td>
<td></td>
</tr>
</tbody>
</table>

### Christmas Albums

<table>
<thead>
<tr>
<th>ORDER</th>
<th>TITLE</th>
<th>ARTIST</th>
</tr>
</thead>
<tbody>
<tr>
<td>3397</td>
<td>SILENT NIGHT</td>
<td>LAWRENCE WELK</td>
</tr>
<tr>
<td>3247</td>
<td>A KEE CHRISTMAS</td>
<td>KEELY SMITH</td>
</tr>
<tr>
<td>3244</td>
<td>CHRISTMAS WITH THE LIONN SISTERS</td>
<td></td>
</tr>
<tr>
<td>3233</td>
<td>LITTLE DRUMMER BOY</td>
<td>THE J. HALLORAN SINGERS</td>
</tr>
<tr>
<td>3222</td>
<td>MERRY CHRISTMAS</td>
<td>THE MILLS BROTHERS</td>
</tr>
<tr>
<td>3222</td>
<td>WHITE CHRISTMAS</td>
<td>PAT BOONE</td>
</tr>
<tr>
<td>3225</td>
<td>CHRISTMAS ORGAN AND CHORUSES</td>
<td>DR. ROMAN S. WRIGHT, DR. CHARLES S. KENDALL</td>
</tr>
<tr>
<td></td>
<td>CHRISTMAS CAROLS</td>
<td>BILLY VAUGHN</td>
</tr>
</tbody>
</table>

### New Albums

<table>
<thead>
<tr>
<th>ORDER</th>
<th>TITLE</th>
<th>ARTIST</th>
</tr>
</thead>
<tbody>
<tr>
<td>3412</td>
<td>MOON RIVER</td>
<td>LAWRENCE WELK</td>
</tr>
<tr>
<td>3410</td>
<td>DON'T THE TWIST</td>
<td>LOUIS PRIMA</td>
</tr>
<tr>
<td>3406</td>
<td>THE ANDREWS SISTERS GREATEST HITS</td>
<td></td>
</tr>
</tbody>
</table>

MAIL NOW TO YOUR NEAREST Dot DISTRIBUTOR

OR WRITE: Dot RECORDS, INC., 1507 N. Vine St., Hollywood 28, California
Advisory Board List Keys
New Sound Fair Speed-Up

Gallagher, Dunn, Maitland, Miele, Myers, Wexler, Weiser Accept

NEW YORK — Organizational work on the National Sound Fair, to be staged next July in Cobo Hall, Detroit, was given a boost with the announcement of a number of high-ranking appointees to various advisory boards of the industry to participate on the advisory board for the fair.
The fair, announced several weeks ago, will encompass a number of forums and business sessions for the trade.

Mathis Racks Up Solid Grosses on Current PA Tour

NEW YORK—Johnny Mathis is racking up solid grosses on his current national tour, with shows in New York and theater. On his first 19 dates, totaling 22 separate shows, the singer has grossed over $2 million.
In a number of places he broke house records. In Pittsburgh, Pa., the Mathis show was the third high grosser of all time behind the Jimmy Cook and Don Murray.

Trade Associations, Too

Participant by leaders among the various trade associations in the music business is also expected, with some of these already having passed along their acceptances. These include the Magnetic Recording Industry Association, in the person of Ken Bishop, who is president of the Sound Division; Thompson Ramo Wooldridge Corporation, Manufacturers’ Representative, Ken Wilson, who is also country a.d. of Capt. of the American Federation of Musicians, and president of the Society of Recorded Sound (Continued on page 2).

NEW YORK—Three men were arrested at the Van Loan Record Manufacturing Company for the one-year period through October 30, 1962, according to a contract awarded Allied by the General Services Administration.
Allied is a division of Precision Radiation Instruments, Inc., of Bellville, N.J., and Los Angeles.
The contract award is the first in a series of awards signed with Allied in the past 15 years.

Chief government user of records is the Armed Forces Radio Service. The contract was awarded Allied as a result of a competitive procedure, Armed Forces Radio Campaigning.

Allied employees have been found guilty of a gross bill of between $1,500,000 and $2,000,000.

Irv Jerome Joining Continental's Staff

NEW YORK — Irv Jerome has been named national sales manager of Continental Mfg. and Sales Corp., the trade label. Firm is the new label created by A&R Records with disks in the jazz, foreign and international fields.
Mr. Jerome, now with the Chicago Gary Chez, record man, was previously with Capitol, MGM and Roulette Records.

NARAS FORMS NAT’L AWARDS COMMITTEE

HOLLYWOOD — Paul Weston, freshly elected national chairman of the National Association of Recording Artists and Engineers, has announced formation of a national awards and categories committee. Appointed to this committee are George Avakian, mono sound, Hal Green, mono sound, Elmer Bernstein, Mack David and Voyle Gilmore from the recording industry; and Howard A. (Bennie) Clapper from CBS.

This committee will have the overall responsibility for planning and executing all phases and other implications of the awards presentation.

Schwartz and Tenney were re- release, identical to the album cover and bearing the notation, "Twist Special.

Victor Culls New Twist-Type Single From Presley LP

NEW YORK — With various versions of the Twist getting strong disk action, RCA Victor is releasing a special Twist single by Elvis Presley. It’s "Rock-A-Hula Baby." Side 2 is from Presley’s album, "Blue Hawaii." Release will coincide with the magnificent new version of the release of Presley’s film, "Blue Hawaii," which was released by Capitol.

The single will have a special price, $1.50, in both chain and specialty outlets, and will feature the single cover, the same as the album cover.

Radio-1 TV Programming

20 July, 1961

Mahalia Star of Press Ball

WASHINGTON — Broad- casters and technicians will join in the entertainment for the National Association of Broadcasters’ Fall Ball, to be held at Washington’s Cotton Club on Thursday night (18), the closing event of the program (18). The show, provided annually for this event, will be presented by Charlie Manna, a new appearance of Judy Canova, a new appearance of Bebe and Toe, a new appearance of Tommy Dorsey, a new appearance of Count Basie and a new appearance of Mahalia Jackson. Jackson is a St. Louis, Mo., gospel singer, who’s been billed as the Queen of Gospel Music. She’ll be accompanied by a four-piece orchestra.

The show will include a preview of the program for which Jackson will be the star. She will sing a version of "You, Me and the Rock That’s Broken," backed by Jackson’s orchestra and chorus, while the other groups will be featured by such hits as "What a Diff’r, This Mornin’ and "That’s a Plenty."

The show will be broadcast live from the Cotton Club on Tuesday night (16), and will be taped for rebroadcast on the NBC Radio Network at 4:30 p.m. Thursday afternoon (18), and on NBC TV Network at 9:30 p.m. Thursday night (18). The show will also be available by simultaneous rebroadcast on the Mutual Radio Network.

Bills Being Prepared by California Lawmakers

NEW YORK—Several bills being prepared by California lawmakers would provide for the following:

1. A bill providing for the state to buy stock in the new San Francisco 49ers football team.

2. A bill providing for the state to buy stock in the new San Francisco Giants baseball team.

3. A bill providing for the state to buy stock in the new San Francisco Sharks hockey team.

4. A bill providing for the state to buy stock in the new San Francisco Seals baseball team.

5. A bill providing for the state to buy stock in the new San Francisco Seals hockey team.

6. A bill providing for the state to buy stock in the new San Francisco Sharks baseball team.

7. A bill providing for the state to buy stock in the new San Francisco 49ers hockey team.

8. A bill providing for the state to buy stock in the new San Francisco Giants hockey team.

9. A bill providing for the state to buy stock in the new San Francisco Sharks baseball team.

10. A bill providing for the state to buy stock in the new San Francisco 49ers baseball team.

11. A bill providing for the state to buy stock in the new San Francisco Giants hockey team.

12. A bill providing for the state to buy stock in the new San Francisco Sharks hockey team.

13. A bill providing for the state to buy stock in the new San Francisco 49ers baseball team.


15. A bill providing for the state to buy stock in the new San Francisco Sharks baseball team.

16. A bill providing for the state to buy stock in the new San Francisco 49ers hockey team.

17. A bill providing for the state to buy stock in the new San Francisco Giants baseball team.

18. A bill providing for the state to buy stock in the new San Francisco Sharks hockey team.

19. A bill providing for the state to buy stock in the new San Francisco 49ers baseball team.

20. A bill providing for the state to buy stock in the new San Francisco Giants hockey team.
NEW YORK — RCA Victor's original cast album "Milk and Honey" topped BMG's monaural chart for the first time this week for No. 100 sales, the best selling list as a national bestseller.

The record shows up on the monaural chart for the first time this week, as its brand new release, "West Side Story" on U.A., No. 95, and Bert Kaempfert's "Dancing in the Dark" on Decca, No. 147. There are now four different "Milk and Honey" albums on the chart. Both the Ferrari and Teicher and the Kaempfert albums have been listed in past weeks as showing action just off the chart.

New LP's, showing up for the first time this week although not yet on chart include "I Love You, Stephanie" by Joe Dowell on Coral, and "This Is Love" by Elvis on RCA Victor.

CHICAGO — One disc broke out here last week, "Frank's Flying Circle" on Swann, Gloria Lynne's "Impossible," nailing at the bottom of BMG's chart for the next several weeks. Roy Drusky's "Rockin' on the Trolley" on ABC Paramount is now up in the top ten on the chart.

"Flying Circle" was semi-trend, showing up strong in Washington, Georgia. Another strong disc is "It's Too Soon To Know" by Dinah Washington. The disc has been on the bottom of BMG's charts for seven weeks, but now we can get any local action until now.

Christmas

Singles were moving well in both Milwaukee and Chicago, and through the week of Christmas, there was a lot of activity. The market sample was quite strong.

The pattern of one disc coming in and then showing up again in the top ten was followed by "I Love You, Stephanie." 

Milwaukee Hot

Dowell's "Second Love," the Times Twins "Sootie Me," the Highwaymen "I don't Care," and Frank Pepey's "I Love You, Stephanie" all were included in the top ten.

The Milwaukee market was strong, and the disc business was up sharply, with many other titles also doing well.

Detroit Cool

with "I Love You" by Kenny Dino, "Run to Him" by Bobby Yee, and "I Know" by Barbara Gabriel. Toppers here were "I Love You" by Bobby Yee, "I Know," and "I Love You" by Barbara Gabriel.

Comet, WJW, one of Chicago's top hit-playing and hot-breaking outlets, had a lot of activity. Each Monday, the station selects two brand-name artists, and the listeners call in and vote for their favorite.

The winner is played the following week. The vote was open from 4:30 p.m. to 9:00 p.m., and the new contest starts each Monday at 4:30 p.m., and the new contest starts each Monday at 4:30 p.m.

Patti Page Cuts Sides in Nashville

NASHVILLE — Patti Page, in Nashville for the next two weeks, will be recording sessions here, possibly set a quick-release record in the record business. Her first Mercury side, entered by the rhythm section (15) was spinning on local deejay turntables before dark enough to make it an important release. She has a good chance of having a hit, with a new recording of the tune by Friday (17).

Last winter a New York snowstorm kept Miss Page from a scheduled recording date, but the session was made up for lost time on her fourth day here last week. She was scheduled to record several sides, an album of country tunes, one of rock and roll and possibly an instrumental. The session will be recorded with the singer with her husband, photographer Charles O'Curran and Manager Jack Read.

Records noted that the price war had ended, but many new albums for the season. Currently, we have only a few albums like Gloria Lynne's "Papa Loves Mom," Bob Newhart's "Good News," and Bob Dylan's "Of All the Young Men." There's "Kitty" by Miss Page, "I Know," by Barbara George on AFO.

Detroit plays Cast by New Wells' "Love"

DETOUR — Hottest new record in Detroit last week was Miss Page's "Love," on AFO. The disc was followed by "I Love You," also on AFO.

Scattered action on other new records, but the same pattern continued this week. The market sampled the local record stores.

A new disc here has been doing well, but mostly those that can agree on finding that kid dancing tunes selling well. The new records were: "Sisters," "Let's Get Married," "She's Got The Moves," "I'm Crying," "Jazz Man," and "Geraldine." This week which closed the "Hot 100".

Dealers report the current No. 1 tune, Jimmy Dean's "Big Bad John," is already way up in the top 100 nationally, looks headed for the top. Barbara George's "I Know" on AFO, now on the "Hot 100," is gathering substantial strength.

Billboard Music Week's EXCITING—FAST READING NEW PAGE 1 CHARTS!

TOP SELLING RECORDS

THE FASTEST—

MOST ACCURATE

Advance Release Of Tomorrow's Top-Selling Records

SUNDAY, NOVEMBER 12, 1961

WDCM

Bullhend Music Week's EXCITING—FAST READING NEW PAGE 1 CHARTS!

TOP SELLING RECORDS

THE FASTEST—

MOST ACCurate
IT ALL ADDS UP!

KOL 5720/KOS 2120*
KL 1732/CS 8532*
CL 1690/CS 8490*

CL 1697/CS 8497*
CL 1705/CS 8505*
CL 1706/CS 8506*
CL 1716/CS 8516*

CL 1707/CS 8507*
CL 1669/CS 8489*
WL 180/JWS 380*

CL 1693/CS 8493*
CL 1680/CS 8480*
CL 1691/CS 8491*
ML 5679/MS 6279*

M2L 272
CL 1735/CS 8535*
ML 5709

20 REASONS WHY IT'S TIME TO BUY!!!!

COLUMBIA RECORDS
PATSY CLINE SHOWCASE

Decca DL 74102. (Stereo & Monoaural) — Miss Cline has enjoyed a great revival of success recently, first with "I Fall to Pieces," and currently with "Crazy," number 15 on the Hot 100 this week. Both these sides are here, plus "Poor Man's Roses," "Foolin' Around," and other choice items. Fine wax for the fans and the jocks.

Classical

FRANCIG. SYMPHONY IN D MINOR

Chicago Symphony Orchestra (Monteux). RCA Victor LM 2514 (Stereo & Monoaural) — A magnificent performance by Monteux and the Chicago Symphony. The conductor draws the high drama and impact of the work from his orchestra in rich, full colors. The set is superbly re-recorded; the taping was done in Chicago's Orchestra Hall. This should be a prime item for devotees of classical music, despite numerous other strong performances.

Jazz

GEORGE SHEARING AND THE MONTGOMERY BROTHERS

Jazzland JLP 55. — A perfect hand-in-glove teaming of artists on this outstanding disk. Shearing and the Montgomery Brothers achieve a union of sound that's top-flight, and will be reminiscent to many of the Shearing's Quintet heyday. There are fine solos by the pianist, guitar-ist Wes and vibes playing brother Buddy. On the Latin tunes Armando Peraza from the Shearing group, gives a lift. Two of the top tracks are "Stranger in Paradise" and "Love for Sale."

International

MEXICO

Marlachi Miguel Dale. Audio Fidelity Stereodisc. AFSD 19587 — This marlachi group has recorded several previous collections for Audio Fidelity. This is a representative disk, containing such established favorites as "La Adelita," "La Cucaracha" and "Las Campanitas," among others. The stereo approach is pronounced and its application to the marlachi instruments is highly effective. Will have much appeal for fans of Mexican music.

(Continued on page 42)

(Continued on page 43)
**SPOTLIGHT SINGLES OF THE WEEK**

**DION**

**THE MAJESTIC** (Crest-Malcolm, BMD) (2:26) — THE WANDERER (Schwartz-Mahl, ASCAP) (2:46) — Here's a solid follow-up to Dion's current hit "Runaround Sue." The catchy rocker (about a new dance) has the same infectious rhythm pattern. The flip is a hard-driving rocker with solid teen appeal. Dion is in top form on both sides.

*Laurie 3115*

**RAY CHARLES**

**UNCLEAN MY HEART** (Foe Pre, ASCAP) (2:52) — BUT ON THE OTHER HAND BABY** (Tangerine, BMD) (3:11) — Charles could have another two-sided smash with this wistful, "Unclean My Heart" is an exuberant, out-going rocker. Flip spotlights a tender reading by Charles on a moving blues.

*ABC-Paramount 10266*

**SUE THOMPSON**

**NEVER LOVE AGAIN** (Acuff-Rose, BMD) (2:04) — NORMAN (Acuff-Rose, BMI) (2:15) — Thecanvas, currently riding high with the hit "Sad Movies," sings with heart and sincerity on "Never Love Again," a pretty ballad. She's equally effective on the flip, a bouncy bright item with a sly martial tempo. *Capitol 4659*

**THE FOUR PREPS**

**ONCE AROUND THE BLOCK** (Julian-Stein-Avalon, ASCAP) (2:15) — THE SEINE (Flywheel, ASCAP) (2:10) — The boys sell "Once Around the Block," an attractive tune, with style and verse. "The Seine" is a pretty theme, featuring a moving vocal simile. "Block" has the edge, but both sides are strong.

*Capitol 4597*

**GLORIA LYNNE**

**YOU DON'T HAVE TO BE A TOWER OF STRENGTH** (Pinnace, ASCAP) (2:14) — I WILL FOLLOW YOU** (Vogue, BMI) (2:39) — The gal sings with intensity and feeling on the rock balladized "You Don't Have to Be a Tower of Strength." Flip, a haunting theme, is sung with expressive warmth and sincerity.

*Everest 19428*

---

**JAN AND DEAN**

**SUNDAY KIND OF LOVE** (Leeds, ASCAP) (2:45) — The appealing oldie is wrapped up in an exuberant reading and a fast-moving rock and roll beat. Watch it. Flip is "Poor Little Puppet" (Aldon, BMI) (2:40). Liberty 55397

**DONNIE BROOKS**

**YOUR LITTLE BOYS COME HOME** (Aldon, BMI) (2:56) — GOODNIGHT JUDY** (Bamboo and May-Dev, BMI) (2:20) — Brooks has an interesting ballad of tragedy in which he returns to his old girl to find her married. It's sold with pathos. Flip is another with a tragic message and it's sung with warmth. Both have a chance.

*Era 3063*

**BOBBY LEWIS**

**WHAT A WALK** (Dannel, BMD) (2:22) — The "Tension and Turnin'" lad has a ball with this swinging, twirling styled side. A bright job with a backing to match. Watch it. Flip is "City No More" (Lesney, BMI) (2:15).

*Belton 1015*

**YOLANDA**

**WHAT ABOUT ME** (Marcus-Gregmark, BMI) (2:08) — The chuck has the sad, waiting quality that could spell hit in this weeper tune about a gal who is cast aside by her man. It's done in moving style with a cute fem chorus in support. Worth watching. Flip is "Meet Me After School" (Marcus-Gregmark, BMI) (2:06).

*Tandem 7002*

---

**Christmas**

**JOE DOWELL**

**A KISS FOR CHRISTMAS** (Belinda Canada, ASCAP) (2:02) — (IT WONDER) WHEN SPENDING CHRISTMAS WITH YOU** (Sure-Fire, BMI) (2:25) — Dowell has been hot on the charts recently, and here's a holiday coupling that can bring him continued action. Top side is based on "O Tannenbaum," while the flip is a pleasant Christmas-styled ballad. Nice Performance.

*Smith 1728*

(Continued on page 44)
**BOSTON — The Hub area week ahead, market analysts say, has a slow start to accept new trends and technologies into its orbit. It's a major factor in the industry, with a vengeance. Typically, records that have been popular in the past month are being reviewed into the month. No less than five of the leading radio stations are still playing a busy schedule, and the Christmas discs, which have been available in many stores, have now come to a slow end.**

**Twist a Boost**

It would seem that the popularity of the Twist has been boosted in the Boston area where the record has been popular in a slow business. They attribute this to the fact that the record has been popular on local stations and the fact that the record and other activities are taking away the extra time of younger youngsters whose budgets are limited. Some have may hope for the future of the Twist, "The Modern Twist".
A 2 SIDED SMASH FROM

CORAL RECORDS

McGUIRE SISTERS

I'M JUST TAKING MY TIME

I CAN DREAM, CAN'T I?

(From the musical production "Subways Are for Sleeping")

62296

Watch for a great NEW ALBUM by The McGuire Sisters of the songs from the forthcoming Broadway musical, SUBWAYS ARE FOR SLEEPING
ZOA Seeks Cartel Office Probe in GEMA Deadlock

BONN—West Germany's Central Organization of Coin Machine Operators, known as GEMA, has met with the deskarrieller—Federal Cartel Office—Federal proceedings, and is still in negotiations with GEMA, the German copyright organization. It now appears that the GEMA is unable to be before a court of arbitration by the German Supreme Court. However, ZOA, a large coalition of the Federal Cartel Office to investigate the "monopoly position" of GEMA in the German music industry. The investigators contend that GEMA's lack of competition constitutes a monopoly in the sense of the West German antitrust statutes.

If, as ZOA contends, that GEMA is a monopoly, the copyright organization is subject to the same antitrust laws as any other firm. The ZOA is also considering the possibility of a legal action against GEMA for its monopoly position. The ZOA believes that GEMA is operating in violation of the German antitrust laws and that its actions are illegal.

NAB Drive Uses PR Song

WASHINGTON—"Build Radio With Radio," slogan of the public relations relationship of the National Association of Broadcasters, has been fortified by a newly appointed director of the Radio Broadcasters Association. Mr. Collins has appointed eight broad casters to run the new campaign. The campaign is designed to put more drive into the promotion of radio as a source of entertainment and service.

The campaign is supported by members of NAB's radio board of directors, and is chaired by Robert J. McAndrews (KDKA). Hollywood wood, John M. Comrie, NAB manager of public relations, says more than 1,400 NAB member stations are included in the Build Radio Air campaign launched about two years ago, but NAB would like to see all stations get into the act.

Gypsy Rose Lee Will Tell Her Own Story

NEW YORK—Gypsy Rose Lee has signed a contract with Stereo- cities Records to produce a fictionalized version of events in her show business career. This should range from burlesque days to films to the Broadway theater. The series has already begun by Elie Bashe. The album will contain songs, original period, and will be titled "Gypsy Rose Lee Remembered." The opening number is being arranged by Bobby Kroll.

They're Twisting Around the World

By JUNE BUNNY

NEW YORK—"The Twist craze is taking on global aspects. Their Twist in Europe, too, these days, and Tom McCa very is currently making up a meringue cake with Chubb. Checker on a Twist shoe which reportedly will be conducted on a world-wide basis.

At the same time, three motion pictures with Twist music are currently in production. They include Paramount's "Hey Let's Twist," starring Jojo Dee and the Statlers, Columbia's "Twistin' Along," and Universal's "Twistin' With the Cash." British-American film will mark the movie debut of the popular British group, The Beatles.

Checker, who starts a European tour next month, has postponed the introduction of his new album, which will include Gary (U.S.) Bonds, Del Shannon and the Dukes of Dixieland, along with British stars Helen Shapiro, The Bachelors and The Ink.

The Jojo Dee movie, which started shooting here this month, will be produced by Columbia Pictures. The story of the album's introduction of the Twist to GEMA's general public will also feature Jo-Ann Campbell, Teddy Randazzo and Kay Arnen, with musical score by Henry Gluckman.

‘Around the Clock’

Sam Katzman's New York movie this week to line up additional cast members and dancers for "Twist Around the Clock," which goes before the cameras later in the month, and will aim for a Christmas release. Meanwhile, Dee and his Statlers have taken a week's leave of absence from the Peppermint Lounge here to go out on the road and plug their new "Twist" single and album. They are appearing on Dick Clark's "ABC-TV show," and will also appear on WABC-TV, WLW-TV, and will also visit Cleveland.

Checker has solved his personal appearance problems, with film segments which are being made available to TV stations on a "WOR-TV here is scheduling a series of nine one-hour "Twistin' Lessons" for Checker. The series will be five-minute "Twist" films daily program this week. The one-minute instruction spots were specially taped by Checker for WOR. They are broken every hour on the hour from 9 a.m. to 6 p.m., with the time chosen to take advantage of the "Twist" hour. They will air at 3:25 p.m. and 12:20 a.m. Clay Cole is also featured on Checker's "Let's Twist Again" album and his three singles are getting strong action on the charts. So are other Twist disks.

Marvin Kettel reports that Jojo Dee's "Doin' the Twist at the Peppermint" is a big hit among the younger fans. Kettel said that Checker's "Twist" album is now in the top 10 on the charts.

Meanwhile, there are 45 different recorded versions of the Twist on the market. Two English artists were No. 2 on BMW's "Hits of the World" chart for France last week with "Let's Twist Again." They were Johnny Haliday and Richard Anthony.

Make Profitable Foreign Contacts!

To be read to the
INTERNATIONAL BUYERS & SELLERS EXCHANGE on page 35 of this issue

Make LP Releases

This listing of last year's releases is manufactured by retailers in the following countries:

- Audiophile Records
- CADRE
- Columbia
- Decca
- Mercury
- RCA Victor
- Prestige
- Specialty
- Verve
- Winter Records

Copyrighted materials
FOLK TALENT & TUNES

By BILL SACHS


Kenton Sizemore, president of Reza International Records, announced last week that Bill McDowell's eponymous "American's Unreported Queen" b/w "Howe's Guitar" has reached its 15,000 in sales in less than a month, with strongest reaction coming from Kentucky, Virginia, Tennessee, Illinois, Mississippi and Pennsylvania. Leon Holm's "new one on the Nashville label couple My Friend Stole My Love Away" and "Ball 'O Chain Blues." Kent Williams, has added to his list of radio stations in New York and Pennsylvania, West Virginia, and New Jersey. He promotes his latest Paragon release, "Tell Him You Are Mine" by "Only Tonight." Steel guitarist Donald Love has joined Harmonic Voice, the band of New Kensington, Pa. Voice has just cut its own version of "Mountain Guitar" and a gospel tune, "It's All Right Now" for Del Ray Records. Both sides are published by Acuff-Rose.

"Mountain Guitar" has been recorded in the past by Larry Dale, Rudy Thomas and Roy Acuff.

Hawshaw Hawkins and Jean Shepard have just signed an exclusive management pact with the Jim Denny Artist Bureau, Nashville, with the hawk slated for dates in Pennsylvania November 23-26. George Morgan and his unit arrived in Japan Monday (15) for a series of theater and club engagements. Jimmy (Big Red John) Dean, supported by Bill Groover and Bill, Bobby Lord, the Lown Brothers and Leroy Van Dyke appeared for the Denny office in Mobile, Ill., November 17; Edgar Rigsby, Jr., 18, and Denis Molin, Jr., 19. Another Jim Denny booking found Minnie Pearl, Curt Smith and His Tunesmith, Stonewall Jackson, Jimmy Dickens, Red Stovall, Carl Below, Duhre Slimley and a band showing their wares for the Charleston, Va., branch of Commerce November 18.

Keystone Gospel Quartet cut a session for Kaysie Records at Vandergrift, Pa., last week. A V. Bamford handled the promotion on the c.w.v. show presented Sunday (10) at Municipal Auditorium, San Antonio, featuring Webb Pierce, Earl Thomas Conley, Leon Williams, Warren Smith, George Jones, Leon Rawls, Slim Whitman and Billy Fox. Bill Anderson has signed a label to a contract with Moss Publications, Nashville, and an artist management pact with the Hubert Long talent firm in the same city. Anderson presently has five tunes on the charts, namely "Po"

Just released:... Place your orders now for the Most Sensational album of the Year!

GEORGE SHEARING & THE MONTGOMERY BROTHERS

JAZZLAND 55

DEALERS: Ask about the 2 for 10 special on your initial order. Contact your nearest Jazzland distributor or L.P. Sales Corp., 297 West 46th Street, New York City...

MANUFACTURERS CUT STEREO DISK PRICES IN W. GERMANY

By OMER ANDERSON

HAMBURG—Major West German discriers are dropping stereo prices to levels as minimal as monaurial in an effort to boost stereo sales.

The pricing policy of the major producers will now be the same price for stereo and monaurial down the line. However, in some cases, discriers are slightly advancing the price of monaural albums to the stereo level.

Trade experience in this country has been that the customers will stay away from stereo as long as it is priced higher than monaurial. Most German discriers executives feel that stereo is now at the turning point — either it will replace monaurial or it has to be abandoned.

The equal pricing tactic is a move to force a decision. If the customer chooses monaurial, the stereo albums will be cheaper.

In West Germany the sale of juke boxes and home record players has reached the stagnation point, with buyer resistance hardening fast because of the unsatisfactory stereo supply situation.

Because of discriers' failure to produce sufficient stereo titles, the German trade has been forced into an ambivalent attitude. While the trade in theory has much to gain from the introduction of stereo, more and more distributors and dealers are writing it off and concentrating again on monaurial.

Their reasoning is that stereo has become too risky for further promotion. The German trade is buzzing with rumors of an impending electronics breakthrough which will permit production of ultra-high-fidelity disks far surpassing stereo in listening appeal.

In fact, much stereo buyer resistance is anchored in the conviction that stereo is already being technically outdated.

Sour on Stereo

West Germany's juke box trade is gradually switching onto stereo, and the trade has its reasons. Most operators and locations are agreed that stereo's main value is as a status gimmick, a prestige symbol. Few locations receive, or even make the attempt to receive, the full tonal benefit from stereo.

The usual rejoinder to the question why operators and locations don't strive for the full stereo effect, even when they have stereo boxes and a suitable atmosphere is, "What do you think I'm running a concert hall? I have a bar, and in a bar you keep people talking—and drinking."

Even home stereo listening is encountering strong resistance in West Germany. The dearth of stereo disks is blamed primarily. However, German hi-fi has continued to make headway and is taking the sales play away from stereo.

I tried at the unsatisfactory stereo disk supply situation, more and more steps in this country are deliberately turning away from stereo and promoting hi-fi with the promise of "fantastic new ultra hi-fi" in the "near future."

The problem of stereo sales resistance that has now led the major German discriers to align stereo and monaurial prices for a decisive move to sales of stereo disks.

Stereo starts selling big after the monaurial price alignment, the discriers will rely upon volume stereo production. If not, stereo will probably be sidetracked.
Comedy records began to go on the charts when Verve started presenting the first family of humor—Shelley Berman, Jonathan Winters, and Mort Sahl. Comedy albums became an industry-wide stampede as Verve added such wits as Phyllis Diller, Elsa Lanchester, and Billy Gray to the roster. Today comedy albums are as important a part of the record scene as the original cast sets and the most elaborately produced pop music packages. It All Began On Verve, the label that continues to lead in this fast-selling, side-splitting area of the record business.

NEW! A Personal Appearance, SHELLEY BERMAN... (V-15027)
NEW! Here's Jonathan, JONATHAN WINTERS..... (V/6-15028)
NEW! Phyllis Diller Laughs, PHYLLIS DILLER..... (V/6-15029)
NEW! Elsa Lanchester Herself, ELSA LANCHESTER (V/6-15030)
NEW! The Many Shades Of Billy Gray, BILLY GRAY (V/6-15030)

THE WIT OF AMERICA IS ON VERVE
Spoken Word LP’s Garner Steady Coin

By NIKI KALISH
NEW YORK—In the past 10 years spoken word records, with the exception of such spoken record stars as Wilt Chamberlain, have had a resurgence. Deeply copied as comedy LP’s life could be made a good deal easier to use if the LP had a separate track for each hit, rather than tracking through a complete side. By doing this, we can have all of the humor in the album available for air easily, instead of just the easy-to-find portions.

Spoken records are all-night shows, particularly good exposure for the all-night jocks. An entire 15-minute segment devoted to one comedy package. For example, Jack McDermott, WKAT, Miami, features one comedy side per hour on his all-night program. "I receive the packages for these comedy sides every three to four days, a vari- ability," notes McDermott. "It makes for a varied program." Pat FitzGerald, WHK, Cleveland, features these three to four comedy sides per hour on his all-night show.

Many disc jockeys who play comedy LP’s lament that too many packages contain sides which can’t be aired, Gene Taylor, program director of WVLN, Greenville, South Carolina: "Most of the material in comedy albums today can’t be aired because of content. I would like to see more top comedy comedians to

(Continued on page 19)
Talking Records Big For Chicago Dealer

BY NICK BIRRO

CHICAGO — Comedy records are big business at Andy Anderson's large record center here. "We sell about as many comedy albums as pop vocals," says Gil Hazard, store manager.

The comedy merchandise is stored in the rear of the store, arranged alphabetically by artist. "People who buy comedy also buy pop," says Hazard, "so we keep the two together."

Spoken Word

SPOKEN word albums are stored with the classics. These don't move as fast as comedy. "Whereas we might move as many as 15 albums in a month on a hot comedy artist, we're doing well to move one spoken word album in two to three months."

The one exception is the Franklyn McCormick series. Anderson quipped "they sell well to lonely people." Hazard added that they're also bought by romantic types for their gifts.

The spoken word merchandise is divided into categories: poetry, prose, documentary and love poems.

No Special Technique

No special technique is used to merchandise either the comedy or spoken word. The merchandise is stored in bins along with all the other merchandise in the store.

Window displays for a specific artist or album are used, however — especially if an artist happens to be in town. Hazard notes that sales of a particular item usually pick up when the artist has a personal appearance in the city.

Record Center also keeps a bin at the front of the store for new releases. This answers the "what's new" question, said Hazard. We put comedy in these bins, too. After three or four weeks, the merchandise is moved back to its proper category in the store.

Sold by Request

Most comedy and spoken word merchandise, says Hazard, is sold by request. People tend to buy something they've heard — either on radio or in someone's home.

Chicago also has a very comedy-conscious disk jockey in Don Seckin (of Bob Newhart fame) on WVIT. Hazard felt this was a big boost in the sale of comedy merchandise.

Both Hazard and Anderson felt that comedy buyers were a very individual lot. If a customer liked one album — he usually ended up buying everything that particular artist puts out.

The comedy buyer, they point out, is much more apt to stock the artist's entire repertoire, than, say, a pop buyer or even a classical buyer.

Also comedy, says Anderson, is very specialized. "What's funny to one person is often not to another. "We find this out especially at Christmas — which, incidentally, is the peak sales season for both comedy and spoken word. People seem to like to give comedy and spoken word albums as gifts, even more so than other albums."

"Funny thing, though — they give what they themselves like, rather than what they feel the person getting the gift will like. Reminds us a lot of requests for exchanges."

"Our comedy business," said Hazard, "started back with the first 'Inside Shelley Herman' with the skit about the airline hostess being the most popular. Now, however, it's the rinky-dink stuff that's selling well; Rusty Warren, Woody Woodbury, etc. We are getting okay sales with Joe Jocimac."

Sick Comedy

"Sick humor doesn't sell here at all," Anderson said. "We have yet to sell our first album by 'so and so,'" said Anderson, mentioning the name of one of the best known sick comics.

Record Center is generally conceded to be one of the top retail outlets in the city. The store handles a very large stock and prides itself on a complete inventory. All merchandise is sold at list with no discounting. The store also furnishes numerous listening facilities — monaural and stereo — throughout the store where patrons can take in the latest, then, and listen to albums of their choice. In addition to records, Record Center carries a sizable stock of component parts equipment as well as phonographs and, of course, accessory merchandise.

COMEDY IS SELLING BIGGER THAN EVER...

...and JUBILEE'S "LIVE OF THE PARTY" COMEDY ALBUMS OUTSELL THEM ALL

A Product of Jay-Gee Record Co., Inc.
Coast Dealers Tie Sales to Personals

By LEE ZHTO

HOLLYWOOD—Dealers here who have enjoyed the biggest success with comedy disk dances will tell you that the best way to put these LPs to use is to tie them into a promotion with the comic's local personal appearance. The pattern followed is simple, but apparently most rewarding. Whenever a recording comic is in town, the dealers will spot light his releases.

This consists of a card announcing that so-and-so is now appearing in person at Club X or will soon be in concert at a given ball. Both Music City and Van Noy's Sight & Sound, two of this market's most promotionally minded record retailers, have found this method to be of the most significant way to boost comedy LP sales.

Sight & Sound, from time to time, will even plug a comic's local appearance on its purchased air shows. Music City has its comedy spotlight album cards posted in various traffic areas of its stores. As most dealers do, the Music City stores (three in this market) and Sight & Sound keep comedy and spoken word fare in a separate section. By spotlighting the local personal appearance, the dealer automatically reaps sales from those patrons who have seen the comedian and wanting a lasting version of the long routines.

As in other disk sales, radio has played an important role in boosting comedy LP sales. Most noteworthy example here was the kickoff of the Bob Newhart debut album, with Warner Bros., providing jockeys with special promotional disks for air use, containing several of his routines. These proved enough to create listener curiosity for more of the same.
Thanks again, ole buddies.

Woody Woodbury with his lovely wife accepting a gold copy of his "Woody Woodbury Looks at Love and Life," presented to him by Fletcher Smith, President of Strombodities, Inc., when the album topped the $50,000 sales mark, March, 1961.

GOLD RECORD AWARD #2

-to all my friends in the record business who have helped so much to make my LP's such a fantastic success -it couldn't have happened without your wonderful support.

Woody Woodbury hits the Gold Record mark again with his Volume 2, "Laughing Room" album. On the charts for over 70 weeks.
JUST OUT AND HOT

Biggest advance sale of smash series! Thousands of Woody Woodbury fans are waiting! A sure bet to join volumes 1 & 2 in the Gold Record Circle!

WOODY WOODBURY'S

Concert in Comedy

Steadily climbing toward Gold Record mark. Consistent best-seller.

I don't mean to rush—but better get another Gold Record ready, Fletcher! W.W.
**BEST-SELLING COMEDY LP’S—1961**

This is a complete list of comedy albums that hit Billboard Music Week’s Top LP Charts during 1961.

**BUTTON-DOWN MIND OF BOB NEWHART**

Warrner Bros. W 1370

**BUTTON-DOWN MIND STRIKES BACK**

Bob Newhart

Warrner Bros. W 1293

**DOWN TO EARTH—Jonathan Winters, Verve MGV 15011**

**EDGE OF SHELLY BERMAN, Verve MGV 15013**

**INSIDE SHELLY BERMAN, Verve MGV 15003**

**KICK THY OWN SELF**

Brother Dave Gardner, RCA Victor LPM 2239

**KNOCKERS UP**

Rusty Warren, Jubilee JLP 2029

**LAUGHING ROOM**

Woody Woddy, Starday-Davis MW 2

**MORT SAHL AT THE HUNGRY I**

Verve MGV 15012

**MY NAME IS JOSE JIMENEZ**

Signature SM 1013

**OUTSIDE SHELLY BERMAN, Verve MGV 15007**

**REJOICE DEAR HEARTS**

Brother Dave Gardner, RCA Victor LPM 2083

**WONDERFUL WORLD OF JONATHAN WINTERS, Verve MGV 15009**

**WOODY WOODBURY LOOKS AT LOVE & LIFE**

Starday-Davis MW 1

**AN EVENING WITH MIKE NICHOLS & ELAINE MAY**

Mercury OCM 2200

**MOMS MABELY AT THE U. N.**

Chess 1452

**SINATRATIONAL**

Rusty Warren, Jubilee JGM 2034

**HERE’S JONATHAN**

Jonathan Winters, Verve MGV 15025

**IN LIVING BLACK AND WHITE**

Dick Gregory, Capitol CP 417

**STAN FREBERG PRESENTS THE U.S.A.**

Capitol W 1573

**JOSE JIMENEZ AT THE HUNGRY I**

Kapp KL 3238

**MANNA OVERBOARD**

Charley Mann, Decca DL 4159

**SONGS FOR SINNERS**

Rusty Warren, Jubilee J 2024

**AIN’T THAT WEIRD**

Brother Dave Gardner, RCA Victor LPM 2335

**BEHIND THE BUTTON-DOWN MIND OF BOB NEWHART**

Warrner Bros. W 1417

**MOMS MABELY AT THE PLAYBOY CLUB**

Chess 1460

**A PERSONAL APPEARANCE**

Shelley Berman, Verve V 15027

---

**REPRINT**

Now thru Dec. 15 THE ENTIRE 7000 SERIES GET 1 FREE With every 7 Purchased

Contact your local Distributor.

PRESTIGE RECORDS, INC.

303 S. Washington Ave.

Bergenfield, New Jersey

GIVE TO DAMON RUNYON CANCER FUND

---

**Selling Comics**

*Continued from page 15*

Dave Gardner. Yet the Gardner sale in many other areas is heavy enough to keep the artist on national best seller lists.

**Local Talent**

On the other hand, an album by comic Davey Bold, titled "The Bold Hurner of Davey Bold," sold well in his home hockliff of St. Louis and went virtually unnoticed in most other sectors. The same is true of "Charlie Farrell at the Baldmorals," an album by the comic recorded live at Miami Beach's beach-front hotel. This is selling in the South Florida area but has not broken loose in other areas. In yet another case, Woody Woodbury was an important name in the South Florida area for a long time before he became a national factor.

Dealers are advised to keep closely aware of concert tours and night club engagements of the various artists insofar as their own areas are concerned. Many times it's possible to tie a special window in with a visit by a hit artist to the immediate area, and in some cases sales can be hyped by an appearance of the artists in the store itself. Beyond this, most dealers say that there are no special in-store merchandising methods. The comment in most cases was that the records are simply put together in a prominent spot in the store and they sell themselves.

---

**COMEDY AND SPOKEN WORD SPOTLIGHTS—1961**

This is a complete listing of comedy and spoken word albums selected by The Billboard Reviewing Panel for their strong commercial appeal. These albums were issued from January through November 15, 1961.

**TITLE**

**PERFORMER**

**LABEL**

**RECORD**

**NOTE**

---

**GREAT MOMENTS AT THE UNITED NATIONS—**

Dave Garrett

Signature SSM 9001

**CONCERT IN COMEDY—Woody Woodbury**

Starday-Davis MW 3

**PETER SELLERS AND SOPHIA LOREN**

Angel 35910

**UNDER MILK WOOD—Richard Burton**

Spooken Arts 791, 792

**SINATRATIONAL—Rusty Warren**

Jubilee JGM 2034

**A NIGHT AT THE BAYOU—L. B. King Jr.**

Minted MX 103

**IN LIVING BLACK AND WHITE—Dick Gregory**

Cobby CP 417

**STAN FREBERG PRESENTS THE UNITED STATES OF AMERICA**

Capitol SW 1573

**THE SONGS AND COMEDY OF THE SMOTHERS BROTHERS**

**Elsie Lanchester Herself**

Verve V 15024

**NURSENMUG WAR CRIMINAL TRIALS**

Forum F 32001

**LINCOLN SPEECHES & LETTERS**

Carl Sandburg, Roy Buerle

Spoken Arts 806-807

**BLOOZE, EVANT, FENNY**

Shakespearean Recording Society SRS 228

**SONGS FOR SINNERS—Rusty Warren**

Jubilee J 2024

**THE FANCIFUL WORLD OF OGDEN NASH**

Capitol SW 1570

**AIN’T THAT WEIRD—**

Brother Dave Gardner, RCA Victor 2335

**MEASURE FOR MEASURE—Geidt, Richardson, Leighton, White**

Shakespearean Recording Society SRS 204

**WITNESS—CONGREGATIONAL CHORUS**

Riverside RLP 7518-14

**THE ACTUAL VOICES AND SOUNDS OF WORLD WAR II**

Riverside RLP 7512-14

**THE RAPE OF LURECCE AND OTHER POEMS—**

Burton Evans, Wolfle, Shakespearean Recording Society SRS 239

**MEASURE FOR MEASURE—Marlowe Society**

London RSA 1411

**HAKLVS**

Marlowe Society OSA 1583

**SICK NO. 2—The Sicklins**

Amy 1

**MOMS MABELY AT THE PLAYBOY CLUB**

Chess LP 1460

**SHELLY BERMAN, A PERSONAL APPEARANCE**

Verve V 15027

**BEHIND THE BUTTON-DOWN MIND OF BOB NEWHART**

Warrner Bros. W 1417

**I GAWR-ON-TEE—Justin Wilson**

Project 8001

**A MIDSUMMER NIGHT’S DREAM—**

Marlowe Society

London RSA 1321

**THE FREDERIK OF VENICE—**

Marlowe Society

London RSA 1412

**JOSE JIMENEZ IN ORBIT—Bill Dana**

Kapp KL 1257

**RUSTY WARREN BOUNCES BACK**

Jubilee JGM 2039
Comedy Album Sales Brighten

"Continued from page 13"

(...continued text not legible due to quality of image)

"Waltz and Crosssticks" by Keety and the Kats

HURON 22007

Talent Managed by
ARTISTS CORP. OF AMERICA

PURCHASE BOX 352, DAYTON, OHIO
NAT'L. DIST. BY KING RECORDS

(...continued text not legible due to quality of image)

PICK A WINNER!
JIMMY McCracklin RIDES AGAIN with
JUST GOT TO KNOW

...continued text not legible due to quality of image)

(...continued text not legible due to quality of image)
Radio Programming Panel

The Question

What is the primary reason your station changed its format?

The Answers

WAYNE SEALE

WQOK, Gettysville, S.C.

We felt we were without a sense of direction before the change to a tight-top 40 format. We always used the top 40 as the foundation of our programming and hurt our ratings and internal enthusiasm. The change has not only set the station on fire, but the audience and the audience considerably. We're more active now in common activities with the promotions dept. and frankly, we're movin'!

RICHARD M. KLAUS

WFLC, Cleveland

Our decision was made after an intensive study of patterns and trends of local and national trends and programming requirements. Our studies showed a predominance of on-the-spot news, concert ads, and various ads not desirable as heavy emphasis on programming. Also, the station was not using the revenue generated by the concerts. Our station's format is now consistent with the audience's tastes.

ROY M. AVOCOCK JR.

WBCI,Williamsburg, Va.

Our station is not "good music" to the extreme of super-conservatism. We play the top charts with taste and style. The station is a "sensational" and featuring the"sensational" and screaming days. The station's format is made up of a good selection of music from various sources.

FLORENCE J. WINERTER

KALL, Salt Lake City

We successfully pioneered a top 40 format here—but success breeds its own imitation and local airwaves were soon saturated with top 40 format. Now the format is based on the top 40. For top 40, to me, is a poor substitute for creativity.

YESTERYEAR’S HITS

Change of program pattern from your station's schedule, featuring the discs that were the hottest in the local five years ago and 10 years ago. Here's how they ranked on Billboard's chart:

POP-5 Years Ago

NOVEMBER 24, 1956

1. Love Me Tender, E. Prater, RCA Victor
2. Love Me Tender, E. Prater, RCA Victor
3. Big Bad John, G. Mitchell, Columbia
4. Sleep Walk, B. Hall, Columbia
5. Love Me Tender, E. Prater, RCA Victor

POP-10 Years Ago

NOVEMBER 24, 1956

1. Goodnight, Moon, R. Sinatra, RCA Victor
2. Dream Lover, A. Casale, RCA Victor
4. Lullaby of Birdland, H. Martin, RCA Victor
5. Where Winter Sleeps, D. Warrington, Columbia

Westphing House PR

Post to Bernstein

NEW YORK — Ex-Billboard Features Editor Michael R. Santagana, who recently moved into the WBC programming department, is seeking new artists' biographies.

RHYTHM & BLUES—5 Years Ago

NOVEMBER 24, 1956

1. I Feel Good, B. Lieber & A. Stoller, Atco
2. Love Me Tender, E. Prater, RCA Victor
3. Frenesi, D. J. Adams, Columbia
4. Lullaby of Birdland, H. Martin, RCA Victor
5. Sweet Georgia Brown, J. Glenn, Columbia
Connie Francis Sings Folk Song Favorites

MGM RECORDS PRESENTS A

THE JUDY GARLAND STORY, The Star Years—The Greatest Garland, singing songs from her biggest MGM Musical! ($39899)

THE MOOD IS SWINGING—Joni James sings and sways her way through a collection of popular favorites. ($3987)

THE MOOD IS ROMANCE—Joni James sings love ballads with lush and romantic backing in the sensitive James style. ($3990)

THE MOOD IS BLUE—Joni James sings sad songs of love lost and lonely hours. ($3991)

MARTYN GREEN SINGS THE GILBERT & SULLIVAN SONG BOOK—The famed actor/singer presents definitive versions of G&S favorites. ($3980)

TODAY'S TEEN BEAT:—The Titans swing their way through 12 songs that are currently high on the charts! ($3992)

DANCE ALONG WITH LOPEZ—Vincent Lopez and his Hotel Taft Orh, offer a dance set of 31 great standards in precise tempos for six dances. ($3981)

THE SPECTACULAR SOUND OF SOUSA—Paul Lavalle and The Band of America create musical and sound excitement with Sousa favorites. ($3976)

MARThA SCHLAMMl IN CONCERT—The popular folk singer presents a program in her inimitable style. ($3978)

SONGS OF ACTION—The U. S. Coast Guard Academy Singers tell tales of men and sea in a stirring choral album. ($3948)

GREEK SONGS BY THE FOUR COINS—A delightful program of popular Greek favorites sung in Greek and English by the Coins. ($3944)

MAY YOU ALWAYS—Radio star Page Morton sings an album of fine standards in her great style. ($3994)
By NIKI KALISH

VOCALIST ENCOURAGES PEOPLE TO "LISTEN TO THE VIBES"

By BILL SACHS

THE JAZZ AGE

Listening to jazz and the "vibes" of the relationship between listeners and musicians can bring a sense of togetherness and shared understanding. This article suggests ways to engage with jazz and the vibrancy of music in a meaningful way.

VOX

WNEW Airs 'Live' Music

NEW YORK — Station WNEW, which helped pioneer the "easy listening" format 25 years ago, is bringing "Big Name" live music to its schedule. Last Friday (17), the outlet kicked off a new series of "live" shows on its second FM stereo station WNEW-FM. The station has scheduled a series of concerts, which will be broadcast live from various locations.

Performances include a New York Philharmonic at Avery Fisher Hall, a concert by the Los Angeles Philharmonic at the Hollywood Bowl, and a classical music concert at Carnegie Hall.

The series is part of a larger initiative by the station to bring live music back to its programming.

WNEW's "Live" music series features a mix of jazz, rock, and classical performances.

Stations throughout the country are boiling over with requests for this type of content, and WNEW-FM is leading the way.

Music

What does it say?

Whether your music features Tchaikovsky or teen beat—or anything in between—you can get exactly the records you need through RSL. For complete details on our services, available 14 different ways! All at special, low rates.

Each service is designed as a solution to a specific programming need. A very satisfactory solution, as over 750 station subscribers can attest.

If you have any special record requests, chances are we can fill them. Call or write.

WWW.AMERICANRADIOHISTORY.COM
<table>
<thead>
<tr>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
<th>#</th>
</tr>
</thead>
<tbody>
<tr>
<td>JERRY BUTLER</td>
<td>&quot;MOON RIVER&quot; c/w &quot;AWARE OF LOVE&quot;</td>
<td>VeeJay #405</td>
<td></td>
</tr>
<tr>
<td>DEE CLARK</td>
<td>&quot;DON'T WALK AWAY FROM ME&quot; c/w &quot;YOU'RE TELLING OUR SECRETS&quot;</td>
<td>VeeJay #409</td>
<td></td>
</tr>
<tr>
<td>RAY WHITLEY</td>
<td>&quot;I WASN'T SURE&quot; c/w &quot;THERE GOES A TEARDROP&quot;</td>
<td>VeeJay #414</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td><strong>CHRISTMAS SPECIALS!</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>&quot;SILENT NIGHT&quot;</td>
<td>c/w</td>
<td></td>
<td></td>
</tr>
<tr>
<td>JERRY BUTLER</td>
<td>&quot;OH, HOLY NIGHT&quot;</td>
<td>VeeJay #371</td>
<td></td>
</tr>
<tr>
<td></td>
<td>&quot;IT'S CHRISTMAS&quot; c/w &quot;THE CHRISTMAS STORY&quot;</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ELAINE &amp; DEREK</td>
<td></td>
<td>VeeJay #415</td>
<td></td>
</tr>
<tr>
<td></td>
<td>&quot;BE MINE&quot; c/w &quot;JONI&quot;</td>
<td></td>
<td></td>
</tr>
<tr>
<td>PRESTON JACKSON</td>
<td>and the Rhythm Aces&quot;</td>
<td>VeeJay #417</td>
<td></td>
</tr>
<tr>
<td>GENE CHANDLER</td>
<td>&quot;DUCHE OF EARL&quot; c/w &quot;KISSIN' IN THE KITCHEN&quot;</td>
<td>VeeJay #416</td>
<td></td>
</tr>
<tr>
<td>THE 5 ROYALES</td>
<td>&quot;MUCH YOU NEED&quot; c/w &quot;THEY DON'T KNOW&quot;</td>
<td>VeeJay #412</td>
<td></td>
</tr>
<tr>
<td>WILLIE COBB</td>
<td>&quot;YOU'RE SO HARD&quot; c/w &quot;YOU DON'T TO PLEASE&quot; c/w &quot;LOVE ME&quot;</td>
<td>VeeJay #411</td>
<td></td>
</tr>
<tr>
<td>DOBIE HICKS</td>
<td>&quot;WHERE IS SHE?&quot; c/w &quot;I GET ALONG SOMEHOW&quot;</td>
<td>VeeJay #413</td>
<td></td>
</tr>
</tbody>
</table>

**VEE-JAY RECORDS, 2120 S. Michigan, Chicago 5, Ill.**
BUSY WEEKEND

Halle's Cleveland Dept. Store Stages Mammoth Record Sale

Continued from page 3

had the Pinkertons there to try to keep down the pillage. "We had diamond needles for $2.50. We thought we were lucky. But the rest of the accessories didn't move. Everything else that was turned into us was sold by the sign. The sign said, 'From the Silver State.'"

The only complaint about the Halle's sale was that the prices were too low. "They were too low, I don't think," said Mr. Halle. "We wanted to please the customers, and we think we did."

Papers for the first time with five-column ads. The radio spots seemed to do a great job.

"Things were going so well by Saturday noon, we decided to extend the sale on to Monday and quickly got ads in the Sunday papers. This gave us a chance to go into Monday evening, since Halle's is shopping night in Cleveland. "I must say we moved an enormous number of records. Certainly we plan to do it again. I don't know whether we can pull everything off or not, but we plan to try."

"Before Christmas but we hope to have something on the air before Christmas. I like the idea, and I think we've got a flock of phone calls from people asking us all the details. I don't know whether we can give them everything we'd like to give them, but that's certain for business."

Execs, Artists, Publicists To New Eshelman Store Opening

ST. JOSEPH, Mo. — The Eshelman Music House concluded an exceptionally well-promoted grand opening here last week, the occasion being the store's moving into the new High Fidelity Building. The building had been destroyed by fire and was being re-built under way Eshelman's occupied temporary quarters on Francis Street. The St. Joseph News-Press carried a banner headline describing the two-day event as a "Stellar opening." Nevon McCord, Eshelman's advertising manager, stated that the opening drew 11,461 visitors in the two-day period, and more than 35 visiting executives from various firms such as Conn, Magnavox and Wurlitzer, as well as executives of recording companies.

Promotion included the following: A seven-page section in The News-Press was preceded by a series of teasers. A four-day saturation campaign was used with radio with all local stations participating in a total of 180 spots taped by recording artists. In addition, two hours of broadcasting originated from the store opening, presented by Bill Sachs, of Billboard Music Week, on November 9. The session included interviews with executives and artists.

Prior to the opening, direct mail stuffers were sent out to 2,600 cus-tomers.

One of the events was the appearance of RCA Victor dealers Neil Sokats who autographed more than 400 of his albums and singles. Several artists performed on the Wurlitzer and Conn organs. It was stated that the number of the Eshelman's is four times as large as it had been prior to the move, and that the store is equipped to play disks. The department has also added stereo tape.

Introduce New 45 R.P.M. Recording Player for Autos

TORRANCE, Calif. — A new 45 R.P.M. recording player has been introduced in the West Coast to handle all matters relating to the affair. The unit plays 45's In various sizes and carries a list price of $69.95.

It's the first unit of its kind to hit the market since Columbia's Hi-Way R.F., which was available only to record dealers several years ago. The latter unit experienced considerable difficulties and was eventually withdrawn from the market.

A special kind of tone arm has been developed, it was noted, that makes possible playing the unit even on rough and bumpy roads.

Motorola dealers are currently handling the unit in the Southern California area.

BEST SELLING PHONOGRAPH, 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 comprehensive national cross-section of phonograph dealers. A different price group is published in this chart each week.

The percentage figure shown for each brand is the share of the total number of weighted sales accomplished for the group. An index of 100 is based on the rank order of manufacturers' sales at each dealer, and weighted by size of dealer. The manufacturers earning 5% or more of the total dealer points are listed below.

PHONOS ISSUES BETWEEN $201 AND $300

<table>
<thead>
<tr>
<th>Position</th>
<th>Issue</th>
<th>Brand</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>10</td>
<td>Magnavox</td>
</tr>
<tr>
<td>2</td>
<td>3</td>
<td>Stromberg-Carlson</td>
</tr>
<tr>
<td>3</td>
<td>4</td>
<td>Voice of Music (V-M)</td>
</tr>
<tr>
<td>4</td>
<td>10</td>
<td>RCA Victor</td>
</tr>
<tr>
<td>5</td>
<td>1</td>
<td>Curtis-Mathes</td>
</tr>
<tr>
<td>6</td>
<td>6</td>
<td>Webcor</td>
</tr>
<tr>
<td>7</td>
<td>8</td>
<td>Emerson</td>
</tr>
<tr>
<td>8</td>
<td>15</td>
<td>Others</td>
</tr>
</tbody>
</table>

DISK DEALS FOR DEALERS

A summary of promotional opportunities for dealers by manufacturers and distributors currently offering records at special terms. Shown are actual and expiration dates for each deal as well as the price and page number and page number of the original news story and/or advertisement providing details of the deal. See page 4 for all full information.


45RPM records. Free to every 10 LP's purchased with a minimum order of 100 mean to 200 LP's. Covers front 11 new releases. One hundred per cent exchange privilege.


"The Time of Our Lives," Jeed's new LP. One LP free with the purchase of the LP and three ferrite discs. Covers most of both offers and new releases. All qualifying dealers offered differing terms and 10 per cent exchange privilege. See page 4, October 30, 1961, for details.


October-November Program. Ten per cent discount on 12 new releases only. Dating available to qualified dealers.


Ten per cent discount on all releases. Includes Robert Fripp catalog, plus a John Passer Christmas release on the label's release. See page 4, October 23, 1961, for details.


Ten per cent discount on all releases. Numbers of catalog available in two packages. List in Riverside's children's line.


Free new LPs and one LP free with any 10 LPs purchased. Covers most of both offers and new releases. All qualifying dealers offered differing terms and 10 per cent exchange privilege. See page 4, October 30, 1961, for details.


Free seven LPs and one LP free with any 10 LPs purchased. Covers most of both offers and new releases. All qualifying dealers offered differing terms and 10 per cent exchange privilege. See page 4, October 30, 1961, for details.


10 per cent discount on all releases. Covers most of both offers and new releases. Available through distributor.


10 per cent discount on all releases. Covers most of both offers and new releases. Available through distributor.


"Operation Gold Rush." Fifteen per cent of the list price. Covers most of both offers and new releases. 10 per cent exchange privilege. See page 4, November 11, 1961, for details.


Use the 10 per cent discount on all releases. Includes new releases. Available through distributor.


Country Music Hall of Fame Sale. Through districts, dealers are offered a free "Twist Party," plus a free LP every 10 LP's purchased. Covers most of both offers and new releases. 10 per cent exchange privilege. See page 4, November 11, 1961, for details.


Five per cent discount on all releases. Covers most of both offers and new releases. Available through distributor.


Entire store's 2000 catalog will be available on a buy one single-free one basis.


Free LP with the purchase of any 12 LP's. Covers most of both offers and new releases. 10 per cent exchange privilege. See page 4, November 11, 1961, for details.


Complete catalog including new releases offered on a one-time free basis. Includes a free Chuck Berry LP. See page 4, November 11, 1961, for details.

ALBUM COVER OF THE WEEK

MUSIC FROM MILK AND HONEY — With Bill David and Charlie Savion. (Ernst 2701-13)."An appealing hit...the selection includes 'What a Beautiful Day,' 'Milk and Honey,' 'Remember the Milkman,' 'Special Delivery for Frankie'. Special Notes: Incredibly, one of the Weel selections last week were reviewed.

ABSTRACT OF THE WEEK

LOSE OF INNOCENCE — Original Movie Sound Track. Capitol 561. A very light and easy way out of a world of violence. All new music. Piano is a little out of key. Poor realism to decorate windows or to make your friend jealous who has a world of violence. Special Notes: Incredibly, one of the Weel selections last week were reviewed.

LOSE OF INNOCENCE — Original Movie Sound Track. Capitol 561. A very light and easy way out of a world of violence. All new music. Piano is a little out of key. Poor realism to decorate windows or to make your friend jealous who has a world of violence. Special Notes: Incredibly, one of the Weel selections last week were reviewed.
PHILCO Announces the World's Finest High Performance Portable TV

Town and Country PORTABLE TV

NOW, from PHILCO comes a truly great advance in portable television design! No other portable approaches it... for beauty, features, reliability. Here, in this sleekest new portable are advanced High Performance Tubes, Circuits and Components never before offered in a portable! Here is the new Tapered Continental shape... the Black Beauty, garbed in gleaming black trimmed with polished chrome; or the rich, warm Saddle Mate, sheathed in feather-like vinyl in Saddle Tan with Champagne Gold! Here also is portable Television's greatest chassis—with Vivid Vision and Black-Level circuitry—to give the most brilliant, realistic, dimensional picture ever packed into a portable. You must see it for yourself! You must feel its smooth, elegant patina, pat its fashionable, finished back—float a finger down its Flare-Front picture frame, snap its solid-sounding Top-End Tuners, Yes, you must pick it up, set it down, spin it 'round, walk it, watch it!

PHILCO'S ON THE MOVE! GO WITH PHILCO® Famous for Quality the World Over
Ampex Brings Big Consumer Adv. Campaign

NEW YORK—Ampex Records is also releasing a new stereo version of "Bubbling," which features the Crescento II and the Signature II home music systems, retailing at $99.50 and $54.50, respectively.

Newer and more expensive than the Crescento II and the Signature II home music systems, retailing at $99.50 and $54.50, respectively.

Sound Fair Speed-Up

NEW YORK—Dealiers of America. Variety of the following are sponsoring a contest for young musicians (18-28) in a live version of "The Music Man," starring Robert Preston. The contest, which kicks off on February 15 and runs through the end of the month, will be judged by Hollywood music experts for the winner and more than $10,000 in prizes. Contestants may enter by submitting a tape recording (no charge) at any one of 1,500 Webcor and Richards Music dealers.

Anax Signs Victor Pact

NEW YORK—RCA Victor has finally signed Paul Anka. Negotiations for the singer have been going on for the past three or four months, but with the first discussions of the negotiations appearing in Billboard Music Week last summer. Anka will produce his own disk via his own Productions firm, and the records will be exclusively re-

BMM CHARTS SHOW LIBERTY SINGLES ACTION

NEW YORK—Liberty Records is one of the hottest labels in the singles field today, with six disks on Billboard’s "Hot 100" this week, and three more on "Bubbling." Two of the "Hot 100" platters are in the top 20—Gene McDaniels’ "Tower of Strength," No. 6, and "This Time" by Tony Sherrill, No. 9.

Also on the "Hot 20" this week are "God, Country and My Baby" by Johnny Burnette, which jumped from No. 24 to No. 16; Bobby Vee’s "Run to Me," up from No. 29 to No. 7; St. Vincent’s "A Lazy River," No. 51; "Blind Moon" by the Ventures (on Liberty’s subsidiary label, Dolton), No. 59; and Timi Yuro’s "Smile," No. 29.

On "Bubbling" this week Liberty has Bobby Vee’s "Walking With My Angel," No. 105; Vic Dana’s "Little Alter Boy" (on Dolton), No. 110; and Felix Shikatani’s "King of Kings," No. 120.

Webcor Sponsors Youth Talent Test

NEW YORK—Webcor, Inc., and Richards Music dealers are sponsoring a contest for young musicians (18-28) in a live version of "The Music Man," starring Robert Preston. The contest, which kicks off on February 15 and runs through the end of the month, will be judged by Hollywood music experts for the winner and more than $10,000 in prizes. Contestants may enter by submitting a tape recording (no charge) at any one of 1,500 Webcor and Richards Music dealers.

MGM Pacts Number of New Disk Artists

NEW YORK—MGM Records announced a series of new artist pacts this week, headed by veteran record labels. Vincent Lopez, Absent from the disk scene for some time, Lopez is expected to take the label. "Dance Album With the Stars," and others.

Others pactd by the label, according to MGM President, Arnold Newman, include the Titans, a vocal group; savoy, a traveling group; Manning Green, band leader, Paul Lavalle, and Martha Schallman. All will have albums out shortly.

DO THE TWIST WIT Ray CHARLES

Bill Smith is 'PM East' Consultant

NEW YORK—Bill Smith, veteran show business writer, has joined Westlinghouse Broadcasting Company’s "PM East" TV series as talent consultant. Smith will cover all aspects of the show business world for "PM East," which is currently being broadcast in 24 key cities across the country, including WNEW-TV, New York; WABX, Boston; WEAU, Dubuque, Iowa; and WTOP, Washington, D.C. Smith will create unique formats for the show, including a 15-minute combination of the names of the show’s musical guests.

A veteran of more than 10 years with the Billboard (as night club editor and critic, Smith more recently served as managing editor of the publication. He is currently on leave of absence from the faculty of the New School, where he lectures on facets of show business.

WASHINGTON, D.C.—Paragon’s "Little Alter Boy" by Vic Dana.

White said WINS is also playing the flip of Dion’s new waxing, "Wanderer," the group playing all the Twist records, including "The Twist," "Blackbird Twist," "Butterfly Twist," "King of the Twist," "Knock on Wood," "Backdoor Twist," and "Outta Town Twist." White opined that "all of the TWIST records, including the Twist, will sell 1,000,000 copies before July 4th.

Crescento News

Among the newest disk players new to the Crescento family are Count Basie’s "Twist," both sides of the new Brook Benton’s "Revenge," and "Really, Really," the latest release of the late great Lonnie Donegan. The latest release of "The Party of the Century," both sides of the new "A Song for My Baby," and "A Song for My Baby," both sides of the new "A Song for My Baby."}

BMM CHARTS SHOW LIBERTY SINGLES ACTION

NEW YORK—Liberty Records is one of the hottest labels in the singles field today, with six disks on Billboard’s "Hot 100" this week, and three more on "Bubbling." Two of the "Hot 100" platters are in the top 20—Gene McDaniels’ "Tower of Strength," No. 6, and "This Time" by Tony Sherrill, No. 9.

Also on the "Hot 20" this week are "God, Country and My Baby" by Johnny Burnette, which jumped from No. 24 to No. 16; Bobby Vee’s "Run to Me," up from No. 29 to No. 7; St. Vincent’s "A Lazy River," No. 51; "Blind Moon" by the Ventures (on Liberty’s subsidiary label, Dolton), No. 59; and Timi Yuro’s "Smile," No. 29.

On "Bubbling" this week Liberty has Bobby Vee’s "Walking With My Angel," No. 105; Vic Dana’s "Little Alter Boy" (on Dolton), No. 110; and Felix Shikatani’s "King of Kings," No. 120.

Webcor Sponsors Youth Talent Test

NEW YORK—Webcor, Inc., and Richards Music dealers are sponsoring a contest for young musicians (18-28) in a live version of "The Music Man," starring Robert Preston. The contest, which kicks off on February 15 and runs through the end of the month, will be judged by Hollywood music experts for the winner and more than $10,000 in prizes. Contestants may enter by submitting a tape recording (no charge) at any one of 1,500 Webcor and Richards Music dealers.

MGM Pacts Number of New Disk Artists

NEW YORK—MGM Records announced a series of new artist pacts this week, headed by veteran record labels. Vincent Lopez, Absent from the disk scene for some time, Lopez is expected to take the label. "Dance Album With the Stars," and others.

Others pactd by the label, according to MGM President, Arnold Newman, include the Titans, a vocal group; savoy, a traveling group; Manning Green, band leader, Paul Lavalle, and Martha Schallman. All will have albums out shortly.

DO THE TWIST WIT Ray CHARLES

Bill Smith is 'PM East' Consultant

NEW YORK—Bill Smith, veteran show business writer, has joined Westlinghouse Broadcasting Company’s "PM East" TV series as talent consultant. Smith will cover all aspects of the show business world for "PM East," which is currently being broadcast in 24 key cities across the country, including WNEW-TV, New York; WABX, Boston; WEAU, Dubuque, Iowa; and WTOP, Washington, D.C. Smith will create unique formats for the show, including a 15-minute combination of the names of the show’s musical guests.

A veteran of more than 10 years with the Billboard (as night club editor and critic, Smith more recently served as managing editor of the publication. He is currently on leave of absence from the faculty of the New School, where he lectures on facets of show business.

WASHINGTON, D.C.—Paragon’s "Little Alter Boy" by Vic Dana.

White said WINS is also playing the flip of Dion’s new waxing, "Wanderer," the group playing all the Twist records, including "The Twist," "Blackbird Twist," "Butterfly Twist," "King of the Twist," "Knock on Wood," "Backdoor Twist," and "Outta Town Twist." White opined that "all of the TWIST records, including the Twist, will sell 1,000,000 copies before July 4th.

Crescento News

Among the newest disk players new to the Crescento family are Count Basie’s "Twist," both sides of the new Brook Benton’s "Revenge," and "Really, Really," the latest release of the late great Lonnie Donegan. The latest release of "The Party of the Century," both sides of the new "A Song for My Baby," and "A Song for My Baby," both sides of the new "A Song for My Baby."
THE SINGING SENSATION OF THE YEAR

GLORIA LYNNE

WITH 3 ALBUMS ON THE BILLBOARD BEST-SELLING CHARTS, NOW BRINGS YOU A GREAT CHART-MAKING SINGLE:

YOU DON'T HAVE TO BE A TOWER OF STRENGTH

EVEREST 19428

(orchestra conducted by LeRoy Holmes)

EVEREST RECORDS

360 Lexington Ave., New York, New York

The originators of 35mm Magnetic Film Recording
DEPENDABLE CHART-TOPPERS!

THE DRIFTERS

ROO M FULL OF TEARS

2127

"SOMEBODY NEW DANCIN' WITH YOU"

A Luther-Slater Production

ATLANTIC RECORDS 1961 Broadway, New York 21, N.Y.

NIGHT CLUB REVIEW

Drama Makes Diahann Dynamite

When the petite and attractive Diahann Carroll has a chance to show off her dramatic talent along with her emotion-packed singing style and has suitable material, she is an outstanding entertainer. When she merely stands up and sings a collection of songs at mid-side she is a good but not outstanding performer. This is what happened when the pretty thrush debuted her new act at the Plaza Hotel's Persian Room in New York last Wednesday (13) night.

The first half of her new act was composed of a flock of songs which she handled neatly. They ranged from "More Than You Know" to "I Wish I Were in Love Again," with some special material like "Brown Baby" and "Ain't Nothin' but a Woman Blues" thrown in. She sang them well, because she does know how to turn a song, yet the dramatic fire was lacking.

In the second half of her act, however, when she doffed her white blouse and long skirt, and returned in a short red dress and started to sing songs from "West Side Story," the thrust came alive, the audience came alive and the last scored a solid triumph on her opening night. Aided by dancer-singer Claude Thompson, the thrust opened her tab version of the "West Side" score with a rending version of "America," swung into a warm version of "Tonight," continued the pace with "Something's Coming" and the rumble song (holding a leather jacket) and bowed off to solid applause. She returned in a long boy-type sweater over the red dress and through with a bright, sparkling performance of "Officer Krupke," adding some dance steps to the satirical ditty, for a nosh finish to her act. Mention must be made of the swinging band work back of her by the augmented Emil Coleman crewed by Warren Mowrey. They played arrangements by Peter Metz. Act was brightly staged and directed by Phil Moore. Diahann should do mighty well at the Persian Room and her dramatic performance indicates she should also do very well with her forthcoming role in "No Strings," the Richard Rodgers musical due on Broadway next spring.

***

NEWS REVIEW

Capitol Packages Show More Music

NEW YORK—Capitol has tossed its hat in the super sound ring, with easily the most revolutionary product, in terms of packaging. Capitol's "staged for stereo" series is offered in a plastic box with front and back containing clear plastic, through which the record and all titles on both sides are visible.

It also contains a special booklet which appears through part of the front window of the set, but these are removable. Both the cover and booklet can conceivably use different recordings, simplifying one of the problems of the manufacturer. There is no question that these new packages stand out. They are bound to create talk and probably sales, despite the fact that those whose collections are cramped, will find it hard to buy up much more space than a regular package.

Musically, the product is good and compares favorably with much of the other stereo specialty products now on the market. Four basic sets in the first release feature percussion—"The Mallet Men," "Trio Piano," "Big Band Arrangements," "Big Moods," and a sampler of items from these sets. From this vantage point, Van Alexander's big band material appears the choicest lead the way but Herbie Green and Buddy Depp also contribute fine stereo pianistics. Despite the musical and technical quality it is still the packaging that will make this product stand out.


Ken Greavett

AGAC Elections

Result in Lane's Return as Prexy

NEW YORK — The American Guild of Authors and Composers has re-elected Burton Lane as pres- ident. Jack Lawrence was named first vice-president, and Andrew Corry, second vice-president; Leonard Whitacre, treasurer; Edward Elias, secretary, and Jack Siegel, assistant treasurer. The last-named post has never been filled.

It was also announced that Mitchell Parrish has been named to the AGAC council to replace Sam Coslow, who has resigned. AGAC also named council membership, Richard Adler and Alec Wilder to fill the space left by Corry to achieve this distinction.

Back at the new chairman of the board of AGAC. It was also an- nounced that AGAC collection division writers from publishers will amount to about $1,200, 000, an increase of 50 per cent over last year's collection.

11 Is Lucky No.
For Disk Duffer

2 New Hits to Watch!

"CHILL BUMPS"
JOHNNY CANNON

"LET ME BE THE FOOL"
LUCKY CLARK

CHESs PROD. CORP.
2120 S. Michigan
Chicago 5
NEW CONTINENTAL 2
STEREO ROUND
You've got to hear it to believe it! Here, for the first time in any jukebox, is real-as-life stereo that needs no remote speakers. The AMI Continental 2 plays 33 1/3, 45, or 78 RPM monaural records with wonderful new beauty... fits any location. And here's tomorrow's styling—sensational glamour, aglow with a hot new color. All equipment is standard—no extras to buy. Put this exclusive new money-maker to work for you. Ask about AMI simplified programming and the Big Challenge operator incentive program that offers 1700 valuable, nationally advertised merchandise prizes, plus trips to Florida and Las Vegas. See your AMI distributor now, or write the AMI sales office, 5075 W. Lexington St., Chicago 44, Ill.
Leadership by every measurement of reader and advertiser value

Domestic Circulation
Billboard Music Week's paid U. S. and Canadian circulation is almost 2 1/2 to 1 over the next music-coin publication.

Overseas Circulation
According to conservative estimates, it's Billboard Music Week again—by as much as a three to one margin.

Editorial Services
25,000 more column inches per year of music-coin news, charts, reviews and features—by actual measurements.

Advertising Investment
Businessmen invest more than twice as much money in Billboard Music Week...buy nearly a million more lines of advertising annually.

Radio-TV PROGRAMMING · Music-Phonograph MERCHANDISING · Coin Machine OPERATING
New York · Washington · Great Barrington · Cincinnati · Chicago · St. Louis · Hollywood
What 63¢ a day can mean to their future

...and Uncle Sam's

Investing 63¢ a day at 3½% interest can bring some pretty nice things into your future. In six years—$1,500 down on a new home. In twelve years—nearly $3,000 for college costs.

But things being the way they are, it’s pretty hard to consider your own future without giving some thought to your country’s future, too. Millions of Americans have done this and are putting their savings into United States Savings Bonds.

The money you invest in Savings Bonds is one of the best ways you can help Uncle Sam today. It helps keep our economy strong and provides one of the most dependable means the Government has to manage the costs of national defense.

Buy a Bond today. You can lend your country a real hand now by saving this way for the future.

Five ways U.S. Savings Bonds benefit you personally

1. You get 3½% interest to maturity.
2. Your Bonds are replaced free if lost.
3. You get your money whenever you need it.
4. You can save automatically where you work.
5. Your investment is guaranteed by the U.S. Government.

WB Inks Singer, Patrolman Saridis

HOLLYWOOD — Warner Bros.
Records has signed to a disk pact Savino Saridis, a New York City patrolman. Saridis has also been epinised for future film and TV appearances.

Saridis has taken leave of his police work to try his hand at the show business. Titled “the most astounding voice since Mario Lan- cea,” by Warner President Mike Maland, the singer is already set for four appearances on the Ed Sullivan show, a TV spectacular and a five-week engagement at New York’s Hotel Plaza.

Northwest Hi-Fi Show Spots 24-Room House

MINNEAPOLIS — The North- west High Fidelity Music and Stereo Show will feature a 24-room house built inside the Minneapolis Auditorium, locale of the show. The four-day affair got under way Thursday (16). All 24 rooms will be 16-by-24-foot. Bring room soundproofed to permit demonstration of many kinds of new equipment.

Stereo FM is expected to be a focal point of the show, as it has in earlier hi-fi shows in other cities this year. A special booth has been set aside for local stations to demonstrate stereo FM broadcasting. Local FM outlet, WAYL, expects to operate stereo this week.

Elektra Bows Second Bonus-Pak Disk Set

NEW YORK—Elektra Records will bow the second in its series of bonus-pak, two-record album sets slated to sell for $4.98 this month. "Best of Dalíncence" is a collection of folk songs from four albums recorded by Ed McCurdy consisting of songs of courtship and seduction from Elizabethan days. A number of the best songs were originally penned by poet Robert Burns. These early albums, which rank high on the Elektra consistent seller list, were titled "When Dalíncence Was in Flower and Maidens Lost Their Heads."

Michael, Portrait, Costa Up UA’s Int. Business Receipts

NEW YORK — United Artists
Records will more than quadruple its foreign business in 1961, ac- cording to presby Art Talmadge. At the same time, Talmadge said the label will have its biggest gross this year in its four-year history.

Talmadge attributes the growth in foreign sales to the fact that UA established its own full-time re- presentatives, Norman Lan, this year, and that, for the first time, UA disks were released throughout the world under their own label. UA has also stepped up its foreign de- partment at its headquarters here, with foreign operation director Sidney Shemel in charge.

Four UA records were consti- tuent best seller charts throughout the world this year: "Ferris and Tischer’s ‘Reverie’, the Highwaymen’s ‘Michael’, Don Costa’s ‘Never On Sunday’ and Steve Lawrence’s ‘Portrait of My Love’.

On BMG’s ‘Hits of the World’ charts last week, ‘Mi- chael’ was No. 17 in Britain; No. 2 in France, No. 1 in Norway, and No. 7 in Hong Kong.

Shemel’s assistant, Steve Morris, is currently on a three-week swing through Europe. He will visit Eng- land, France, Germany, Belgium, Holland, Italy, Sweden, Norway and Denmark.

Broken Wide Open in Pop

Junior Parker’s

"How Long Can This Go On?"

"In the Dark"

"Bobby Bland’s"

"Turn on Your Love Light"

"You’re the One"

"James Booker’s"

"Tubby"

"Joe Hinton’s"

"The Girls in My Life"

"Come on Baby"

"Al "NTTY" Broggy’s"

"We Belong Together"

"Cigarettes and Coffee"

Duke-Peacock Records, Inc.

1509 Eustace St., Houston 26, Texas.

ON 1.20.11

www.americanradiohistory.com
<table>
<thead>
<tr>
<th>Country</th>
<th>Station Name</th>
<th>Frequency</th>
<th>City</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Austria</td>
<td>Radio Ostmark</td>
<td>1590 kHz</td>
<td>Graz</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Wels</td>
<td>1570 kHz</td>
<td>Wels</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Wiener Neustadt</td>
<td>1520 kHz</td>
<td>Wiener Neustadt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Linz</td>
<td>1505 kHz</td>
<td>Linz</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Steyr</td>
<td>1490 kHz</td>
<td>Steyr</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Sankt Pölten</td>
<td>1470 kHz</td>
<td>Sankt Pölten</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Salzburg</td>
<td>1440 kHz</td>
<td>Salzburg</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Graz</td>
<td>1410 kHz</td>
<td>Graz</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Innsbruck</td>
<td>1390 kHz</td>
<td>Innsbruck</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>1370 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Korneuburg</td>
<td>1350 kHz</td>
<td>Korneuburg</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Mühlviertel</td>
<td>1330 kHz</td>
<td>Mühlviertel</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Villach</td>
<td>1310 kHz</td>
<td>Villach</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>1290 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>1270 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>1250 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>1230 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>1210 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>1190 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>1170 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>1150 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>1130 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>1110 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>1090 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>1070 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>1050 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>1030 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>1010 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>990 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>970 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>950 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>930 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>910 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>890 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>870 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>850 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>830 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>810 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>790 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>770 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>750 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>730 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>710 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>690 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>670 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>650 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>630 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>610 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>590 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>570 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>550 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>530 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>510 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>490 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>470 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>450 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>430 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>410 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>390 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>370 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>350 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>330 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>310 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>290 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>270 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>250 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>230 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>210 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>190 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>170 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>150 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>130 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>110 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>90 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>70 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>50 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>30 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>Radio Klagenfurt</td>
<td>10 kHz</td>
<td>Klagenfurt</td>
<td></td>
</tr>
</tbody>
</table>
IT'S HERE!
THE BIG, ALL NEW NOVEMBER RELEASE FROM VERVE!
Smithsonian, 27 Meadowlawn, N. L.

"Material for British artists—something the French has been particularly successful with. He no doubt searching for material for a film "Ils Trad, Dad", which Milton

Subtly is to produce for Columbia Pictures in September, will be published through Van-

n, Ltd., Lewis Music's British head, is working on his New York head office.

The Performing Rights Society is licensing British music on the United Kingdom.

During his recent visit Newsweek's French correspondent, who has built his own distribution network. By the end of the year, this is planned to be in effect in all 40 countries with 24 trucks radiating out to serve 20.000 locations.

An Australian subsidiary is also being announced. The Associated is to be based in Sydney. A. J. Burnett is understood to feel that the Australia has its distribution of a solid U. S. pop L.P. line which would completely round out Associated's library.

The Associated Artists subsidiary is also being launched on January 1. Its chairman, and a new English-speaking executive, is understanding to feel that the Australia has its distribution of a solid U. S. pop L.P. line which would completely round out Associated's library.

Visitors

United Artists' executive, John Marden, who is associated with the London firm and is a representative in the United States, has been in London for talks before plans with the British film fraternity.

Gene Vincent came in to begin his fourth ball room-concert tour of the month.

Parenthood

Lorna Music's British head, Alan Parsons, who is also Helen Shae-

's brother-in-law, has just returned from California after his engagement. He is arranging to visit New York for a few weeks to see his fiancée before flying direct to New York for the opening of her film, "The Postman Always Rings Twice".

The first leg of the tour is going to be arranged through him. He is planning to place some of his copyrights and concert programs for workmen, and to tour the country. He is also planning to place some of his copyrights and concert programs with the new United Associated Artists subsidiary, which will be announced in January. A. J. Burnett is the chairman of the Associated Artists subsidiary.

Castro-Rousseau has Z.R. Hits

By FRED GERRIE

Box 5051, Anchorage, N. Z.

Castro-Rousseau has the top two self-written singles in the country, or they will be there. They are Roy Ormston's "Sing a Song" (Gaude) and the Jimmy Dean hit, "Big Bad John" (Capitol). Ormston is out of the country for the first time, and his latest single, already climbing up the charts action in the United Kingdom. "Big Bad John" is now in the Top Ten, and it is expected that the single will be released this week.

On January 1st, the first leg of the tour is going to be arranged through him. He is planning to place some of his copyrights and concert programs with the new United Associated Artists subsidiary, which will be announced in January. A. J. Burnett is the chairman of the Associated Artists subsidiary.

Castro-Rousseau has Z.R. Hits

By FRED GERRIE

Box 5051, Anchorage, N. Z.

Castro-Rousseau has the top two self-written singles in the country, or they will be there. They are Roy Ormston's "Sing a Song" (Gaude) and the Jimmy Dean hit, "Big Bad John" (Capitol). Ormston is out of the country for the first time, and his latest single, already climbing up the charts action in the United Kingdom. "Big Bad John" is now in the Top Ten, and it is expected that the single will be released this week.

On January 1st, the first leg of the tour is going to be arranged through him. He is planning to place some of his copyrights and concert programs with the new United Associated Artists subsidiary, which will be announced in January. A. J. Burnett is the chairman of the Associated Artists subsidiary.

Castro-Rousseau has Z.R. Hits

By FRED GERRIE

Box 5051, Anchorage, N. Z.

Castro-Rousseau has the top two self-written singles in the country, or they will be there. They are Roy Ormston's "Sing a Song" (Gaude) and the Jimmy Dean hit, "Big Bad John" (Capitol). Ormston is out of the country for the first time, and his latest single, already climbing up the charts action in the United Kingdom. "Big Bad John" is now in the Top Ten, and it is expected that the single will be released this week.

On January 1st, the first leg of the tour is going to be arranged through him. He is planning to place some of his copyrights and concert programs with the new United Associated Artists subsidiary, which will be announced in January. A. J. Burnett is the chairman of the Associated Artists subsidiary.
Japan

Instrumental Recordings Consistent Chart Toppers in Japanese Market

By Ten Katoh, Yokohama Correspondent

There is much conjecture in the industry as to which recording, "Autumn in Cheyenne" (UA) or "Without Your Love" (Polydor), will finally dominate the pop field in this country at the end of this year. It is noticeable that pop recordings dominating for past months have all featured instrumentalists. "Broken Promises" (Colpix) sold almost 100,000 copies for the first six months and featured an alto sax, and "Mollendo Cafe" (Polydor) which reached 150,000 sales for the latter half, uses an Indian horn. "Autumn in Cheyenne," an American tune featuring Al Cohn on piano, received orders for 20,000 in advance of its November 5 release, while "Without Your Love," a German tune featuring trumpet solo by Bert Kaempfert, has sold more than 20,000 copies since release one month ago.

Hiro

"Jazz History in Japan" will be heard on Nippori Victor's two LP's featuring five leading Japanese bands. Embodied on the albums are 30 jazz pieces well accepted for the past 30 years here in Japan, ranging from "Take Five" to "Tennessee Waltz."

Japanese versions of "Don't Trust Me Like a Child" and "You Don't Know" will compete with each other here: Toshio, Nippon Columbia, Totschi, King, and Nippon Victor are producing local recordings of the two songs. English-age singers and "Loneliness" by Don't Trust Me Like a Child." One of his recordings cut for the Japanese company some time ago, has already sold 100,000 copies. Nat King Cole is reported to making a return visit to Japan this month.

France

PA's Boosting Foreign Artist Sales by 75%

By EDDIE ADAMS 92 Quai du Marechal Joffre

As is the case in most countries, artist's personal appearances in France have always brought nearly 75 per cent increase in record sales. Helen Shapiro's recent appearances in France, following her appearances at the Olympia Theater and on TV, were preceded by intense air play. Following "You Don't Know," which will be released in France in December, the Pharrell EP's policy of arranging, whenever possible, personal appearances to foreign recording artists during the very time of the issuing of their record, started with Connie Francis. The results were so encouraging that the company is continuing to encourage appearances of artists live in France.

Argentina

STRICT TEMPO NEWS STOP BY SPECIAL AGREEMENT WITH GRAND SLAM BILLBOARD

SICAMARICA S.A. in proud to announce
It has been selected to issue
REPRISE RECORDS in
ARGENTINA
Santiago del Estero 1460
Buenos Aires

Australia

FOR specialised trade consumprion. Only in
AUSTRALIA and NEW ZEALAND

Music Maker

Australia's leading music magazine
Announcing Offices: 416 George Street, Sydney, Australia

New Danish Theater Premiers to 'Exodus'

By ARNE HANSEN
11 Maltebakken, Holte.

A new Danish theater, the Holte Theater, opened last week in Copenhagen with the Otto Preminger production "Exodus." Consequently the "Exodus" theme will not doubt turn up soon on the Danish hit lists.

The Norwegian-American singer Ray Adams and his recording of "Violets" is finally beginning to break in Denmark. Based on theme from Verdi's "La Traviata," the music was banned by the Danish State Radio as "antisemitic." However, the disk was not only played but has become big hit.

New Releases

This week Philips will release its long awaited "Modern Music" series with conductors like Mischa Elman, Milhaud, Robert Craft, Hans Rohn and Igor Stravinsky. The first album includes "Lulu" and "Wozzeck," "Schubert's Haydn Quartet," "Ludwig and Aron" and also works by Berckoven, Strauss and Mendelssohn.

The talented young Danish actor Preben Ludvigsen will play the record St. Simeon's "Carnival of the Animals." He will also appear in the Golden Disc for "The Wolf" in Danish for Decca. The recording will be released here by Nordisk Polyphon.

International Buyers and Sellers EXCHANGE

ARGENTINA

SICAMARICA S.A.
Proud to announce that it has been selected to issue REPRISE RECORDS in ARGENTINA.
Santiago del Estero 1460
Buenos Aires

AUSTRALIA

FOR specialised trade consumption. Only in AUSTRALIA and NEW ZEALAND

Music Maker
Australia's leading music magazine
Announcing Offices: 416 George Street, Sydney, Australia

DENMARK

New Danish theater premiers to "Exodus."
By Arne Hansen
11 Maltebakken, Holte.

A new Danish theater, the Holte Theater, opened last week in Copenhagen with the Otto Preminger production "Exodus."

BELGIUM

1,000,000 Copies Sold of this Great French Hit

If My Heart Was a Ship

U.S.A. Contact: Don Ellis, Peter Meier Music Co.
1619 Broadway, N.Y. 19

Contact: Dennis Jay, Rhythm, 8694, New York City.

Send your bank draft to
JUKE BOX
MICECHELEN, BELGIUM

Every one in the music business knows about the big break in Belgium.

JUKE BOX
BELGIUM'S BIGGEST MUSIC MAGAZINE

England

Arthur Rosest
European Director of Sales for Billboard Music Week
31 Devonshire Place
London W.1

Billboard Music Week

110,000 Copies sold of this great French hit:
"If My Heart Was a Ship"

Contact: Dennis H. Jay, Rhythm, 8694, New York City.

Send your bank draft to
JUKE BOX
MICECHELEN, BELGIUM

Germany

British Company Requires Master Tapes for License in England and Commonwealth

Guaranteed Purity and Simplicity.
ZODIAC RECORD O/B, LTD.
19 Gerrard St., London W.1, England

Records for Export

All American brands confirmed in one shipment.

Contact: The Carillon Company
112 Broad St., New York, N.Y.
Five Publishers Sign Separate Tune Deals With Record Firms

By SAMUEL STEINMAN
Piazza San Amelio, Rome

Five large Italian music publishers who do not belong to BIEM, the organization which signs arrangement with phonograph producers, have reached new agreements with the Italian Record Producers Group to ensure the reproduction of their songs on discs under existing norms of the industry.

Record producers who do not belong to the group have been given an opportunity to reach arrangement with Sandro Fumagalli, of Milan, who is representing the independent houses. The firms are Arsimo (Editoriale Arsimo, Santa Cecilia, M.E.P., Petrucci, Formabile Music Co., First Music Co.), Cicle-Girl (Editoriale Cicle, Girl, Video, Apphilea), Connely (Editorale Connely, La Concorde, Dan-cale), C.A. Rebojo (Editoriale C. A. Rebojo, Rete Caravans e Rete Caravans) and Southern (Editoriale Southern-Music, Italianer, Sette Notte).

Good things happen when you jet plane delivery

brings this complete issue of Billboard Music Week to Western Europe—and most other parts of the world—at the same time American readers are receiving their copies. Two and a half times more International readers are getting the vital news of world-wide music events from this issue than from all other U.S. music trade publications combined.

Five Publishers Sign Separate Tune Deals With Record Firms

By SAMUEL STEINMAN
Piazza San Amelio, Rome

Five large Italian music publishers who do not belong to BIEM, the organization which signs arrangement with phonograph producers, have reached new agreements with the Italian Record Producers Group to ensure the reproduction of their songs on discs under existing norms of the industry.

Record producers who do not belong to the group have been given an opportunity to reach arrangement with Sandro Fumagalli, of Milan, who is representing the independent houses. The firms are Arsimo (Editoriale Arsimo, Santa Cecilia, M.E.P., Petrucci, Formabile Music Co., First Music Co.), Cicle-Girl (Editoriale Cicle, Girl, Video, Apphilea), Connely (Editorale Connely, La Concorde, Dan-cale), C.A. Rebojo (Editoriale C. A. Rebojo, Rete Caravans e Rete Caravans) and Southern (Editoriale Southern-Music, Italianer, Sette Notte).

Good things happen when you jet plane delivery

brings this complete issue of Billboard Music Week to Western Europe—and most other parts of the world—at the same time American readers are receiving their copies. Two and a half times more International readers are getting the vital news of world-wide music events from this issue than from all other U.S. music trade publications combined.

Good things happen when you jet plane delivery

brings this complete issue of Billboard Music Week to Western Europe—and most other parts of the world—at the same time American readers are receiving their copies. Two and a half times more International readers are getting the vital news of world-wide music events from this issue than from all other U.S. music trade publications combined.

jet plane delivery

brings this complete issue of Billboard Music Week to Western Europe—and most other parts of the world—at the same time American readers are receiving their copies. Two and a half times more International readers are getting the vital news of world-wide music events from this issue than from all other U.S. music trade publications combined.

jet plane delivery

brings this complete issue of Billboard Music Week to Western Europe—and most other parts of the world—at the same time American readers are receiving their copies. Two and a half times more International readers are getting the vital news of world-wide music events from this issue than from all other U.S. music trade publications combined.

jet plane delivery

brings this complete issue of Billboard Music Week to Western Europe—and most other parts of the world—at the same time American readers are receiving their copies. Two and a half times more International readers are getting the vital news of world-wide music events from this issue than from all other U.S. music trade publications combined.
"JIMMY'S SONG." TOMMY SANDS' LATEST AND GREATEST SINGLE!
HIT SOUND! HIT-BOUND! RECORDED IN NASHVILLE! WRITTEN BY
JOHN LOUDERMILK!

ORDER NOW! #4660.
WFLN, Philadelphia, Warnings ‘FM-Stereo Guide’ Over Listings

PHILADELPHIA: A new monthly magazine, FM-Stereo Guide, listing among other things the programs of the FM stations in the area, with regular threat by WFLN if it continues to create the impression among listeners and advertising agencies that the publication, making its debut this next month, will carry that station's listings.

WFLN, which is the first FM station in this area, publishes a profitable WFLN Philadelphia Guide of its own and does not intend to release its copyright to the new magazine to permit it to publish the station's programming. The FM station refused to all advertising agencies a copy of a letter from Robert T. Smith to Senator Pepper, Hamilton & Schreft, to Frank J. Lucidon, president of WFLN, Lucidon said.

Lawyer, emphasizing the copyright protection of the program listings, has on all its program listings which they themselves publish, takes issue with the present use of the new magazine. Declaring that it has been furnished an advance copy of the first issue, the cover of the Guide and the fact that it contains "comprehensive local program listing/"

First page of the Guide, it is charged, also carries a note that programming of the station is all by WFLN and another station has not been made available at the station for this issue."

In addition, the lawyer’s claim, since WFLN has not intentions of releasing its programming listings now or later.

Mr. Smith for the magazine, in contacting advertising agencies, admitted that the FM Guide would not include WFLN listings, but that all the other stations in the area, including those in the suburbs and neighboring Wilmington, Del., for a total of 17 stations, listing programs.

WFLN also charges use of the word "Stereo" in the magazine's title is misleading as "WFLN" was the first local station to do stereo broadcasting and that, when you commenced your venture, it was the only local station in WFLN.

WFLN charges that Guide is conveying "a completely false impression to the public and the characteristics of the magazine" as it does not intend to give any license to publish its program listings. While WFLN can hold water locally, WJR in nearby Wilmington, Del., with strong local listenership, is the first in the area doing FM stereo broadcasts.

Really, the listings of real stations are now carrying FM stereo programs.

French Newsonette: Continued from page 33

that EMI's executives announce Chalie Chaplin's arrival in Paris, December 2nd, when simultaneous issuing of an LP and an EP come printing reveals at record.

Laurie Records distribution of album will be via Vogue in Canada. One sidelong of this switch was the gaining of "Fantastic Alpha" (Vogue's publishing firm) the publishing rights to chart top turner "Rambling Rose/"

The twist is still in great demand and the world is using it all out on that rhythm. Following its recent release of "Love Melodies d'Arcole," which is No. 6 on the British chart, Francis Linsel will win a record, "Hit the Road Jack," a twist version to the famous French "Noirs de Chine," for Ricordi.

Classic Stars on the Program "The Barnstormers Last Night" as a single to cover the Mar-Key's version (from Atlantic). 

James Cameron of the Theatre of the Chaslet, just recorded in London, has been popular in France and

ATCO’s Perennial Hitmakers!

The Coasters

(AINT THAT)

JUST LIKE ME

and BAD BLOOD

A Libra-Sterrol Production

6210

SH-BOOM

by THE SH-BOOMS

6213

ATCO RECORDS

High fidelity now offers your customers broadest coverage of new audio equipment, new records and tapes, exciting personalities in music.

And it offers you two important new areas of profit:

—You buy copies for 35c, sell them for 60c — make a 50% profit on each sale.

—The editorial material and the advertisements in HIGH FIDELITY help bring your customers into your store again. HIGH FIDELITY stimulates them to buy what you sell.

A New Jersey dealer reported selling $400 worth of these ads with reason: "after the first, take his copy home, read the LP Reports section and came back to buy more of them."

An Illinois dealer is selling a HIGH FIDELITY buyer seven new record releases reviewed in the magazine — before the customer left the store!

Jack Mills Sets Publishing Deal With French Firm

NEW YORK — Jack Mills, veteran of the Mills Music interests, here, returned from one of his regular business jaunts to Europe last week with announcement of the finalizing of a new deal for Mills Music in France. Mills said he signed an arrangement whereby the Mills Music Editions Philharmoniques, a firm recently acquired by the Philips electronic interests of Holland, would be manager of the joint set-up. One of the first times acquired for representation in the States through the new Phillips deal in the French tune,"Dern Le Creux De Ta Main," a first prize winner at the Barcelona Art Festival.

Agreements are now in the works for new Mills recordings in Italy and Germany, as well. Mills said. The first-worlwide tour found Mills stopping in London, Spain, Milan, and finally in Israel last week, as the latter nation, he signed an agreement for world-wide representation of the Israel Composer's League Publications, an organization of more than 100 composers and authors of standards, educational and classical works. During his visit, Mills was presented with an award and scroll from the registration of the ICLP, and was given assistance in furthering the music.

Much Leaping on BMW’s ‘Hot 100’

NEW YORK — Chart records have shown more action on BMW's "Hot 100" during the last two weeks than they have for some time, and more new records have jumped on the chart during the same period.

This week's "Hot 100" spotlights 30 "Star Performers" disks—albums which recently have unusual upward progress on the listing. In addition, 13 new records hopped on the chart during the same period.

Last week 27 disks were rated as "Star Performers" on the "Hot 100," and 15 new platters moved up the chart. By contrast, the "Hot 100" for the week of November 12, listed only 20 "Star Performers" and 16 new platters. The "Hot 100" for the week of November 29 listed only 16 "Star Performers" and nine new chart items.

NEW YORK—A new jazz label, Jazzone Records, has been organized by Fred Neuworthe, Dave Bailey, Gary Glidstone and Stuart Miller. All the foregoing have an ownership interest.

Company plans to issue one LP monthly, in the modern vinyl. Initial is, the Dave Bailey Sextet, is "Bash!"

Classical Stars on CAP Education Disk

NEW YORK—Capital Records unveiled an ambitious package project this week under the name of a special two LP set titled, "Instruments of the Orchestral World." The recording was made in London with special commentaries by Sir Adrian Boult. The four sides take in turn, strings, woodwinds, brass and percussion. Each set is recorded accurately, not distorted by a leading European technique. Also included in the set is a 56-page illustrated book on the orchestra. The project is tailored particularly for elementary and secondary music appreciation, throughout the world over the last 50 years.

Eastern Dists Meet With UA Brass on Promos

NEW YORK — The first of a series of special Promotion Conferences was inaugurated by United Artists Records.

The meets will enable UA executives to hold informal talks with distributor promotion men from all around the country. The panel of experts being attended by promotion men from United Artists Records, Cleveland, Hartford, Conn. and Philadelphia.

UA prez Art Talmaide said the Promotion Conferences are only one of the many ways UA will maintain a much closer liaison with distributor promotion personnel. Commenting on the importance of regional promotional activities in the singles field today, Talmaide noted that the Highwaymen’s hit ‘Michael’ was a ‘typical’ example of a record which broke in the Hartford area, thus there was a need to give six months to become a national hit.

An easy meeting with the promotion men was included Edie Myrader, as a product sales manager. Talmaide said.

Talmaide held similar seminars to cover Southern and Western promotion needs.

UA exec held individual sessions with the men.

In the panel discussion were Al Altman, Mutual; Boston; Larry Cohen, Marnel, Philadelphia; Sol Leibman, Con; Cleveland; Max Clark, Trudy Record Distributors, Cincinnati; Henry Block, Marnel; Baltimore; Ray Frye, Warner Bros., Chicago and Al Valente, Arc, Detroit.

4 IONS in THE FIRE!

1) NOT-BURNT UNDERLING

THE SPINNERS

I love you, that I found you

THE SPINNERS

GLASS GOING TO

I HARD HEARTED WOMAN

EDDIE BURNS

Eddie Burns — Dancing & Singing!

SOMEDAY WE'LL BE TOGETHER

JOHNNY & JACKY

TRIPLO RECORDS

DAILY AIR PLAY CHECK

(Records and Tunes on Your Choice)

1) CAYLEN, WOR, WACB, WCSB Radio

2) WNNL, WOR, WACB, WCSB Radio

3) WABX, WOR, WACB, WCSB Radio

ACCURATE REPORTING SERVICE

(Works for the Industry)

888 Flushing Ave, Brooklyn 36 N. Y.

Buckminster 6-7100

ON NOVEMBER 20, 1961
HONOR ROLL OF HITS
THE NATION'S TOP TUNES
TRADE MARK REG.

FOR WEEK ENDING NOVEMBER 19

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

RECORDINGS AVAILABLE
(Prices selling Record Listed in Bold Face)

1. BIG BAD JOHN — Jimmy Dean, Columbia 4215.
2. TURN DOWN THE BASS — Dionne Warwick, Stax 3199.
3. 7 FOOL #1 — Kathy Finner — Savoy Fire (5161).
5. BRISTOL STOMP — Dee Clark, Parkway 827.
8. YOU'RE THE REASON — Bobby Darin, CBS 5100.
10. MOON RIVER — Perry Como, Van 421; Harry Mancini, RCA Victor, Cordon 428; Nash, Coral 980; Layne, Liberty 8068; Hafly, RCA Victor, 4030; Bova, Capitol 619; Johnnie Ray, Eden 1204; Sony, Capitol 619; Jerry Lee Lewis, Specialty 7068.

11. PLEASE MR. POSTMAN — The Marystones — Mercury 7068.
12. TONIGHT — Bill Haley & His Comets — Decca 7068.
13. I LOVE HOW YOU LOVE ME — The Ventures — Convex 7068.
14. SAD MOVIES (Make Me Cry) — Buddy Holly — Mercury 7068.
15. COME SO CLOSE — The Teen Kings — Decca 7068.
16. GOD, COUNTRY AND MY BABY — Decca—Holiday—Published by New Potena—Sarah (971).
17. A WONDER LIKE YOU — Bill Haley & His Comets — Decca 7068.
18. JUST OUT OF REACH (Of My Two Open Arms) — Decca—Holiday—Published by New Potena—Sarah (971).
19. I WANT TO THANK YOU — Buddy Holly — Decca 7068.
20. RUN TO HIM — Bobby Vee — Liberty 8068.

Darrell Rice Gets
RCA Victor West Coast A&R Post
NEW YORK—Darrell Rice has been named music director in RCA Victor's West Coast office, according to John Voll, RCA Victor West Coast a&r. Rice joined the office in June. He previously worked for Decca, has supervised recording sessions, and now will supervise the recording of several pop artists, including the Beach Boys, who have been recorded before under the guidance of Henry Mancini, Arif Mardin and Henry Mancini, who have since moved to other companies. Rice is expected to continue the growth of RCA Victor's West Coast office, which has been aimed at capturing the young and emerging talent in the area, and has already released several successful singles, including the Beach Boys' hit, 'Good Vibrations.' Rice will work closely with RCA Victor's West Coast manager, Bob Barry, and will also oversee the label's operations in the region, including sales and marketing. Rice previously worked for Capitol Records, where he was responsible for signing new artists and developing their careers. He has also worked for ABC Records and Columbia Records, where he was involved in the A&R and promotion departments. Rice holds a degree in music business from the University of Southern California and has over 15 years of experience in the music business. He is a native of Los Angeles and has been recognized for his contributions to the industry. His appointment is a significant step in RCA Victor's ongoing efforts to expand its presence in the West Coast market and to continue building its reputation as a leading record label.
VOCAL LPs

<table>
<thead>
<tr>
<th>Label</th>
<th>(Stereo) Mono</th>
<th>Top LP Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>Title</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

CLASSICAL & SEMI-CLASSICAL LPs

<table>
<thead>
<tr>
<th>Label</th>
<th>(Stereo) Mono</th>
<th>Top LP Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>Title</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

INSTRUMENTAL LPs

<table>
<thead>
<tr>
<th>Label</th>
<th>(Stereo) Mono</th>
<th>Top LP Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>Title</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

TO RECORD DEALERS looking for PLUS PROFITS

The American Record Corporation, 145 West 47th Street, New York 18, N.Y.

LAST WEEK!

AUDIO FIDELITY

Records January Anniversary Program

CLASSICAL & SEMI-CLASSICAL LPs

Rodgers: Victory at Sea, Vol. III (RCA) (22) 76
Thomas: Time Flies, Vol. II (RCA) (143) 27
Title: Vol. III (Classical) (RCA) (27)

INSTRUMENTAL LPs

Mood and Dance

<table>
<thead>
<tr>
<th>Label</th>
<th>(Stereo) Mono</th>
<th>Top LP Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>Title</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Last week's prominence indicates relative sales strength of these LPs'
Coming in December: BILLBOARD MUSIC WEEK'S NEW... BIGGER... BETTER... WIDER

Special Year-End Edition Built on a theme of SUCCESS In the World-Wide Music-Record-Automatic Industry

in this section ... 1962 WHO'S WHO IN THE WORLD OF MUSIC

Spotlighting

- RECORD LABELS -and Their Top Artists Around the World
- MUSIC PUBLISHERS -and Their Song Hits Around the World
- RECORDING ARTISTS -and Their Record Wins Around the World
- JUKE BOXES -Products and Prospects Around the World
The GAYLORDS

**It Hurts Me Nuts—MERCURY**

The Gaylors are the latest in the line of black groups to break their ties with the R&B scene and jump into the pop mainstream. Their latest, a song that is sure to be a hit, has been released by Mercury Records.

**Matthias's All Stars**

The latest release from this pop group is** A+B**. The track is a hit and is expected to become a staple of the pop charts.

**Milk and Honey**

The title and lyrics from the Broadway production get updated on this release by the band. Their version is a crowd-pleaser and is likely to be a hit.

**LENNON SISTERS**

The Doves of Gracie—LIBERTY

This track is a hit and is expected to be a staple of the pop charts.

**Billy Cashier**

**What's the Good News—SING**

This track is a hit and is expected to be a staple of the pop charts.

**Good Music**

**Give Him Back—**

This track is a hit and is expected to be a staple of the pop charts.

**Peter Marc**

**Rusty Vox**

**That's What I Need**—CAPITOL

John's track is a hit and is expected to be a staple of the pop charts.

**Just Like You**

**That's a Touch of Class**—DECCA

This track is a hit and is expected to be a staple of the pop charts.

**Themes From**

**Memories and More**—HAYMARKET

This track is a hit and is expected to be a staple of the pop charts.

**DEKE ELLINGTON**

**Peter Pan—**

This track is a hit and is expected to be a staple of the pop charts.

**ROBBIE SMITH and DREAM WEAVERS**

**Woman—**

This track is a hit and is expected to be a staple of the pop charts.

**Kanye West—**

This track is a hit and is expected to be a staple of the pop charts.

**THE TRUTH**

**Rock N Roll—**

This track is a hit and is expected to be a staple of the pop charts.

**JOHNNY GIBSON**

**Modern**—**BIG SHOW**

This track is a hit and is expected to be a staple of the pop charts.
LIMITED SALES POTENTIAL

POPULAR
BENNY CANES
Song of the Wind (London), B-208
THE CHARLOTTE
She’s So Emotional (Traditions) 2:58 PALL 501
THE KITOKINS
And My Heart Goes Tumbling Down (Don Black, Pace), KJAD (Birmingham), D-1644
RUDY SHARPE AND THE SHARKERS
(EMI) 1:45--She’s Gonna Get Married (Milt Gabler, IMPERIAL) 1:17--SING ME A SONG (EMI) 2:06--SPREAD 2.
THE PRESIDENTS
I Do Love You Valle (ASCAP) 1:46--Hot Teddy March (Valle), ASCAP (2:09), WARNER BROS. 31939.
THE GOLDTONE
If I Had The Wings of An Angel (Martin Berman, B-240) (c) I'm So Lonely (Martin Berman, B-241), V-V 1961
RAV AND LIMAR
Won’t Do (Melodie, R-825), Make Up Your Mind (Melodie, B-207), COPA 318 A-B.
THE EBBITIDES
LIONEL DAVID
The Greatest Mother (Melodie), R-201 (1:55) Ain’t That (Melodie), R-202, WARNER BROS. 2063.
BETTE STAINECKER
1 Bell (Cow潮, ASCAP), (2:30)...

You’ll Never Walk Alone (Williams, ASCAP), CONFORM 61.

ROGER SMITH
1 Believe I’m In Love (Bisley, ASCAP) 2:34--You and Your (Carte, BISLEY 746)
THE ESCORTS
(Benson, CR 125) You’re For Me (and I For You) (Jayson, CR 124)
ROGER SMITH
1 Believe I’m In Love (Bisley, ASCAP) 2:34--You and Your (Carte, BISLEY 746), BISLEY 746
THE MIGHTY POOL
1 I’m A Man and Not a Mouse (Carte, ASCAP) 1:46--Will You Be My Gal No More (DONALD 104).

COUNTRY & WESTERN
DOT BOWING
Give Me Some ROOM (EMI) 1:17--Raising Your Children (EMI) 1:25--EMI 128.

WESLEY
Let Me Be a Little (Las Vegas, B-65) 1:16--Let Me Be a Little (Las Vegas, B-65) 1:16--Las Vegas 159.

BOB BELLINGES
FEATURING BURL CLARKE (Fraternity, ASCAP)--Your Special Christian Angel (Burl Clark, ASCAP) 2:30--NEW ENGLAND.

LILLIAN BROOKS
Tell Me True (Fraternity, 2:21) 1:05--TELEGRAPH 591.

BOB BELLINGS
FEATURING BURL CLARKE (Fraternity, ASCAP)--Your Special Christian Angel (Burl Clark, ASCAP) 2:30--NEW ENGLAND.

MODERATE SALES POTENTIAL

LATIN AMERICAN

**BOB ROGERS
**Vince Valadaires En Yete Pia Cohoe** (EMI 12969)

**FOLK**

**BOB GIBSON AND BOB CAMP**

**DOCUMENTARY**

**THE SIT-IN STORY**

VARIOUS ARTISTS, 1965, WARNER BROS. 5502.

**SPECIALTY**

**SPANISH SHORT STORIES**

Inge de Rooy-Djohk, FOLKS 1963.

**CIRCUS CARNIVAL CALLOPE**

Anita Fenie AMID 308 (Ches-N Morrison).

Record Firms Tie With TV Programs

NEW YORK—The TV networks and record manufacturers are working together lately on three-day tie-up promotions. Verve Records released an album, "Chicago and All That Jazz," last week to help pre-preview NBC-TV’s show of the same title, which will be aired on the "Da Mont Show of the Week" next Sunday (26). The show will feature the historic jazz artists called together McKenty—Conn’s Chicagoan and 20 other jazz artists, with Gerry Mulligan on an as-yet-unknown artist. Decca is issuing a de luxe album this week with NBC-TV’s Project 20 show, "The Coming of Christ," which will be the label for the second consecutive year December 20. The album, in production for seven months, features the complete half-hour show track with narration and original orchestra scores, plus an elaborate book 

"...It's a Good Feeling To Be Needed"

"Breaking Big on the Johnathan!"

"TUFF"

ACE CANNON

"Consumer Alert"... "where there's more business, there's a businesspaper."
COIN MACHINE OPERATING

COIN MACHINE OPERATING

COIN MACHINE OPERATING

Changing Times

Effective with this issue of Billboard Music Week, the Coin Machine Price Index, a regular feature in this publication for more than a decade, is being replaced with the Coin Price Index.

Base difference between the two is that the former carried commodities, which were paid for in cash and averaged market prices, while the new list carries both used and current equipment, but with no prices.

The Coin Price Index in past issues has attempted to obtain, if it was still possible to publish a used equipment price list which would be an accurate guide of operating costs on machines, but, as we mentioned from Boston, we would continue to publish prices. However, due to the many varying specifications for coins and coinage, the price of a given piece of equipment may be $500 in one market and $100 in another. The same piece of equipment may be worth only $100 in a third market. To publish a price of $500 might be statistically accurate, but it wouldn't mean too much extra in the areas where the price was actually selling for $200.

Originally, The Billboard published high and low market prices for each piece of used equipment. The spread between the two was often so great that the buyer would insist on the lower price.

Two years ago, an improved formula for determining used equipment prices was devised. Distributors were polled each month. Each distributor would list the current market price for each type and condition in which he represented that machine.

The figures were weighted geographically, and the national average was published.

And while the published figures probably came close to the true national average, the range in individual quotes on the equipment was at times, fantastic. Hence, on the same piece of equipment, a St. Louis distributor would write and say our published price was $10 per unit while a St. Louis distributor in a neighboring city would complain that it was $50 per cent less. Both were right, and so was the national average.

Overseas readers would check the Coin Machine Price Index and would write to us inquiring why the price was advertised in the same, the same. For without the publisher having the same, the same. For without the publisher having the same, it would have been a coincidence. For how can the publisher of an index or a magazine any matter, of course, publish prices? For given average, the same. For without the publisher having the same, it would have been a coincidence. For how can the publisher of an index or a magazine any matter, of course, publish prices? For given average, the same. For without the publisher having the same, it would have been a coincidence. For how can the publisher of an index or a magazine want, of course, publish prices? For given average, the same. For without the publisher having the same, it would have been a coincidence. For how can the publisher of an index or a magazine want, of course, publish prices? For given average, the same. For without the publisher having the same, it would have been a coincidence. For how can the publisher of an index or a magazine want, of course, publish prices? For given average, the same. For without the publisher having the same, it would have been a coincidence. For how can the publisher of an index or a magazine want, of course, publish prices? For given average, the same. For without the publisher having the same, it would have been a coincidence. For how can the publisher of an index or a magazine want, of course, publish prices? For given average, the same. For without the publisher having the same, it would have been a coincidence. For how can the publisher of an index or a magazine want, of course, publish prices? For given average, the same. For without the publisher having the same, it would have been a coincidence. For how can the publisher of an index or a magazine want, of course, publish prices? For given average, the same. For without the publisher having the same, it would have been a coincidence. For how can the publisher of an index or a magazine want, of course, publish prices? For given average, the same. For without the publisher having the same, it would have been a coincidence.

The dangers of depending solely on national averages has also been a source of worry. By means of local averages, a newcomer to the business has a new dress. It also has Page 1 regional record-breaking news which may be buying power for given average, the same. For without the publisher having the same, it would have been a coincidence.

This concept, in part, determined our policy in discontinuing the current Price Index in favor of the Inventory List. It will list in all, the previously published listings and prices, as well, complete listings of current inventory and any games and a complete clearing of prints.

Originally, have chosen the first issue of the newly designed BWM for the launching of the Inventory List. From here on in, it will be a regular weekly feature.

Distributors: What are your used equipment prices? BWM carries 70 per cent of all coin machine distributor advertising. Best way to determine used equipment prices in your area is to check advertised prices. If a game or jaxx box is actively traded in your area, it should be reflected in the area.

Over the years, the Coin Machine Price Index has been a service to operators and distributors. It is being dropped because under the new format, it is no longer a service. If the used equipment market ever becomes stabilized to the point where equipment prices are more comparable, this Index may be revived. Another, BWM would indeed consider restoring the Price Index. However, as long as the crypto-quick price pattern exists, the best guide is the used equipment listings in the advertising columns of BWM.

United Bows Latest UPD 100 Machine

CHICAGO—United bowed its new UPD 100 jaxx box here last week featuring monaural and stereo UPD 100 models, two dual pricing systems and optional play stimulator equipment.

The machine is similar to the previous model, but has a redesigned cabinet and several mechanical improvements. UPD 100 (monaural) and stereo (UPD 100S) models are 100 selection machines.

The new cabinet has a wood-grained finish, revamped from panel and grills featuring a mosaic motif. Half-dollar chute and accumulator are standard. The selection process—already tested and refined in the business by United’s Roy Krakenstein—has been speeded up by 10 per cent.

Play stimulator can be set at 20, 30 and 40-minute intervals. The stimulator mechanism has 15,150 inch dual cone speakers in the cabinet, making the monaural has a single speaker.

Both machines can be used with a qualified supplier. United is now introducing dual volume for its synchronous drive distinguished from a stepless system.

Other equipment in the line includes wall speakers, wall box, paging system and side-up-a-way.

Weinand to Williams Company

CHICAGO — Art Weinand, a Chicago coin machine business and previously director of sales for Chicago Electronic Manufacturing Company, has joined Williams

Sum Stern, Williams president, said: "Art is a man of much talent and ability. We have no doubt whatsoever that he will strengthen the Williams distribution team."

Stern added that Weinand will apply his knowledge and experience to the nature of the business. The company, he said, will have been working on things for which it seems to be going to be in demand.

Weinand, who joined Williams in 1954, was also with the Bally coin machine business with Rock-Ola Manufacturing Company, which he joined in 1952, after leaving the jaxx box manufacturing firm for 16 years and was his father's business, Jack Bally.

After a brief stint as publisher of Vending Age, in association with Bill Berk, he joined Chicago Dynamic Industries as director of sales in 1970.
The machine that will bring in extra profit for small operators is this 264 flat pack product. The Oak also comes equipped with standard equipment on each machine. Measuring 29 1/2" high, 26 1/2" wide and 17" deep, this machine will refuse coins when inserted and equipped with an Ac- key lock and a lock protector. Available with a 25c or 50c coin mechanism. Wall hinge (pat. pend.) simplifies loading.

The SUPER SIXTY
Capsule Vendor*

The ultimate in quality Capsule Merchandising.
Vends any item which can be placed in a capsule.
Sc, 10c and 25c.*

*With QUICK-TACH at slight extra cost.

BIRMINGHAM VENDING COMPANY
480 Second Avenue East, Birmingham, Alabama
Phone: FA 1-7256

Money-Bags Op Moves
His Cash With a System

DENVER — Doing a $10,000-
year business from 600 1-cent
and 5-cent vending machines
means a lot of heavy change to
handle — on, veteran bulk op-
erator Frank Thorwald, here, has
to systematize this aspect of
his business, as well as every
other.

Thorwald, who specializes in
supermarkets and super drugstore
locations, has found that the best
way to get along with the bank
is to handle huge quantities of
pennies, nickels and dimes, and
the

Oak's Sanitary Vendor
available at RAKE COIN MACHINE EXCHANGE
60 South Dante Street
Pittsburgh 22, Pa.
Walnut 5-1916

"Stock Is Always on Hand"

The machine is both attractive and
satisfactory. It will accommodate
up to 100 coins, each of 1-cent,
5-cent and 10-cent denomination.

DENVER — Doing a $10,000-
year business from 600 1-cent
and 5-cent vending machines
means a lot of heavy change to
handle — on, veteran bulk op-
erator Frank Thorwald, here, has
had to systematize this aspect of
his business, as well as every
other.

Thorwald, who specializes in
supermarkets and super drugstore
locations, has found that the best
way to get along with the bank
is to handle huge quantities of
pennies, nickels and dimes, and
the

Oak's Sanitary Vendor
available at RAKE COIN MACHINE EXCHANGE
60 South Dante Street
Pittsburgh 22, Pa.
Walnut 5-1916

"Stock Is Always on Hand"

The machine is both attractive and
satisfactory. It will accommodate
up to 100 coins, each of 1-cent,
5-cent and 10-cent denomination.

DENVER — Doing a $10,000-
year business from 600 1-cent
and 5-cent vending machines
means a lot of heavy change to
handle — on, veteran bulk op-
erator Frank Thorwald, here, has
had to systematize this aspect of
his business, as well as every
other.

Thorwald, who specializes in
supermarkets and super drugstore
locations, has found that the best
way to get along with the bank
is to handle huge quantities of
pennies, nickels and dimes, and
the

Oak's Sanitary Vendor
available at RAKE COIN MACHINE EXCHANGE
60 South Dante Street
Pittsburgh 22, Pa.
Walnut 5-1916

"Stock Is Always on Hand"

The machine is both attractive and
satisfactory. It will accommodate
up to 100 coins, each of 1-cent,
5-cent and 10-cent denomination.
NYBVA Plans Big Drive for New Members

NEW YORK — Members of the New York Bulk Vendors Association last week laid plans for a membership drive, with plans calling for distributor co-operation to line up new operators.

The group also discussed methods of stopping the use of bingo chips as clips in bulk vending machines. While the Treasury Department has warned manufacturers of these clips and to change their design so that they may not be used as clips in vending machines, some manufacturers have not complied with the directive.

Present at the meeting were Nat Gordin, Hy Berman, Art Blanco, Lou Ellis, Dick Goldstein, John Caruso, Irving Bookchin, Pete Erving, Aaron Klein and Sid Nollezgarten.

\textbf{Legislative, Legal Theme Key Raynor Florida Bulk Op Talk}

CHICAGO — Milton T. Raynor, National Vendors Association legal counsel, will speak on legislative and legal problems at a special meeting of the Florida Bulk Vendors Association to be held Saturday, December 2, 4 p.m., at the Polly D'Avia Restaurant, Miami Beach, Fla.

The meeting is being organized by Meyer Abeles, Oak Sales of Florida, head of the newly formed Florida group. All operators in the state are being urged to attend.

\textbf{What's Missing!}

\textbf{Take A Look At Your Machines.}

\textbf{Are Your Gimmicks VACUUM-METALIZED?}

Do you have enough GOLD, SILVER and VACUUM-METALIZED color shining here?

Or, have your Machines lost their Sparkle, Dazzle, Brightness and Shine?

Only VACUUM-METALIZED GIMMICKS can Sparkle, Dazzle, Brighten Up Gimbles and Shine.

\textbf{We Have the Factory That VACUUM-METALIZES}

We will have a display of samples. They look like the real thing, because they are VACUUM-METALIZED.

\textbf{Samples on Request}

\textbf{SAMBEL EPPY & CO., INC.}

915-15 144th Place, Jamaica 35, N. Y.

\textbf{P L E A S E HELP FIGHT MUSCULAR DYSTROPHY}

\textbf{MUSCULAR DYSTROPHY ASSOCIATIONS OF AMERICA, INC.}

176 West Madison St.
Chicago 5, Ill.

\textbf{OUR GOOD CUSTOMERS ARE RING HAPPY...}

... and no wonder!

4 Styles Stone Rings @ $4.95 per M

5 Styles Stone Rings @ $10.00 per M

13 Styles Stone Rings @ $12.50 per M

7 Styles Copyrighted Flicker Rings @ $13.50 per M

De Luxe Ring Mix of all — only $17.75 per M

\textbf{BIGGEST PROFITS GUARANTEED}

\textbf{VICTOR 2000}

Capacity 2,000 Balls of 100-Count Gum

\textbf{STEIN, Heart Are Hot Charm Items}

NEW YORK — George Eppy, vice-president of Samuel Eppy & Company, reports brisk action on the new two-tier bulk machine stand featuring chrome legs, DuPont acrylic finish shelves and heavy duty plastic leg tips is being introduced by Bob Kantor's Confectionary Sales company here.

The stand holds four from six machines and is priced at $8.75 for a model equipped with heavy seven for a six-unit model. Shelves are of heavy oak with acrylic fronts.

A special feature is its tip-proof design, states Kantor. Special lock nuts are used to eliminate stand loosening. Special hardware for easy coin removal is available for $1.50. The stand can be assembled in three minutes, Kantor says.

\textbf{HELP YOURSELF TO MORE VENDING PROFITS}

\textbf{OUR HARD-WON網絡 network}

\textbf{帮您赚取更多财富}

\textbf{萧邦中国有限公司}

1534 Mission Street, Pittsburgh 3, Pa.
investigate the relationship between GEMA and the AVL, representing the artists.

GEMA is accused of exercising the economic power of a monopoly while enjoying the freedom from State supervision of a fraternal organization.

Heretofore the operators are emphasizing in their appeal to the cartel office, GEMA alone has collected juke box royalties. The understanding here is, that according to the operators, that GEMA controlled complete rights to the music.

Out of GVL Dispute

Now, however, the GVL is claiming royalty payments for the artists, and GEMA has dissociated itself from the GVL-ZOA dispute, stating it is acting on behalf of the composers and authors but not the artists.

ZOA is asking the cartel office to investigate the position of the artists and their relationship to GEMA.

The phonograph operators are pursuing a strategy in their appeal of GEMA to the cartel office, contesting the monopoly and demanding that the government, as well as, considering the economic implications of the copyright society's economic power.

In effect, ZOA contends that GEMA is stifling the music trade by establishing a monopoly, and thus bringing economic power to a large number of companies.

In ZOA's successful in having GEMA branded a monopoly, the operators association then, in a position to demand that the cartel office appoint a commission to analyze GEMA's royalty scale, before looking into a fair scale of fees.

Juke Box Feud Abolition

ZOAs has just begun a drive to abolish the per-box fixed fee. At present, the operators pay per capita per box per day, irrespective of the type of box or location.

GEMA demands that this practice be abolished, and that a sliding system of fees by instituted, adjusted to the type of box, the type of geography, and geographic area.

The operators are also demanding that the cartel office look into the question of discrimination in GEMA's fixing of fees. ZOA is complaining primarily that juke boxes are not required to pay royalties while television sets are exempted, and that these fees are used for commercial purposes.

Specifically, ZOA complaints that in numerous areas of the West Germany taverens have installed TV sets in connection (for in theory "complementing") juke boxes. The result is that most of the evening the juke boxes are silent as patrons concentrate on TV. Yet, the juke box pays a GEMA royalty but the TV set pays nothing.

APPOLO GOOD-WILL JUKE HIKES ACS COIN PROFITS

DENVER—When does it pay to spot a phonograph which shows collections of only from $4 to $45 per week?

Sam and Dan Keys, of Apollo Music Company here, have an answer. It's a Wrangler 100 selection phonograph installed in the large volume location at Lowry Air Force Base, east of Denver. Here, where many transient personnel, stationed in their aircraft, and to enjoy a brief meal, play has reached $5 per week, the highest rate reported in the area, and it is steadily increasing.

Nevertheless, Apollo Music Company gives the machine the same service as prime locations in popular bars, cocktail lounges, bowlers, and similar spots. There are four to five record changes every two weeks, the phonograph is kept Gleaming, with a well-plotted maintenance plan. The reason is simply that by providing juke box music in the large volume-operative category, the Keys brothers have created the sort of good will which has led to invaluable aid in amusement machine and phonograph locations throughout the big Air Force base. Games, in the three large service clubs, show and outstandingly good return, so much so that there is continuous competition for the locations among all Denver operators.

This tremendous importance to show extra-co-operation and good-will building service to the powers that be. The Keys brothers, according to the Keys brothers, instead of demanding a set return from a juke box in such a cafe, the Keys brothers merely ask that airmen get the best in music music the year, a fact which never fails to impress the base management.

The DOUBLE-SIDE DISK

Two-sided disc may be expected from the following records. For the juke box operators limited to 100 to 200 sides per machine, they represent maximum programming effectiveness. Records listed here both have sides which attract at least the minimal interest ratings. See Spotlight Reviews for additional information on double-play disks.

N THE MIDST OF A FALL "CELEBRATION" GROUPS OF YOU AN EXPRESSION OF PERIOD" GIVE THOSE 50,000 MEMBERS IN THE AREA GIVE THE \"OCTOBER CELEBRATION\" IPONE-BY-ONE TO GIVE THE OCTOBER CELEBRATION A TURN FOR THE BETTER.

Evelyn F. Smith

Riviera Operators Ask

CANNES, France—Juke box operators in this plush Riviera resort are petitioning SACEM, the French copyright society, for a revision of the royalty rating system.

The operators claim that the present system of royalties is proving unworkable because of drastic fluctuations in the Riviera tourist trade and the influx of tourists from abroad.

SACEM charges Riviera operators on the basis of the population of the city plus an aperitif on the location and the number of tables on the premises.

None of these factors are a realistic measurement for juke box operators. Riviera operators claim in recent years, they point out, the Riviera has experienced an influx of tourists from colder climes, and the summer season is an exception of bad weather.

This, as well as the economic climate of the Riviera, has prompted many bistros to inflate the price of their aperitifs to attract the tourist trade.

Under the present population-aperitif-table formula, Riviera operators are asking for a revision on the basis of individual operators or groups of operators having roughly similar operating set-ups.
Wurlitzer Co. Sales for Second Quarter Are Up 10 Per Cent

CHICAGO — Wurlitzer second-quarter sales were $9,464,768, up 10.3 per cent over the sales of $8,573,662 for the quarter a year ago, R. K. Roloff, president, announced.

Net earnings for the second quarter were $107,622, equal to 12 cents per share on $90,291 shares compared with earnings of $165,191, or 19 cents per share on $88,776 shares reported for the second quarter of 1960.

Sales for the first half of the current fiscal year (April to September) increased to $163,154,120 compared with $166,094,528 for last year. The net loss for the six-month period was $49,588 compared with earnings of $244,498 for the six-month period a year ago.

Uptown in Business

Roloff said that while net earnings for the second quarter were lower than a year ago, September earnings were greater than last year.

World Wide Dist. Service School Hosts 42 Clients in Windy City

CHICAGO — Some 42 operators, servicemen and collectors representing 14 different firms attended a Service School held by the Wide World Distributing Company here last week.

The trade also met Harold Freeman, newly named national sales manager for World Wide. Freeman, in his early 40's, is a coin machine veteran having operated here for about 12 years under his name, Games By Kent.

The World Wide Service school was divided into two parts. One session was for pinball operators for collectors on maintenance and simple repairs was traded by Dr. Paul H. Kahn, New York, and Newbell Belsam, both Wide World engineers.

Session for Mechanics

A separate session for mechanics was conducted by Charles (Chuck) Gates, Seeburg field engineer. Hosting the session from Wide Wide were Joel Stern, president, Leonard Mose, Fred Storl, Harold Freeman, Sam DiPierro, Don Phillips and Howie Freer, the firm's Dorothy Caetano was hosted for the evening, serving refreshments to the group.


CHICAGO — Chicago Coin's new Red Dot bowler features a hair of entirely new game concepts — Red Dot and Super Strike — plus four of the firm's more familiar game versions.

Up to six players can play at a time. The Red Dot game revolves around three large dots or flashing lights. The lights change for each player and the games' score for strikes and spares depends on the number of dots lit. The lights change after each player shoots. Operators can also put in a jack so the light stays the same for each player but only changes at the end of a frame.

Score Range

The red dot scores range from 200 for spares and 300 for strikes with no red dots lit, to 500 for spares and 900 for strikes with three red dots.

With Super Strike, players receive 300 for strikes and 200 for spares. If the player wants to take a chance, he can press the "strike be bust" button, which then gives him 600 for a strike but only the pin score for spares or less.

The other four games include: "300" Champ, 30 for strikes and 20 for spares, players continue shooting until someone hits 300. Player getting a strike shoots again, so conceivably, the first player up could hit 300 and end the game before the other players get up to shoot.

Admiral Vending Corporation, Chicago, has begun deliveries of its Fortune Theater series.

The unit features interchangeables packages of performance staged on a stage house by a 20 by 14 by 12-inch cabinet. The patron inserts a nickel, gets a 30-second performance on the stage, then receives a fortune cord. More than 100 different packages (some of them are pictured above) are available.

One in the Happy Bartender, who shakes a drink, pours it into a glass and downs it while his face turns red and smoke comes out of his ears. The mechanism operates up to two months on two standard flashlight batteries.

Texas Operators in Rural Areas Convene to Discuss 10-Cent Play

By O. R. ALLEN

DALLAS—Coin machine operators in the smaller towns and in the rural areas of this section have scheduled a meeting to discuss plans for promotion and stimulation of 10-cent, or three for 25-cent, music play.

Among the operators scheduled to attend the meeting are H. K. Lyde, Lyde Amusements, Sherman; W. D. Wiggins, Wiggins Music, Jefferson; H. F. Hare, Hare Amusements, Sanger; T. A. Jordan, Jordan Music, Sanger; Leonard Mose, Mose Amusements, Sanger; and J. P. B. Smiley, Smiley Amusements, Sanger.
LOUIS ROASBERG'S NEW ORLEANS NOVELTY COMPANY moved to a new quarters recently, giving firm some 20,000 square feet of floor space, compared to 1,200 square feet in the old building. Over $85,000 was spent remodeling the building and warehouse facilities. Ample parking is provided. The building is the largest New Orleans expressway, making the quarters easily accessible from any point in the city. Exports and imports will be a large portion of the firm's business.

Sammons Saves Man Hours With Anti-Flu Bug Shots for Workers

MEMPHIS—George W. Sammons, president of Sammons-Pennsylvania Company, has found the solution to the influenza problem which hits every fall and winter and pains a number of people in the sickbeds for about a week.

Other distributors with employees may want to use Sammons' solution.

He had a physician friend come by and give his 15 employees at Sammons-Pennsylvania C o m p a n y and Game Sales, Inc., flu shots.

Then two weeks later the doctor came by and gave the second shot.

Two shots are required to immunize a person against flu. Sammons said the shots have paid off for him.

"If a $110-a-week man gets flu he's out for a week," he said. "With the shots, saving one man from the sickness more than pays for them from the cost standpoint."

The shots cost $2 each, will probably be more in other sections. Total cost for Sammons is $60.

Main saving, of course, is in getting work done which could not otherwise be done if an employee or employees are off sick.

The main thing, of course, Sammons said, is the humanitarian aspect in preserving his employees' health, and that of his own.

"I'm the first to get a cold and the flu every winter," said he. "I don't know why, as I've been getting the shots."

W.B. Music Sells AMI, Rowe Units

CHICAGO—W.B. Music Company, with headquarters in Kansas City, Mo., has been named to handle AC Automatic's full line of AMI joke boxes and background music units and Rowe vending machines for Kansas and Western Missouri.

W.B. is headed by Harry Silverberg, assisted by Stan Weiss. The firm also handles many large game lines. W.B. will stock a full line of AMI's merchandise as well as offering complete parts and service.

The Kansas territory was formerly handled by American Music Company, Manhattan, Kan. Eastern Missouri will continue to be handled by AC Central Distributing Company, St. Louis.

Announcement was made last week by Tom Sum, AMI's joke box sales head.

Texas Operators

Continued from page 51

jump to 10 cents or three for 25 cents in phonograph play is accomplished by changing the cost of records and labor.

Union, retail operators have been able to keep their phonograph play to 3 cents, although in most cases a box was taken. However, though, the inflationary trend has made these losses too large to continue to bear.

Along with this increased cost caused by inflation, the retail operator is also faced with longer distances between locations and thus with higher travel expenses than in the urban counterpart.

Game Profits

For several years games, money makers all along, have been fluctuating the profits of the owners have allowed the joke boxes to continue playing at the 5-cent rate. Now, though, it is the intention of the retail operators to let the phonographs pay their own way.

Location Effort

Most of the operators have made an effort to attract the viewers of the locations. These will be given an explanation and reasons for the cost increase. The problem, from the point of view of the operator, will be explained to them, as will the 10-cent rate advantage to operators and the location owners.

Not too much objection to the hike is anticipated from the location owners, operators believe, because they will realize that most of the things which they sell in their places of business are also increased in cost over the past several years.
To Investigate Outdoor Jukes

Gary, Ind.—A proposed ordinance regulating the outdoor use of juke boxes was the subject of a public hearing held by the city council for Tuesday (21). Introduced by Councilman George Ferber, the proposed ordinance would prohibit the operation of the machines after 11 p.m., when in use in connection with a public restaurant.

The proposal was passed on first reading last week. It will be eligible for a final vote after the hearing tomorrow. A reported federal grand jury inquiry of the conditions under which such a bill would be offered to the city council in neighboring Hammond a few years ago has failed to materialize as yet. The present of the investigation has been predicted by The Hammond Times, the city's only newspaper. Convened September 27 for a look into the incomes of some civic politicians, the jury recessed indefinitely (August 8) with plans for re-examination of the deliberations in November. The panel is meeting in the U.S. District Courthouse in Hammond.

Midwest

OUT MINNESOTA WAY

Sundler Distributing Company, Minneapolis, has been making plans to take over the Wurlitzer line in Wisconsin, according to Fred Sundler, head of the firm. Sol Rose, sales manager, was in Milwaukee looking over sites for an office there. At the same time Sundler, past president of the Twin Cities Tobacco and General Merchants Association, has been looking for an office location in Davenport, Ia., which the firm plans to open. Another son of Sundler, Roy, continues to be a star on the football team at Grinnell College, Grinnell.

Outstate operators in the Twin Cities recently were Gordon Hemborg, Moore Lake, Minn.; Stan Brandt, New Rockford, N. D.; Pujo Bolster, Baldwin, Wis.; Jim Stanfield, Winona, Minn.; Ben Wein, Benndale, Minn.; John Cooper, Duluth, Minn.; and Gordon Woram, Marshall, Minn.

Jim Christiansen of Jim's Record Shop, St. Paul, and Herman Warms, operator at Salem, S. D., spent a week-end hunting pheasants in South Dakota. Ted Laws, 31, of L. & M Sales, Minneapolis, died October 23 of a heart ailment. Survivors include his widow, Maxine; son, Jeffrey; daughters, Judith and Jill; all of Minneapolis; mother, Mrs. Eva Laws; sister, Mrs. Audrey Pearlman, Mrs. Art Rose and Misses Pearl and Janet Laws, all of Los Angeles.

Some operators in the Twin Cities are concerned about the turnover of location owners such as at beer taverns and cocktail lounges.

Slack business and competition have caused a constant turnover of operators, the say. In addition, the operators are faced with competition in cigarette machines from wholesalers who are able to offer more attractive terms. Some locations, the operators noted, are even buying their own cigarette machines.

NEWS NOTES FROM DETROIT

Henry C. Lenke, who operated the Lenke Coin Machine Exchange here for about 40 years, is returning to the field handling novelty sales for Gem Sales Company. He is contemplating establishing a route of bulk vendors somewhat after the first of the year. Mrs. Lenke, who was long known to people in the industry, is now well on the road to recovery after serious illness and surgery.

Carl Dingwall, owner of the Detroit Record Company, has supplied machines as well as product to the vending trade, returned from his Northwestern Michigan hunting expedition with his full quota of both geese and deer. He is planning a Christmas vacation with his family in Clearwater, Fla., where his father-in-law lives.

Ervin B. Moss, secretary-treasurer of the Music Operators, Inc., and head of M-E Music Company, has just returned to his desk after convalescing from a heart attack July 19. He is putting in about half time at the office now, and taking steps to revive the association activities. . . . Fred Chilson, executive director of the Detroit Shuffleboard Association—which includes all types of games operators in its jurisdiction as well—is back from a short visit to New York City.

Thomas J. Dewberry, director of Leagues for the Detroit Shuffleboard Association, and Fred Chilson, executive director, represented the local industry at the National Licensed Beverage Association meeting held at the Hotel Astor in New York City, Waldemar W. Watzke, who has operated the Ace Vending Market from a downtown Milwaukee Avenue location for a number of years, is expanding his operations with organization of the new W.J. Vending Company, with Glenn James, a newcomer to the industry, as a partner. He will keep both firm names active, operating a route of cigarette vendors, as well as other vending equipment. He is currently operating the W. J. Snow White Lemonade, which he claims to be the first of its type-operated dry cleaning establishment in Detroit.

BILLY BILLBOARD WIRE

Hal Reeves.
LUCKY HOROSCOPE
5¢, 10¢, or 25¢ Play
• National Coin Rejector in each chute
• Two Coin Returns
• Easy to Load—Holds approx. 1,000 tickets
Size: 18" x 8'6" x 6' Wgt. 20 lbs.

MID-STATE CO.
2710 Milwaukee Avenue
Phone: Dickens 2-4644
Chicago 27, Illinois

Joe Ash says...
CONTACT THE LARGEST DISTRIBUTOR
FOR PINBALL GAMES IN THE WORLD!
Exclusive Spithill and Bluebird Distributor
Pennsylvania, South Jersey and Delaware

ACTIVE AMUSEMENT MACHINES CO.
666 N. Broadway, St. Louis, Mo.
Phone: River 5-5126


COINMEN IN THE NEWS

TODAY

Continued from page 53

MILWAUKEE MISH-MASH

Jerry Glassman, manager of the 34th Street Radio Doctors one-stop, is back on the job following surgery. Stop-ins this week included these operators: Bill Nelson, Nelson Record Shop, Racine; Roger Bookmiller, Green Bay, and Miller Music, Menasha. ... The Milwaukee Coin Machine Operators’ Association is planning a Christmas party for its members. Jerome (Red) Jaquemet, Red’s Novelty Company, has been named to head the party committee. ... Contractors are busy at work remodeling and enlarging the S. L. London Music Company headquarters. More space is being provided for the parts and service department. New stuffer in the S. L. London vending sales department is William Lewis, who formerly was a salesman for a liquor distributor. ... Office Manager Nate Victor is preparing for his winter vacation in Florida during the early part of December.

Frank Bartnik, Bum’s Music, almost came cropper recently while trying to fly a private sea plane in Pennsylvania. Flying over a strange territory, with darkness coming on, he observed caution by setting down in a pasture. He landed safely, but couldn’t get the plane out of the soft turf the following day. He left the plane there and plans to return shortly to put wheels on it and get it skyborne.

Clarence Smith, Milwaukee Amusement Company, hit the newspapers recently. He has started legal action to collect a $500 loan from a former location owner. If received heavy press play because the claim is against a man who is currently a State assemblyman. ... Harry Jacobs Jr. reports he has set up several dealers for the Tall-A-Tone background music setup. The list includes Mel Maloney, Green Bay, and Lou Allgood, Kenosha. ... Woody Johnson, former general manager of United, Inc., was a visitor here briefly this week. He flew in from Tucson, where now he lives. He is the area manager for Muncie.

P. P. & Distributing Company has closed down its Avenue Arcade. According to Bob Pencio, traffic has dwindled due to street enforcement of a recently passed law restricting people under 18 from entering arcades without parents. ... Operators are buying the new 90-cents disks, but not in depth, reports Joe Jarmusz, Record City counterpart. But the demand is up in sales for refills in the old coin-in machines. Stop-ins included Les Hues, Regal Music, and Baraboo Coin. Benn Ollman.

Mutoscope’s Four Stations Meet

NEW YORK—The International Amusement Dealer’s Congress will display four coin machines at the annual convention of the National Association of PennyArcade Dealers at the Sherman Hotel.

Larry Galente, Mutoscope president, said that the firm’s photo machine will now work on tape and be set up as an audition booth. Mutoscope’s plastic laminating machines in production for six months, will also be there to demonstrate.

In the vending line, Mutoscope will exhibit a toilet hose dispenser. Also new in the vending line is the firm’s insurance dispensing machine, which will vend policies of national insurance firms.

The firm is moving to new head- quarters at 11-12-44th Street, Long Island City. The building, owned by Mutoscope, has 7,000 feet of manufacturing space on the ground floor and 800 square feet of office space on the second floor.

S.M. Execs Win Puerto Rican Trip

MEMPHIS—Alan Dixon, vice-president and general manager of S. M. Distributing Company, and Earl Montgomery, secretary-treasurer, are in Puerto Rico on a two-week all-expense-paid trip they won for selling phonographs.

The men sold the quota set by the factory to win the vacation. They planned to spend five days in Puerto Rico and the rest of the time on two other islands fishing and sight-seeing.

JUKE BITES HAND THAT IT FEEDS

NORWALK, Conn.—Occupational hazards for juke box repairmen are generally not too grave, but Jesse Austin, a local routeeman recently came up with a whopper. When a juke box at Harry’s luncheonette went out of order, Austin was called to make the necessary repairs. The machine was a highboy, with a drive unit in the basement of the location. Austin was hard at work, when a patron dropped a coin in the wall box upstairs and caused the unit to blow. The record carriage then slid all over, causing a mess. The serviceman was rescued by Patrolman Smith and Patrolman George Monroe, who, after 40 min-

CINEMA THEATRE NEWS

A new hit...by Games, Inc.

TWIN TIM BUC

116 WAYS TO SCORE

A new feature!
LIGHT THE NAME
FOR ADDITIONAL FREE PLAYS

IT'S A TWIN LET'S BOTH PLAY

ORIGINATORS OF REALLY UPRIGHT ELECTRIC FREE PLAY SCORING GAMES

Distributed by MICKEY ANDERSON AMUSEMENT CO.
314 E. 11th St., Erie, Pa. Glendale 2-3207

A new hit...by Games, Inc.

TWIN TIM BUC

116 WAYS TO SCORE

A new feature!
LIGHT THE NAME
FOR ADDITIONAL FREE PLAYS

IT'S A TWIN LET'S BOTH PLAY

ORIGINATORS OF REALLY UPRIGHT ELECTRIC FREE PLAY SCORING GAMES

Distributed by MICKEY ANDERSON AMUSEMENT CO.
314 E. 11th St., Erie, Pa. Glendale 2-3207

A new hit...by Games, Inc.

TWIN TIM BUC

116 WAYS TO SCORE

A new feature!
LIGHT THE NAME
FOR ADDITIONAL FREE PLAYS

IT'S A TWIN LET'S BOTH PLAY

ORIGINATORS OF REALLY UPRIGHT ELECTRIC FREE PLAY SCORING GAMES

Distributed by MICKEY ANDERSON AMUSEMENT CO.
314 E. 11th St., Erie, Pa. Glendale 2-3207

A new hit...by Games, Inc.

TWIN TIM BUC

116 WAYS TO SCORE

A new feature!
LIGHT THE NAME
FOR ADDITIONAL FREE PLAYS

IT'S A TWIN LET'S BOTH PLAY

ORIGINATORS OF REALLY UPRIGHT ELECTRIC FREE PLAY SCORING GAMES

Distributed by MICKEY ANDERSON AMUSEMENT CO.
314 E. 11th St., Erie, Pa. Glendale 2-3207

A new hit...by Games, Inc.

TWIN TIM BUC

116 WAYS TO SCORE

A new feature!
LIGHT THE NAME
FOR ADDITIONAL FREE PLAYS

IT'S A TWIN LET'S BOTH PLAY

ORIGINATORS OF REALLY UPRIGHT ELECTRIC FREE PLAY SCORING GAMES

Distributed by MICKEY ANDERSON AMUSEMENT CO.
314 E. 11th St., Erie, Pa. Glendale 2-3207

A new hit...by Games, Inc.

TWIN TIM BUC

116 WAYS TO SCORE

A new feature!
LIGHT THE NAME
FOR ADDITIONAL FREE PLAYS

IT'S A TWIN LET'S BOTH PLAY

ORIGINATORS OF REALLY UPRIGHT ELECTRIC FREE PLAY SCORING GAMES

Distributed by MICKEY ANDERSON AMUSEMENT CO.
314 E. 11th St., Erie, Pa. Glendale 2-3207

A new hit...by Games, Inc.

TWIN TIM BUC

116 WAYS TO SCORE

A new feature!
LIGHT THE NAME
FOR ADDITIONAL FREE PLAYS

IT'S A TWIN LET'S BOTH PLAY

ORIGINATORS OF REALLY UPRIGHT ELECTRIC FREE PLAY SCORING GAMES

Distributed by MICKEY ANDERSON AMUSEMENT CO.
314 E. 11th St., Erie, Pa. Glendale 2-3207

A new hit...by Games, Inc.

TWIN TIM BUC

116 WAYS TO SCORE

A new feature!
LIGHT THE NAME
FOR ADDITIONAL FREE PLAYS

IT'S A TWIN LET'S BOTH PLAY

ORIGINATORS OF REALLY UPRIGHT ELECTRIC FREE PLAY SCORING GAMES

Distributed by MICKEY ANDERSON AMUSEMENT CO.
314 E. 11th St., Erie, Pa. Glendale 2-3207

A new hit...by Games, Inc.

TWIN TIM BUC

116 WAYS TO SCORE

A new feature!
LIGHT THE NAME
FOR ADDITIONAL FREE PLAYS

IT'S A TWIN LET'S BOTH PLAY

ORIGINATORS OF REALLY UPRIGHT ELECTRIC FREE PLAY SCORING GAMES

Distributed by MICKEY ANDERSON AMUSEMENT CO.
314 E. 11th St., Erie, Pa. Glendale 2-3207

A new hit...by Games, Inc.

TWIN TIM BUC

116 WAYS TO SCORE

A new feature!
LIGHT THE NAME
FOR ADDITIONAL FREE PLAYS

IT'S A TWIN LET'S BOTH PLAY

ORIGINATORS OF REALLY UPRIGHT ELECTRIC FREE PLAY SCORING GAMES

Distributed by MICKEY ANDERSON AMUSEMENT CO.
314 E. 11th St., Erie, Pa. Glendale 2-3207

A new hit...by Games, Inc.

TWIN TIM BUC

116 WAYS TO SCORE

A new feature!
LIGHT THE NAME
FOR ADDITIONAL FREE PLAYS

IT'S A TWIN LET'S BOTH PLAY

ORIGINATORS OF REALLY UPRIGHT ELECTRIC FREE PLAY SCORING GAMES

Distributed by MICKEY ANDERSON AMUSEMENT CO.
314 E. 11th St., Erie, Pa. Glendale 2-3207

A new hit...by Games, Inc.

TWIN TIM BUC

116 WAYS TO SCORE

A new feature!
LIGHT THE NAME
FOR ADDITIONAL FREE PLAYS

IT'S A TWIN LET'S BOTH PLAY

ORIGINATORS OF REALLY UPRIGHT ELECTRIC FREE PLAY SCORING GAMES

Distributed by MICKEY ANDERSON AMUSEMENT CO.
314 E. 11th St., Erie, Pa. Glendale 2-3207

A new hit...by Games, Inc.

TWIN TIM BUC

116 WAYS TO SCORE

A new feature!
LIGHT THE NAME
FOR ADDITIONAL FREE PLAYS

IT'S A TWIN LET'S BOTH PLAY

ORIGINATORS OF REALLY UPRIGHT ELECTRIC FREE PLAY SCORING GAMES

Distributed by MICKEY ANDERSON AMUSEMENT CO.
314 E. 11th St., Erie, Pa. Glendale 2-3207
Chicago Coin's New Puck Bowler Has The Whole Industry Talking!

Introducing Two of The Newest and Hottest Play Features Ever Created In 1 Game!

Red Dot

6 Games In 1

6 Can Play

Red Dot Scoring featuring "Flashing Dots"

Plus

Super Strike Scoring with "Strike or Bust" feature

How To Score - Red Dot Feature

<table>
<thead>
<tr>
<th></th>
<th>Red Dot</th>
<th>Strike</th>
<th>Spare</th>
</tr>
</thead>
<tbody>
<tr>
<td>None</td>
<td>0</td>
<td>300</td>
<td>200</td>
</tr>
<tr>
<td>One</td>
<td>500</td>
<td>700</td>
<td>400</td>
</tr>
<tr>
<td>Two</td>
<td>700</td>
<td>900</td>
<td>500</td>
</tr>
</tbody>
</table>

Super Strike Feature

1. For Super Strike press "Strike or Bust" button before shooting.
2. Super Strike scores 600.
3. Missed Super Strike scores pin count only.
4. Normal strike scores 300.
5. Spare scores 200.

Double Size Tamper Proof

All Steel Cash Box

Colorful Cabinet and Scoreboard

10¢ per player!

Imagine!

Red Dot and Super Strike

Plus 4 Popular "Play-Proven" Ways To Play

"300" Champ

20-30 scoring. Continuous Strike feature.

Flash-O-Matic

Exciting, high scoring feature. Features Skill and Timing!

Regulation

Standard ABC scoring. Perfect game 300 points!

Life-O-Matic

Plays two ways—Mystery or Progressive. Perfect score—8400 points!

With "Triple Gold Pin" Scoring

Continental

5 Games In 1

Triple Gold Pin Flash-O-Matic "All Strike" Regulation "200" Champ

Ask Your Distributor About Chicago Coins Games...

There's A Type And Size For Every Location

Adjustable 10 or 15 Balls Per Game!

Pro Hockey

4 Ways To Play

Ways To Score

1. Single Ball Play
2. Advance Play
3. Build Up Play
4. Automatic Play
BUY! METAL TYPERS
VENDING ALUMINUM IDENTIFICATION DISC
WHY! 1. LIFETIME INCOME
2. MONEY-MAKING OPERATION
ONLY 18"x18"
STANDARD METAL TYPERS, INC.
1218 N. WESTERN AVE.
CHICAGO 22, ILL.
(312) 447-2545

PRICES REDUCED
BIG BALL BOWLERS
Bally Challenger .................. $595
Pan American .................... 495
CC King ......................... 295

MISCELLANEOUS
Condor, new .................... $ 60
Skill Cords ..................... 65
5 Bally Bikini, new ............... Phone
5 Bally Skill Real .................. 65
5 Bally Bike Kiddy Rides ........ 395
Rock-Ola Model 1455 ........... 295

GUNS, ARCADES, SHUFFLES
1 CC Shoot the Clown, $200  League Leader
1 Wm's, Hercules ................. 200  Baseball ................ $ 75
3 Shoot the Bear ................ 100  Motorama ................ 150
1 B. Derby Gun ................. 225
1 B. Mean Raider ............... 225
1 Un Sky Raider ................ 150  Bally Official Jumbo .......... 425
1 Medal, Shoot O' Gold ......... 225  2 Dodge City .................. 375
25 POOL TABLES WITH SLATE TOPS, $75.00 & Up

Send for our list of Vending Machines  Black Drink  Hot Drink  Cigarettes  Candy.
WANTED IN TRADE
Bally Bingo and Bally Slot Machines.
REDD DISTRIBUTING COMPANY, INC.
Algonquin 4-4040

NOVEMBER 20, 1961
S.M.'s Hot Sales of Rock-Ola Compact
MEMPHIS—Kaye Perry, vice president of S.M. Distributing Company, game and phonograph distributors, reported brisk sales of the new compact Rock-Ola 160 for Princess model after a recent showing.
He said they took 40 percent of the equipment in stock on trade. Perry said his company has made good sales to operators in Memphis and the Mid-South this year of a new model and in a number of years.

A. J. Rosebrugh, Coin Executive, Dies.
SAN FRANCISCO — Funeral services for A. J. Rosebrugh, president and general manager of A.J. Rosebrugh Company, were held Tuesday at 11 a.m. in nearby Burlingame. He died in his sleep Saturday night (11).
A native of the East, Rosebrugh had lived on the Coast for a number of years. Prior to joining the amusement industry, he was district manager for the San Francisco area.
He joined the R. P. Jones staff 18 months ago.

BUY THE BEST—BUY WILLIAMS
4 PLAYER
with the FABULOUS MOVING TARGET
HIT IT AND SCORE 50 OR 100 POINTS
"MISS" IT AND SCORE 1 POINT
A REAL SKILL SHOT!

Order today from your Williams DISTRIBUTORS!
4245 W. FILLMORE ST.  CHICAGO 24, ILLINOIS

A PROPHECY
an endless chain of
A PROMISE
profits shall be yours

WHERE IT'S HOT ON THE COAST

Scott-Crosse Moves To Newer Quarters
PHILADELPHIA — Abe Wil- lson's Scott-Crosse Company will move to new quarters at 1723-25 Fairmount Avenue here next month. The new building will have more frontage and a larger showroom and display area than the present quarters.
When the local Bally distribu- tor and a major exporter of games, will have a separate export section and a parts and service section in the new building.
Indiana Ops Seek Location Law

Clariication of the store license law which poses the threat of ruin to many operators, will also be sought by legislation, if necessary. $3.50 Fee

Indana opera requires a store license for every retail store. The fee is only $3.50 for one store.

But the fee graduates with each additional store of common ownership. Thus 20 or more stores are expected to pay a $150 annual license fee for each outlet.

The Store License Division of the Indiana Department of Revenue ruled earlier this year that a store license must be obtained for each piece of vending equipment when the stop at which it is installed is without a store license.

But the last of the straws which threaten to break the seemingly unbreakable back of the Hoosier operator is the revived "blue law," which, if enforced comprehensively, could bring Sunday extinction to coin-operated machines — and a possible seven-day extinction to their owners.

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

This complete issue is being read by over two and half times more international readers all over the world than all other U. S. music trade publications combined.

For full information how you can receive Billboard Music Week promptly each week at new low cost — use coupon attached.

Circulation Mgr.
Billboard Music Week
1564 Broadway
New York 36, N. Y.
U. S. A.

Please tell me the new, low-cost one (1) year subscription fee to Billboard Music Week for the next 32 weeks via first class mail.
Includes instructions how I easily can pay for my subscription in any foreign currency.

Name [please print]

\[ home \]

Address \[ business \]

City \[ Country \]

My Business is

GOTTLIEB'S

Latest and Greatest of the Add-A-Ball Games!

Spectacular light box animation draws players like a magnet. Score additional ball and the clown in the light box juggles large white ball. Add-A-Ball extended play feature holds players interest for continuous repeat play. Result: More and more coins in the cash box. And remember, our time-tested cabinet design incorporates stainless steel moldings and chrome corners to provide a clean, "new game" appearance forever.

• Skillful play adds an unlimited number of balls to each game
• Each time 1 to 4 rollovers are made, player receives additional ball
• Each rollover light corresponding pop bumper
• Target adds 1 ball when green and yellow spots are in line
• Scoring 2,000 points adds 1 ball
• Now roll feature penalty: 1 ball plus ball in play — then play continues

SEE YOUR DISTRIBUTOR FOR A DEMONSTRATION

D. Gottlieb & Co.

3140-36 S. KOSTNER AVENUE • CHICAGO 31, ILLINOIS

It's Always Possible to Operate Gottlieb Games
<table>
<thead>
<tr>
<th>Record Label</th>
<th>Artist</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capitol</td>
<td>Frank Sinatra</td>
<td>In the Wee Small Hours</td>
</tr>
<tr>
<td>Columbia</td>
<td>Ella Fitzgerald</td>
<td>The Lady Is a Tramp</td>
</tr>
<tr>
<td>Decca</td>
<td>Benny Goodman &amp; His Orchestra</td>
<td>West End Blues</td>
</tr>
<tr>
<td>Decca</td>
<td>Artie Shaw</td>
<td>Begin the Beguine</td>
</tr>
<tr>
<td>Decca</td>
<td>The Ink Spots</td>
<td>Over the Rainbow</td>
</tr>
<tr>
<td>Decca</td>
<td>The Ink Spots</td>
<td>Screen Door</td>
</tr>
<tr>
<td>Decca</td>
<td>The Ink Spots</td>
<td>Why Don't You Do Right</td>
</tr>
<tr>
<td>Decca</td>
<td>The Ink Spots</td>
<td>Twistin' the Night Away</td>
</tr>
<tr>
<td>Decca</td>
<td>The Ink Spots</td>
<td>Splish Splash</td>
</tr>
<tr>
<td>Decca</td>
<td>The Ink Spots</td>
<td>I Fell in Love with a Girl</td>
</tr>
<tr>
<td>Decca</td>
<td>The Ink Spots</td>
<td>This Love of Mine</td>
</tr>
<tr>
<td>Decca</td>
<td>The Ink Spots</td>
<td>Sentimental Journey</td>
</tr>
<tr>
<td>Decca</td>
<td>The Ink Spots</td>
<td>Down Hearted Blues</td>
</tr>
<tr>
<td>Decca</td>
<td>The Ink Spots</td>
<td>Amapola</td>
</tr>
<tr>
<td>Decca</td>
<td>The Ink Spots</td>
<td>Stormy Weather</td>
</tr>
<tr>
<td>Decca</td>
<td>The Ink Spots</td>
<td>Always</td>
</tr>
<tr>
<td>Decca</td>
<td>The Ink Spots</td>
<td>April in Paris</td>
</tr>
<tr>
<td>Decca</td>
<td>The Ink Spots</td>
<td>Remember Me</td>
</tr>
<tr>
<td>Decca</td>
<td>The Ink Spots</td>
<td>Nobody Knows You When You're Down and Out</td>
</tr>
<tr>
<td>Decca</td>
<td>The Ink Spots</td>
<td>Don't Be That Way</td>
</tr>
<tr>
<td>Decca</td>
<td>The Ink Spots</td>
<td>I'm in the Mood for Love</td>
</tr>
<tr>
<td>Decca</td>
<td>The Ink Spots</td>
<td>In the Mood</td>
</tr>
<tr>
<td>Decca</td>
<td>The Ink Spots</td>
<td>He's in Love</td>
</tr>
<tr>
<td>Decca</td>
<td>The Ink Spots</td>
<td>Maytime</td>
</tr>
<tr>
<td>Decca</td>
<td>The Ink Spots</td>
<td>Dreaming of You</td>
</tr>
<tr>
<td>Decca</td>
<td>The Ink Spots</td>
<td>I'm Getting Sentimental Over Marlene</td>
</tr>
<tr>
<td>Decca</td>
<td>The Ink Spots</td>
<td>I Want a Holiday for Vera Louisa Smith</td>
</tr>
<tr>
<td>Decca</td>
<td>The Ink Spots</td>
<td>A Visit to a Rainy Window</td>
</tr>
<tr>
<td>Decca</td>
<td>The Ink Spots</td>
<td>I'm Confessin'</td>
</tr>
<tr>
<td>Decca</td>
<td>The Ink Spots</td>
<td>Pillow Talk</td>
</tr>
<tr>
<td>Decca</td>
<td>The Ink Spots</td>
<td>A String of Pearls</td>
</tr>
<tr>
<td>Decca</td>
<td>The Ink Spots</td>
<td>These Foolish Things</td>
</tr>
<tr>
<td>Decca</td>
<td>The Ink Spots</td>
<td>Walking in the Rain</td>
</tr>
<tr>
<td>Decca</td>
<td>The Ink Spots</td>
<td>So Long, Farewell</td>
</tr>
<tr>
<td>Decca</td>
<td>The Ink Spots</td>
<td>Waiting for the Sun to Come Out</td>
</tr>
<tr>
<td>Decca</td>
<td>The Ink Spots</td>
<td>Good Night, Sweetheart</td>
</tr>
<tr>
<td>Decca</td>
<td>The Ink Spots</td>
<td>You Are My One Pleasure</td>
</tr>
<tr>
<td>Decca</td>
<td>The Ink Spots</td>
<td>I'm Going to Love That Woman Someday</td>
</tr>
<tr>
<td>Decca</td>
<td>The Ink Spots</td>
<td>I'm Falling in Love with You</td>
</tr>
<tr>
<td>Decca</td>
<td>The Ink Spots</td>
<td>I'm Blue (Jealous Again)</td>
</tr>
<tr>
<td>Decca</td>
<td>The Ink Spots</td>
<td>I'm Just Wild About Harry</td>
</tr>
<tr>
<td>Decca</td>
<td>The Ink Spots</td>
<td>I'm Flying Home</td>
</tr>
<tr>
<td>Decca</td>
<td>The Ink Spots</td>
<td>I'm Getting Sentimental Over Mary</td>
</tr>
<tr>
<td>Decca</td>
<td>The Ink Spots</td>
<td>If You Were the Only Girl (In the Whole Wide World)</td>
</tr>
</tbody>
</table>
| Decca        | The Ink Spots | If You're in My Heart (You Are)

In December, Billboard magazine featured many holiday-themed records. Here are a few examples:

- "The Christmas Song" by Harry Belafonte
- "White Christmas" by Bing Crosby
- "Rudolph the Red-Nosed Reindeer" by Gene Autry
- "Santa Claus Is Coming to Town" by Red Grange
- "It's the Most Wonderful Time of the Year" by Judy Garland
- "I'll Be Home for Christmas" by Frank Sinatra

These records were popular during the holiday season and helped create festive atmospheres in homes and public spaces. Billboard's coverage of the music industry during this time period reflects the cultural significance of the holiday season in the United States.
Another terrific testimonial to the play-promoting power of the Wurlitzer "Ten Top Tunes" feature! Into the Niles Club went a Wurlitzer 2500 with this proven play stimulator. Despite the competition of the World's Series, football and the deer season... receipts more than doubled.

The greatest percentage of all the coins that poured in were half-dollars.

Introduce this fantastic Wurlitzer combination to your locations. It'll prove to be to your financial advantage!

Look to Wurlitzer for leadership.

The Wurlitzer Company
North Tonawanda, New York
105 Years of Musical Experience
By popular demand
a New
ELVIS
single #7968

("TWIST" SPECIAL)
ROCK-A-HULA BABY
CAN'T HELP FALLING IN LOVE

45 RPM
RCA VICTOR
47-7968

Released by
POPULAR DEMAND
from
ELVIS'
ALBUM
BLUE
HAWAII

A PARAMOUNT PICTURE
A HAL WALLIS
PRODUCTION

Rock-A-Hula Baby ("Twist" Special)
c/w Can't Help Falling in Love

(From Elvis' New Album "Blue Hawaii" LSP/LPM-2426.) Order this sure-fire seller. From the soundtrack of Elvis' great new picture, "Blue Hawaii." Produced by Hal Wallis for Paramount Pictures. Extra! Movie opens Thanksgiving week nationwide. Look for it!

RCA VICTOR
®The most trusted name in sound