PAGE ONE RECORDS

* NATIONAL BREAKOUTS

RUNAROUND SUE, Dion, Laurie
KIRKLAND, Edith, Original Dixieland Jazz Band, M. Rossa, MGM
JOAN BAEZ, Vol. II, Vanguard

NEW YORK — A check of retail outlets across the nation indicated the first onset of holiday album business in several key areas. In the singles field, a rash of strong breakthrough occurred, particularly noticeable in such far-flung areas as the Midwest, New York and Dallas. Heavy breakthrough in New York, long regarded as a following market, is a result of the situation in Pittsburgh, which has not lost its status as a breakthrough point. A total of 24 sides achieved local breakthrough rank. One single, Ray Charles "Unchain My Heart" on ABC-Paramount, scored as a national breakthrough, and to a total of four albums made the national breakthrough category (see adjacent chart).

* NEW ACTION LP's

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

MONOPHONIC

BERLIN MELODY, Billy Vaughn, Dot
LAST NIGHT, Mar-Kay's, Atlantic
BRISTOL STOMP, Dorsey, Parkway
SUBMARINE SURF, Impey, Kay
BY SPECIAL REQUEST, Jackie Wil- son, Brunswick
FLESSTO, Tony Orlando, Epic
BEST OF STEVE LAWRENCE, ABC-Paramount
BIG BAND PLAYS BIG HITS, St. James Library
BIG BAD JOHN, Jimmy Dean, Columbia
SOUND-33-MM, Eq Light and Hi, Light w/Beany
NAT KING COLE STORY, Capitol

* LOCAL SINGLES BREAKOUTS

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

AFTER ALL...WE'VE BEEN THROUGH... — The Drifters, ABC-Paramount
BE SURE, BOY... — Paul Winfield, ABC-Paramount
LETTER FULL OF TEARS... — Chas'tis's Knight, Fury 1054
BOOK TO PARADISE... — Bobby Rydell, Cameo 201 (Love, New York)
I NEED SOMEONE... — Belmonts, Juke (New York)
TURN AROUND, LOOK AT ME... — Glenn Campbell, Liberty 1087 (American, Miami)
LITTLE MISS U.S.A... — Barry Manilow, ABC-Paramount 10268 (Aldon, Miami)
FLY BY NIGHT... — Andy Williams, Columbia 42199 (Sav- Lark, BMG in New York)
SOMETHING YOU'VE GOT... — Chubby Checker, E.P. 255 (Acapulco, BMG in Miami)
FLYING CIRCLE... — Frank Slay, Capitol 5015 (Clairidge, ASCAP in Miami)
LOSING YOUR LOVE... — Jim Reeves, RCA Victor 7652 (Time, BMG in Dallas)
NEIN NEIN FRAULEIN... — Cathy Carr, Mercury (Time)
THEME FROM KING OF KINGS... — Sinatra, Liberty 55372 (Rabbits, ASCAP)
DON'T WALK AWAY FROM ME... — Dee Clark, Jay 409 (Rooneum, BMG in NY)
NORMAN... — Sue Thompson, Hickory 1150 (Acapulco, BMG in Nashville, TN)
WANDERER... — Dion, Laurie 3115 (C-97577, Disney, ASCAP)
WALKIN' BACK TO HAPPINESS... — Helen Shapiro, Capitol (Time, ASCAP in London)
YOU'RE THE ONE... — Bobby Bland, Hi 44 (Lion, BMG in New York)
LADY'S A SAD WENCH... — Donny Hathaway, ABC-Paramount 10263 (Aldon, BMG in Miami)
JUST A LITTLE BIT SWEET... — Charlie Rich, Phillips 5772 (Keow, BMG in Chicago)
SOMETHING'S GONNA HAPPEN... — Freddy Cannon, Vee-Jay 4083 (Time, ASCAP in Los Angeles)
CUT IT JUST RIGHT... — Barry Manilow, ABC-Paramount 10266 (Aldon, BMG in New York)
CAN'T TAKE THE HEARTBREAK... — Mary Ann Fisher, Segway (Time)
UNIQUE DANCE... — Dave Brubeck, CBS Hillcrest 42255 (Davy, BMG in Miami)
FLYING BLUE ANGELS... — John Gary and Pilips, Epic 255 (Acapulco, BMG in Miami)
WOMEN IN HEAVEN... — Cherie Webber, Don 16270 (Pamper, BMG in Memphis)
TONIGHT... — Tex and the Laramides, Moore 20726 (Roadside, ASCAP in Nashville, TN)
PREVIEW OF PARADISE... — Dale Evans, Hi 3003 (Acapulco, BMG in New York)
GIVING YOU LOVE... — Rosemary Clooney, RCA Victor 4179 (Acapulco, BMG in New York)
LIAR... — Country Joe and the Fish, Clef 1073 (Cousins & Shoestring, BMG in New York)
JUST A LITTLE BIT SWEET... — Charlie Rich, Phillips 5772 (Keow, BMG in Chicago)
FOND OF ME AND MY GIRL... — Freddy Cannon, Vee-Jay 4083 (Time, ASCAP in Los Angeles)
FIND ANOTHER POOL... — Barry Manilow, ABC-Paramount 10263 (Aldon, BMG in New York)
CAN'T TAKE THE HEARTBREAK... — Mary Ann Fisher, Segway (Time)

Hot Knight In Philly

PHILADELPHIA—One of the hottest of the newer crop of singles here last week and which achieved definite breakthrough status, was Gladys Knight's 'Let- ter Full of Tears.' The new label, Report, was all the strong action the song was getting. A number of other disks which have already landed on the na...
### Top 150 Best-selling MONOaural LPs

<table>
<thead>
<tr>
<th>#</th>
<th>Title / Artist / Label</th>
<th>Weeks on Chart</th>
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<tbody>
<tr>
<td>1</td>
<td>&quot;uby At Carnegie Hall&quot; / Frank Sinatra / Capitol</td>
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<tr>
<td>2</td>
<td>&quot;e Al Jolson Show&quot; / Al Jolson / Victor</td>
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<tr>
<td>3</td>
<td>&quot;by at Carnegie Hall&quot; / Benny Goodman / Decca</td>
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<td>4</td>
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<td>&quot;e Al Jolson Show&quot; / Al Jolson / Victor</td>
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<td>10</td>
<td>&quot;e Al Jolson Show&quot; / Al Jolson / Victor</td>
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### Top 50 Best-selling STEREO LPs

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<th>#</th>
<th>Title / Artist / Label</th>
<th>Weeks on Chart</th>
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<td>&quot;ibe At Carnegie Hall&quot; / Frank Sinatra / Capitol</td>
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3 steps to increased profits with the new 7-inch record sensation

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

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

Unique Packaging—33 1/3 long playing 7-inch records are packed in plastic sleeves which can be hung on wall or pegboards via unique brass grommet. Package will also fit standard browser boxes. All designed for increased profits.

For complete details see your nearest Mercury distributor.
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<td><strong>HOT 100</strong></td>
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<td><strong>SONG</strong></td>
<td><strong>LABEL &amp; NUMBER</strong></td>
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<td>1</td>
<td>BIG BAD JOHN</td>
<td>1111</td>
<td>Henry Dimes, Columbia 42133</td>
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<tr>
<td>2</td>
<td>2222</td>
<td>RUNAROUND SUE</td>
<td>Slim, Lichten 3313</td>
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<td>3333</td>
<td>PLEASER POSTMAN</td>
<td>J. B. Ridge, Liberty 2507</td>
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<td>GOODBYE CRUEL WORLD</td>
<td>James Burke, Capitol 463</td>
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<td>FOOL</td>
<td>Maxine Brown, Decca 20014</td>
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<td>6666</td>
<td>BRISTOL STOMP</td>
<td>Dave Edmunds, Vegetable 57</td>
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<td>TOWER OF STRENGTH</td>
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<td>CRAZY</td>
<td>Petey Chen, Decca 2159</td>
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<td>TIME</td>
<td>Larry Strickland, Liberty 2523</td>
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<td>1010</td>
<td>THE FLY</td>
<td>Country Cocktails, Parkway NW</td>
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<td>11</td>
<td>1111</td>
<td>WALK ON BY</td>
<td>Lena Yolke Bae, Monument 746</td>
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<td>TONIGHT</td>
<td>Russet &amp; Tinker, United Artists 5717</td>
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<td>I UNDERSTAND (Just How You Feel)</td>
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<td>YOU'RE THE REASON</td>
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<td>THE TWIST</td>
<td>Chuck Wagon, Capitol 1438</td>
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<td>RUN TO HIM</td>
<td>D. B. Hines, Verve 2660</td>
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<td>A WONDER LIKE YOU</td>
<td>Nick Swanson, Imperial 2298</td>
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<td>I LOVE HOW YOU LOVE ME</td>
<td>Jimmy Swanson, Imperial 7176</td>
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<td>MOON RIVER</td>
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<td>I WANT TO THANK YOU</td>
<td>Shirley Alston, Atlantic 2154</td>
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<td>HIT THE ROAD JACK</td>
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<td>SEPTEMBER IN THE RAIN</td>
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<td>JUST OUT OF REACH (Of My Two Open Arms)</td>
<td>solid, Atlantic 2158</td>
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<td>GOD, COUNTRY AND MY BABY</td>
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<td>MOON RIVER</td>
<td>Henry Mancini, MCA Victor 7115</td>
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<td>LET THERE BE DRUMS</td>
<td>Bill Haley, Imperial 7776</td>
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<td>HAPPY BIRTHDAY, SWEET SIXTEEN</td>
<td>Clay Hulbert, Capitol 1472</td>
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<td>IN THE MIDDLE OF A HEARTACHE</td>
<td>Wanda Jackson, Capitol 4098</td>
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<td>EVERYBODY</td>
<td>Jack Neal, Imperial 7778</td>
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<td>SAD MOVIES (Mama Cry)</td>
<td>Hank Thompson, Mercury 5339</td>
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<td>Impressions, ABC-Paramount 10447</td>
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<td>I'M GONNA GET MY BABY BACK Home</td>
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<td>ROLL OVER BEETHOVEN</td>
<td>John Lennon, Capitol 1207</td>
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<td>IT'S ONLY A GOOD TIME WHILE IT LASTS</td>
<td>Jimmy Jones, ABC-Paramount 10417</td>
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<td>STOPMINT (Part 1)</td>
<td>Charly, ABC-Paramount 10418</td>
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<td>THE LION SLEEPS TONIGHT</td>
<td>Tom T. Hall, RCA Victor 7054</td>
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<td>3737</td>
<td>DON'T KNOW WHY</td>
<td>Linda Scott, Canadian-American 127</td>
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<td>LET'S TWIST AGAIN</td>
<td>Roy Orbinson, Monument 2167</td>
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<td>LANGUAGE OF LOVE</td>
<td>Lesley Gordon, Monument 5775</td>
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<td>PEPPERMINT TWIST</td>
<td>Fabian, Capitol 1442</td>
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<td>UP A LITTLE LACER</td>
<td>Sonny &amp; Cher, Monument 5776</td>
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<td>4242</td>
<td>EIGHTY SIX AND A HALF</td>
<td>Fletcher Henderson, ABC-Paramount 10448</td>
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<td>4343</td>
<td>ANYBODY BUT ME</td>
<td>Billie Holiday, Columbia 4635</td>
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<td>CANDY MAN</td>
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<td>YOU'VE SAID YOU CARED</td>
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<td>GOOD MAN</td>
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<td>EVERYBODY GOT SOME BUDDIES</td>
<td>Wilbert Ross, MCA Victor 7114</td>
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<td>SOMETHING</td>
<td>Peer Group, ABC-Paramount 10451</td>
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<td>WHEN THE BOY IN YOUR ARMS</td>
<td>Cissy Jones, ABC-Paramount 10452</td>
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<td>IT'S TOO DOOR TO KNOW</td>
<td>20th Century, ABC-Paramount 10453</td>
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<td>5151</td>
<td>THE WAY I AM</td>
<td>Eddie Fisher, Capitol 1211</td>
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<td>THREE STOPS FROM THE ALTAR</td>
<td>Louis Jordan, Decca 2651</td>
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<td>5353</td>
<td>WELL, I DON'T CARE</td>
<td>Orchestra, ABC-Paramount 10454</td>
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<td>5454</td>
<td>TAKE FIVE</td>
<td>Dave Brubeck, Columbia 4259</td>
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<td>UNCHAINED MY HEART</td>
<td>Billie Holiday, ABC-Paramount 10455</td>
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<td>5656</td>
<td>OLYMPIA BOY</td>
<td>Checkers, ABC-Paramount 10456</td>
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<td>5757</td>
<td>THERE'S NO ONE ELSE</td>
<td>Don Nelson, ABC-Paramount 10457</td>
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<td>5858</td>
<td>ON BENDED KNEES</td>
<td>Jesse Belvin, ABC-Paramount 10458</td>
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<td>59</td>
<td>5959</td>
<td>MY HEART BELONGS TO ONLY YOU</td>
<td>Jackie Wilson, Brunswick 76532</td>
</tr>
</tbody>
</table>

**BUBBLING UNDER THE HOT 100**

1. LETTER FULL OF TEARS: Gladys Knight and the Pips, Fury 1954
2. TURN ON YOUR LOVE LIGHT: Bobby Blue Bland, Duke 394
3. MY HEART: Ray Price, Capitol 1375
4. SEVEN DAY FOOL: Betty Jimes, Argo 4903
5. DON'T YOU KNOW: Dobie Gillis, RCA Victor 7055
6. DON'T WANT AWAY FROM ME: Don Drysdale, Don Jay 4906
7. STANDIN' IN THE NEED OF LOVE: Clarence Mann, Argo 5480
8. LOVE AFTER A PARTING: The Impressions, ABC-Paramount 10441
9. EYEDOPSY'S CRYING: Jimmy Beaumont, Hall 112
10. REVIEW OF PARADISE: Dinah Washington, Capitol 1371
11. PEPPERMINT TWIST: Danny Pepper and the Jumping Jacks, Capitol 500
12. TURN AGAIN: Brownie, ABC-Paramount 10233
13. BUT ON THE OTHER HAND: Ray Charles, ABC-Paramount 10246
14. FLYING CIRCLES: Frank Sinatra, Capitol 500
15. SONGS FOR THE LONELY: T. Bone Walker, Mercury 71066
16. TONIGHT: Joy and the Americans, United Artists 312
**Dot RECORDS**

**PROUDLY PRESENTS**

KEELY SMITH

with her greatest 2-sided release

**CAN'T HELP FALLING IN LOVE**

B/W

**YOU'LL NEVER WALK ALONE**

#16298

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### OTHER BEST SELLING SINGLES

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<thead>
<tr>
<th>Song Title</th>
<th>Artist</th>
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<tbody>
<tr>
<td>Mood Indigo</td>
<td>Louis Prima</td>
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<tr>
<td>Come Back To Sorrento</td>
<td>Billy Vaughn</td>
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<tr>
<td>Berlin Melody</td>
<td>Milt Rogers</td>
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<tr>
<td>Come September</td>
<td>Billy Vaughn</td>
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<tr>
<td>Let's Go Trippin'</td>
<td>Lawrence Welk</td>
</tr>
<tr>
<td>Lonely Road To Damascus</td>
<td>Louis Prima</td>
</tr>
</tbody>
</table>

### BEST SELLING ALBUMS

- **GOLDEN WALTZES**
  - *Dot 3260*
  - Billy Vaughn
- **SAD MOVIES & THE LENNON SISTERS**
  - *Dot 3358*
  - The Lennon Sisters
- **BERLIN MELODY**
  - *Dot 3368*
  - Billy Vaughn
- **THE MILLS BROTHERS' GREAT HITS**
  - *Dot 3157*

### NEW ALBUMS

- **MOON RIVER**
  - *Dot 3412*
  - The Andrews Sisters’ Greatest Hits
- **THE ANDREWS SISTERS’ GREATEST HITS**
  - *Dot 3406*

### CHRISTMAS ALBUMS

- **Merry Christmas**
  - *Dot 3212*
  - The Mills Brothers
- **CHRISTMAS WITH THE LENNON SISTERS**
  - *Dot 3314*
  - Louis Prima, Keely Smith
- **THE J. HALORAN SINGERS**
  - *Dot 3281*
  - Dr. Charles J. Kendall

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"THE NATION'S BEST SELLING RECORDS"
Goody: Protect Retailers
In Event of LP Price Cut

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

By REN GREVATT

NEW YORK — A large and prominent disk retail outlet here has complaints to make to the protec-
tive dealers in the event of any price cut by the record dealers, Sam Goody, in making the moves, was believed to be reflecting widespread apprehension within the dealer fraternity as to the possible ramifications of a price cut.

In a letter addressed to George R. Marek, vice-president and gen-
eral manager of RCA Victor Rec-
ers, Goody referred to rumors heard within the trade recently that "RCA Victor again contemp-
lates cutting the list price of RCA Victor records." Goody further stated that the factory refused to confirm the rumor, but a recently published interview with Marek, quoted that "they (prices) were still high and there is no reason to believe retailers concentrated on cutting pro-
duction costs.

Referring to the time of the last general LP price cut in the albums of last year, Goody stated that as a result of the manufacturers' failure to protect dealers on floor stocks, he took a claimed loss of "close to $400,000." Goody continued: "We have no desire to be hurt, but we feel we have been. We therefore call on you to afford us an opportunity to protect our selves in the event of a price cut, and ask you to realize what is happening to dealers who are concentrating on covering the holiday and post-holiday periods, we are entitled to an expression of your own. If a price cut is announced to the public, will de-
alers be protected?

Music Matters

Goodby added that he was sending similar letters to executives of Columbia Records and other companies in the industry to note, among the majors each auction or later follows the other's lead.

Instead to the letter, Victor executive Richard A. Kopf said in a letter that would be sent to the RCA Victor retail manager in charge of the album business in Chicago, the company had held the price in the 1962 annual convention in Florida. The exact date and time will be de-
determined at the next meeting of the Armada Executive Board, which is expected to be held here in mid-1963.

Prominent on the agenda of the Board meeting are the record prices. It has now been six months since the first Armada price increases, which took place in December 1962, con-
stanting, to the nature of the meeting and the time to be held.

Armada Proxity Talmadge re-
duced the price of a single to $3.00, and the price of a record, which to the price of a film, the price of a record, which to

Hillard WB

A.R. Director

HOLLYWOOD — Jimmy Hillard, veteran major label artist and repertoire executive, last week was named Warner Bros. Records A.R.D. director. He had pre-
ciously held top a.r.d. posts with RCA Victor, Decca, Coral and Mercury. Recently, Hillard has been national advertising and sales manager for various record companies, but will now devote full time to the Warner Bros. Records A.R. course.

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- Coin Machine Operating

Paid Circulation This Issue 21,245
NEW YORK—Goodbye Cruel World," the latest LP recorded by Jimmy Darren for Colpix, which will be released on Friday, is the tenth ditty published by Al Nevins on the East Coast Personality Production firm subsidiary, to turn into a smash for the firm. It indicates that the young and three-year-old Nevins-Kirshner organization, in addition to their publishing wing, also is composed of a managerial, talent locating and record production department.

ERIC GARNER CLOSE UP IN SWING
ABC-Paramount ABCS 305 (Stereo & Mono)—Gar- ser's new album will go all-out on advertising, promotion and motion pictures. The album is a good one, with the latter the point the Nevins-Kirshner firm receives a royalty from 10 percent on any records they produce for a dike.

Interesting aspect of the Nevins-Kirshner production firm is that it has a string of hot young writers on their roster. They include: Jay Babcock, Jack Keller, Barry Mann, Carol King, Gerry Goffin and Paul Kantner, Sylvia Weil, Mike An- thony, Art Kaplan, Brooks Arthur, Helen Miller, Fredric Scott, Lou Stimson, and Sid Jacobson and Don Robbins and Charles Aznavour. A copy of the record is scheduled for release on January 19 to 26. Firm has also two staff arrangers, Hal David and Al Sheiner.

Artha & Father, Rev. Franklyn, Sing Gospel On New Battle Albums
NEW YORK—Bill Grauer has further diversified his record business operation by adding a new Gospel label, the Artha Records, to his lengthy string of holdings, of which Riverside is the primary banner. The label was formed when the firm from Gospel producer Joseph Von Artha, former manager of the Gospel Produc- tions record company, joined forces with Grauer Productions’ Riverside label.

Seven albums will be released late this month. Three of the sets released will be from Grauer’s Detroit-based label, and in addition to the Reverend Frank- lyn and the church chorus and soloists, the sets will also be featured on a number of the sides. The label is currently a sub-label of the BMG Hot 100 on Columbia.

New Board Execs Of Int. Disk Men
NEW YORK—The names of 15 new executive board members for 1967 were announced recently at the International Record and Music Executives Convention Tuesday (28) at the Warwick Hotel.

Principal speaker at the event will be Fred Reiter, who is active in the European and South Amer- ican music markets. The organiza- tion’s new chairman, Walter Hae- rter, will be present for the first time at Tuesday’s meeting.

Leonard Joy, Vet A.R.K. Man, Dies At the Age of 65
NEW YORK—Leonard Joy, veter- an A.R.K. producer-director, died last week in Columbia Hospital of a heart attack, a victim of a diabetes con- tinued on page 14
Hot Knight in Philadelphia  
"Continued from page 1"

James Ray's "If You Gotta Make a Fool of Somebody" and "There's No Other," by the Sensations, "Let Me In" and "Puppy Love" were two hits in the Philly area.

Meanwhile, on other fronts here, a price war on LP's between Ray & Ray and Ketner's, which had subsided last week appears to have broken out once again and some dealers complained that the constant shuffling of labels between distributors is hurting sales of discs that might otherwise be strong.

One dealer, Mrs. Morton Kup", complained that since Dot left the Comcast distributor set up, she had been unable to get Dot records. The same thing applied, she said, to Prestige, which recently discontinued its arrangement with Marmal. She also commented that Ike and Tina Turner's "I'm Gonna Work Out Fine," was a solid hit for their store. Since then, she said, the sleeve label changed distributors and there is difficulty in getting in the Turner's latest, "Poor Fool," which she feels is just as strong, but out of the Matson label, which has taken over the line. Since Marmal is no longer the distributor.

Another dealer noted that the in-and-out album price war here has driven record prices as low as $1.59 on cream pop merchandise. Ketner's started the price war when it announced a "Top of the Pop" selection of LP's. Gimbels' then lowered the price another 35 cents to a $1.25 list. True to its motto of "No

New York Breaks 7 New Ones  
NEW YORK—This city has been marked in recent weeks, with strong selling new records this week. A total of seven new records, two hit albums and two singles have been hit albums (as reported by BMI last week) were "Josef Nester's Submarines," by the Nat King Cole Story, "Eddy Kraft's "Move a Little Bit Sweeter," Charlie Rich, "I'm Too Little, Too Little" and Little Jim Mann's "Find Another Fool." The Chicago music picture business, however, was still slow and although several records were moving fairly well but album business was still slow.

The 100 per cent guaranteed source from "King of Kings" and "Seven Days," and new "Texas" were making good radio and record shop business.

"Walking Back to Happiness," by The Ten String Band, was the second song to be headed for the top of the charts. Church's "Twist" recordings were selling very strongly. "The Pop" on AFO is in the same category. "Santas and the Unreachable" by Dickie Goodman won the WDIO record contest last week and is starting to get a little play in store sales.

4 New Singles Moving Well in Dallas Market  
DALLAS—Four breakouts appeared on the Texas Top 20 this week. AFO No. 99 in the "Hot 100" last week is still a strong seller as well as Bobby Darin's "Walking With My Angel" and "I'll Be There for You" by Etta James and "Lover, Lover, Lover" by Junior Parker. "I Love You" by Bobby Rydell, "Denise" by Tab Hunter, "You Do Me So Good" by Victor, Emmylou Harris and "Speak to Me Baby" by Carole King and David Brubeck's "Time Further" were other records making a strong showing.

Chi for New Rich, Mann Disks  
CHICAGO—Two new sides broke in what was a comparatively sluggish record market here last week. "I Was in Love with Little Billy" by Charles Rich, "I'm Too Little, Too Little" by Little Jim Mann (flip of "Find Another Fool") were the hits.

The Chicago music picture business, however, was still slow and although several records were moving fairly well but album business was still slow.

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Kenner & Blad  
"Continued from page 1"

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Monaural LP's

This Week Last Week Title, Artist, Label Wks. on Chart

1) CAMELOT Original Cast, Columbia KOL 5620 44
2) CAMELOT Original Cast, Columbia KOL 5620 44
3) PORTRAIT OF JOHNNY Johnny Mathis, Columbia CL 1644 13
4) TIME OUT Dave Brubeck, Columbia CL 1397 47
5) THE SOUND OF MUSIC Original Cast, Columbia KOL 5430 101
6) TV SING ALONG WITH MITCH Mitch Miller, Columbia CL 1628 25
7) SING ALONG WITH MITCH Mitch Miller, Columbia CL 1761 175
8) YOUR REQUEST SING ALONG WITH MITCH Mitch Miller, Columbia CL 1671 10
9) WEST SIDE STORY Original Cast, Columbia OL 2526 59
10) STARS FOR A SUMMER NIGHT Various Artists, Columbia PIA 1 25
11) SOMEBODY LOVES ME Ray Conniff Singers, Columbia CL 1642 11
12) SOUTH PACIFIC Original Cast, Columbia OL 4180 389
13) MY FAIR LADY Original Cast, Columbia OL 2909 294
14) WEST SIDE STORY Sound Track, Columbia OL 6570 5
15) JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133 186
16) MORE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1243 144
17) HEAVENLY Johnny Mathis, Columbia CL 1351 114

Stereo LP's

This Week Last Week Title, Artist, Label Wks. on Chart

1) THE SOUND OF MUSIC Original Cast, Columbia KOS 2083 89
2) CAMELOT Original Cast, Columbia KOS 2083 44
3) PORTRAIT OF JOHNNY Johnny Mathis, Columbia CS 8444 12
4) TIME OUT Dave Brubeck, Columbia CS 8192 16
5) YOUR REQUEST SING ALONG WITH MITCH Mitch Miller, Columbia CS 8471 9
6) TV SING ALONG WITH MITCH Mitch Miller, Columbia, CS 8428 24
7) SING ALONG WITH MITCH Mitch Miller, Columbia CS 8004 76
8) SOMEBODY LOVES ME Ray Conniff, Columbia CS 8442 11
9) MY FAIR LADY Original Cast, Columbia OS 2013 126
10) WEST SIDE STORY Original Cast, Columbia CS 2001 21
11) STARS FOR A SUMMER NIGHT Various Artists, Columbia PMS 1 25
12) WEST SIDE STORY Sound Track, Columbia OS 2070 2
13) MUCHO GUSTO! Percy Faith, Columbia CS 8439 6

Again, in 1961, The Company With The Largest Number Of Your Best Sellers! Columbia Records
The twistiest Twist of 'em all...

BILL BLACK'S COMBO

"The Untouchable Sound"

HIS 9TH STRAIGHT SMASH

--- POP ---

CLAP HANDS, HERE COMES CHARLIE!

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

BROADWAY SWINGS AGAIN

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

WHAT A PARTY

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

LET THERE BE DRUMS

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

DO THE TWIST

Ray Charles, Atlantic 8086 — The label has taken a lot of the older Ray Charles hits and packaged them together for this "Twistin'" album. Sides include " I Got a Woman," " What I Said" and " Leave My Woman Alone." On back of the LP is a chart showing how to do the Twist. Clever idea could help this one move.

--- JAZZ ---

THE CANNONBALL ADDERLEY QUINTET

Riverside RLP 288 — Adderley has two excellent jazzmen as added starters, outside his usual group on this new set. One is vibes player Victor Feldman and the other is pianist Wynton Kelly. Besides fine solos from the two guests, there are powerful solos by the leader on alto sax and his brother Nat on cornet. This figures to be another strong seller for Adderley.

COUNTRY & WESTERN

THE COUNTRY MUSIC HALL OF FAME

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

SPOKEN WORD

THE WORLD OF DOROTHY PARKER

Verve V 15025 — The rich wit and poignant commentary on life that marked Dorothy Parker's work for some 30 years are brilliantly represented on this LP, where the lady of letters reads from her own works. Besides four plays, the set also contains two short stories and a book review. All are packed with the very best of Miss Parker's compassion and humor.

SPIRITUAL

LITTLE RICHARD KING OF THE GOSPEL SINGERS

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

(Continued on page 24)

--- STANDOUT LABELS ---

STICK SHIFT

The Devil's Eve LP 2001 — The piano-based instrumental combo has had strong move with "Stick Shift," the tune that has become sort of a sound effect of hot rods. That swingin' upbeat blues is included here in the title tune along with "Twem" and "Guitar," in this, they link the blues with "Rockabilly," both sides featuring a real fine drum solo. Great record, and sets a real precedent for some potential it could provide. Not a bad excitement factor for teens.

LET IT BE ME

Original Cars, RCA Victor LSO 1664 — The George Goebel-Glen Curtis team didn't get rare release with "Let It Be Me," it's a real fine record. This album should pull some sales on the basis of the artist's ability in the sphere of his best. Great for the western music collector, the pleasure Lovers-infinitely more is handheld accessibility by Goku, Paul Stewart, Barbara Nicholas and Sam Lieber.

COCKTAIL TIME

Cesar Cordova, Decca DL 16158 (Stereo & Monoaural) — The Post of the Piano. Cesar Cordova provides a solid set of tunes to make the Most of a Night. The most amount of hits from Broadway and motion pictures is providing unique sound. Highlights include "The Second Time Around," "If Ever I Would Leave You," "When I Fall in Love" and "Never On Sunday." It's really good entertainment for any time at all, and the package should move well.

DOUBLE EXPOSURE

George Banks and His Orch, Decca DL 14042 (Stereo & Monoaural) — Arranged by George Kemables, it is a package with another set of tunes to catch. The band with backing, vital and swinging organization. The set is made with top-notch orchestral work. The arrangements, however, are bound to please almost anyone who delights in the big band sound. Stereo adoption is

(Continued on page 24)
SINGLES REVIEWS

DON SHIRLEY

Drown in My Own Tears (Jay & Cee, BMD) (2:15) — Shirley
turns in first, colorful piano solo work on the gospel-
flavored "Drown in My Own Tears." The flip features a
smoothly styled treatment of the spiritual with interesting
double-time rhythm background of Shirley's rock pianistic
riffs.Cudence 1409

PATTI PAGE

Go On Home (Pamper, BMI) (2:09) — Patti Page is back
on a "Tennessee Waltz" type kick here and she comes
through with a moving reading of this new weeper. It's
one of her best sides in a long time and could take off. Flip
is "Too Late to Cry" (Epic, BMI) (2:03). Mercury 71906

OBREY WILSON

That's Where Lonesome Lives (Cedarwood, BMI) (1:53) —
Obrey Wilson, a young chantey with a
strong pair of pipes, turns in an exciting performance on
this attractive rock ballad. Good arrangement helps. Flip
is "Whipping Boy" (Hill & Range, BMI) (2:17). Liberty 55594

JOHNNIE RAY AND TIMI YURO

A Mother's Love (Premise, ASCAP) (2:50) — I bet
LIEVE (Creswell, ASCAP) (2:22) — A powerful team
makes its debut. The thrust has been hit with her first
two singles and now she sounds in fine fettle again, paired
with Johnny Ray, just signed by the label. Ray sounds
much like his old self. Top side is a solid inspirational item
and the flip is a good reprise of Frankie Laine's old hit.
Liberty 55400

NINA AND FREDERICK

Mary's Boy Child (Schumann, ASCAP) (2:46) —
Little Donkey (Chappell, ASCAP) (2:50) — The smart
and stylish Danish couple have enjoyed a smash in Europe
with this calypso carol, which was also a hit here for
Harry Belafonte. It could do very well here. The flip is
another softly rendered carol with plenty of appeal.
Argo 5405

(Continued on page 29)

B/W

MY GIRL JOSEPHINE

2042
SLAY LEADS CIRCLE OF 9 MILWAUKEE BREAKS

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

Franz’s Skyline Ballroom was the most unusual, reversing the usual Milwaukee Christmas-pattern timing. The tune got initial response in Chicago last week, and is now showing up strong in Milwaukee.

Other break-ins include: “Nein Nein Frankie” by Cathy Carr on Shmash (a snappy rock and dance-sound cassette).

OTHER HOT TUES

“Preceding Page Top” by Adam Wade on Cord and “Turn Around Look At Me” by Glenn Campbell on Crest; “The Wanderer” by Dean on Louis hirt, that did “Something About the Way” by Steve Lawrence on UA.

Also breaking were “Motorcycle” by Tico and the Triumphs on Vee Jay, “Way Out” by the Americans on Am-Pak and “Walkin’ Back to Happiness” sung by the English through Helen Shapiro on Capital.

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

Some of the previous week’s picks that were continuing to sell well: “Dream Eyes,” Johnny Tillmon; “Till You Stop Waving,” Tommy Edwards, Basha; “Two Little Girls,” Billy Bass.

Big sellers in the area, already well-established, were: “Lion Sleeps Tonight,” The Turtles; “Little Bit of Love,” Vic Dana; “Your Ma Said,” Kenny Dino; “When I Fall,” Lantern (also strong in Chicago and getting good air play at disc jockey stations) and “When the Bell,” Connie Francis, and Jimmy Elledge’s “How Now, Brown Cow” on Vee Jay.

MINNEAPOLIS-ST. PAUL ROLLING SEVEN AGAIN

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

Stu and the Millers’ “Hickory and the Pilot” “Flying Blue Angel” on Cord were the top three covers last week.

The Disc was both also picked up by Louis on Liberty, “When the Bell,” and a local outlet in the Twin Cities, as well as a number of other discs.

The Pilot’s tune has been out about two weeks longer than the three covers, starting to take off. The Thompson tune is about two weeks old, and it started with the “Lion Sleeps Tonight.”

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Another big seller already established, well-entrenched on BMI’s charts was the Mop Top’s “Goody Gumdrops.”

Highbeam—“Commie Combo,” “Lulu’s List,” “Three Little Boys,” “Your Ma Said,” “When the Bell,” “Two Little Girls,” “Lion Sleeps Tonight,” and “Little Bit of Love,” Vic Dana (picked several weeks back), “My Name’s Not Other,” Crystal Tonight,” “Tombstone,” “When the Bell,” “On the Wall,” “I’m Going Crazy,” “I Can’t Help Myself.”

Other breaking tunes include: “Lion Sleeps Tonight,” The Turtles; “The Waltz You Saved for Me,” Ferlin Husky, and “Revenge” with BMI’s help.

A number of other tunes were being talked about, in particular: Night Train” by Tony Williams (stuffed Donny Boy”); Bryan Hyland’s “My Name’s Not Other,” Crystal Tonight.”

A number of other tunes were being talked about, in particular: “Night Train” by Tony Williams (stuffed Donny Boy”); Bryan Hyland’s “Wasn’t That Good?”; Dickie Valentine’s “Lion Sleeps Tonight”; and “The Bell” by BMI’s help.

Business in the Twin Cities is good, and indications are it will get better. The area is well-known for a buying binge. Most radio stations plan to start their Christmas music play list next week, according to most area performers.

A steady sizzler on BMI’s sheet for the past several weeks, it was re-issued as a single by BMI, and was sold by the trade to go all the way.

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THE BEST OF
THE FOUR FRESHMEN

THEIR BIGGEST HITS NOW IN ONE ALBUM #ST 1640
See Brown Move in D. C.

WASHINGTON — Maxine Brown’s "After All We’ve Been Through," on ABC was best seller among the 25 chart climbers here last week, in the wake of a New York breakout the previous week. The hit was Tina Turner’s "Poor Fool," on Sue, which hit the chart at No. 9 this week, also made a good showing.

Favorites, and big sellers among the top-10 chart tunes were, "A Certain Girl," by Ernie K-Doe on Mint, "I Know," by Barbara Georgi on AFO, and "The Lion Sleeps Tonight," on the Token on RCA, all having been previous breakout tunes here. The "Lion" is finally getting the red carpet treatment by local radio with heavy play.

"Three Steps From The Altar," by Stew and the Lineless on Holl, and "Everybody’s Gotta Pay Some Due," by the Miracles on MCA, will find plenty of business on the charts if Washington sales are an indication. "Greetings," by the Valadore on Miracle, is a Washington favorite, and "Never, Never, Never," by the Jive Five on Bel- tane, is beginning to crack the Top Ten here.

"Love Bound," by the Universals, was reported by one dealer to be among hit top sellers. Another dealer was making "very good" money with "My Wife Tree," by Jack Cheston on Word. "For the Love of Mine," by the Impalas on Checker, and "Letter F," by Gladys Knight on Fury.

Irvine Music reports holiday selling has been very hot, started them with, and salesman Cal Hackett saw new LP’s selling well there are Jimmy Smith’s "Midnight Special" on Blue Note, and Horace Silver’s "Stage Village Gate." The Smith album was also a big seller at Quality Music store. Todd’s Music Department downtown was making it best album sales with the solid senders: Elvis in Hawaii, Andy at Carnegie Hall, all of which are naturally those twisting twisters.

Protect Retailers

Cleveland Hit By Twisters

CLEVELAND—This market is twisting like many others with Chubby Checker’s two singles, "Let’s Twist Again," and "Jocky Dee’s Pepper-Mint Twist" all selling well. Most of these are on BMW’s "Hot 100" chart in strong positions. The Checker’s "Pepper-Mint Twist" by Dollar Peppermint is also moving well here as are Ronette and Parkway Twist LP’s, "Little Alton Boy" by Vic Dana on Dolton and Peppermint’s "Let’s Twist Again," which was number 1 for the first time. It is No. 99 on the "Hot 100" chart this week.

HQNemo’s "Twist" singles by both Jerry Butler and Henry Manne are doing exceptionally well this week with the fisk playing downtown, Mancini’s LP, "Breakfast at Tiffany’s," No. 13 on BMW’s top LP list.

Coming in December

Total aimed world-wide distribu-
tion, 36,115 copies. This is com-
pared to last week’s regular every-week readers of Billboard Music World. (Note: now twice as many as the last publication in the field, plus the approximately 7,000 pre-sold copies.)

To place your advertising order, or for further information about your regular Billboard office:
NEW YORK, 1545 Broadway — Phone 2-7610; MARION, 48, I6th St., London, England-W1C 2SF.
2 REASONS WHY YOUR CHRISTMAS WILL BE MERRY

THE #1 HOLIDAY HIT OF LAST YEAR

BRENDA LEE'S ROCKIN' AROUND THE CHRISTMAS TREE
(written by Johnny Marks)

30776

THE YEAR AFTER YEAR AFTER YEAR

ORIGINAL BEST SELLING VERSION...

JINGLE BELL ROCK

BOBBY HELMS

30513
Stereo FM Programming Should Aid Dealer Sales

NEW YORK — Stereo radio, probably the most overlooked segment of the radio industry, may show a sharp increase shortly, as the result of extensive merchandising and promotion on the dealer level by the new FM radio stations, according to the country's first 24-hour-a-day FM stereo outlet.

‘Lion’s Roar’ in Quiet Settlement

NEW YORK—In an amicable settlement with publisher Howard Richenberg, editors Hugo Peretti, Luigi Creatore and George Weiss have withdrawn their publishing rights in the song, “The Lion Sleeps Tonight,” to Richenberg’s Folkways firm.

At this time, now getting action via a recording on the RCA Victor label, had been credited to its label. The parties thought their version was based upon public domain material, and they threatened to enjoin upon a melody line which is copyrighted, namely, “Win-O-Wee.”

Under the arrangement with Richenberg, the three writers will participate in the song’s earnings, royalties, performance credits, etc.

Followings, through agreement with the law firm of Messrs. Richenberg & Weiss, will shortly issue a new publication containing the arrangement material, according to the material used in the current “The Lion Sleeps Tonight” record.

The record label and the writers — if it is particular interest to today’s music business something about the arrangement record material will still derive from folk origins.

The chief point at issue in many of these instances is that; whereas; it is not possible to copyright a public domain song, one can copyright and protect original material treated for a public domain song.

ARTISTS’ BIOGRAPHIES

For your programming use, here are pertinent facts about some disk artists. It is hoped that the data will be of interest to you.

S ZENNETT

Recording exclusively for Lib- eration, Zennett, a son of the city’s hottest dance bands in the past year. Last December, Zennett’s was voted the most promising band by America’s disc jockeys in a nationwide poll, and since that time he has been increasingly heard in clubs and other places.

The talent and band leader is presently scoring well for the first time with a cockerel, and Zennett has played much action with their latest LP tagged “The Big Band Plays the Big Hits.”

Born into musical career at the age of 4 as a prodigy on the violin. He was a student at a strict band school at 13, and since that time he has been increasingly heard in clubs and other places.

The talent and band leader is presently scoring well for the first time with a cockerel, and Zennett has played much action with their latest LP tagged “The Big Band Plays the Big Hits.”

Because of this, the women of America who hold those important job strings, and because women prefer to buy a woman’s music, there are more and more feminine voices on the airwaves.

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YESTERDAY’S HITS

Change of pace programming from your listener’s choice, featuring the disks that were the hottest in the band the years ago and 10 years ago at this week. Here’s how they ranked on Billboard’s charts then:

POP—5 Years Ago

1. Louie, I Love You (Epic), The Four Seasons
2. Born to Be Together (Epic), The Righteous Brothers
3. Scooby-Doo, Where Are You? (Casablanca), The Beach Boys
4. Chiquisito (Cotillion), The Carpenters
5. Hang On Sloopy (A&M), The McInerneys

POP—10 Years Ago

1. Cold, Cold Heart (Tamla), Tamla
2. Because of You (Tamla), Tamla
3. Can’t Help Myself (Motown), The Four Tops
4. At the Green (Tamla), The Temptations
5. Over and Over (Tamla), The Temptations

RHYTHM & BLUE—5 Years Ago

1. Put Your Arms Around Me (Colpix), Joe Frazier
2. You Better Go (Colpix), The Rolling Stones
3. I’m Gonna See You (Colpix), The Rolling Stones
4. Come Go with Me (Colpix), The Rolling Stones
5. Please Don’t Go (Colpix), The Rolling Stones

RHYTHM & BLUE—5 Years Ago

1. Put Your Arms Around Me (Colpix), Joe Frazier
2. You Better Go (Colpix), The Rolling Stones
3. I’m Gonna See You (Colpix), The Rolling Stones
4. Come Go with Me (Colpix), The Rolling Stones
5. Please Don’t Go (Colpix), The Rolling Stones
It's tear-iffic... a 1,000,000 handkerchief release!

Patti Page

"go on home"

Mercury 71906

The greatest waltz yet...
The "weepers" of the decade...
Another "Tennessee Waltz" for Patti...
New York ARD Meeting Seeks Answers to Trade Sore Points

Fold Hartford Answers to Trade Sore Points

Decca Branch

NEW YORK — A consolidation of distributors' groups, noted frequently in recent months, con-
tinued this last week when the Hartford area of the American Record Distributors
branch became known.

The Hartford move is another in a series that began some years ago by Decca, in which
branches with expensive warehouse facilities as well as sales staffs, were established.

Nonetheless, Decca's move will be welcomed with one or more resident salesmen in a
given market, with product service by a

Branch maintained in another area.

On commenting the latest move, Decca Vice-President of Sales, Syd Goldberg, said it was a
progressive business. Today the LP has become the dominant factor and there is little, if any
counter trade in LP's which is so much a part of the singles business. LP's definitely eat into the
overnight hit quality and they don't require immediate service. If they are delivered the next day or-

in hours, the quality of that record is not nearly as

NF - 30, 1961 - Lp s and 100 per cent is good.
To Get Your
DECCA HOLIDAY SALES
Out of the
Doghouse

Here's a NEW
CHRISTMAS
Hit by
THE
WILBURN BROTHERS

TAG ALONG
31333
A Song That’s Heart-Bound
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A Hit That’s Chart-Bound!

JIM REEVES

LOSING YOUR LOVE

7950

From the man who has given you great ballad hits before, a new sure-fire seller in the unbeatable Reeves style. Order now!

RCA VICTOR

The most trusted name in sound

Appearing with the “Grand Ole Opry” at Carnegie Hall Wednesday, November 29th!
EMI New Rep for Laurie, Le Grande

By DON WEDGE
News Editor, New Musical Express

Two more U.S. labels, Laurie and Le Grande, have joined EMI Top Rank to EMI proper. In a deal finalized here November 14, the two fledgling labels relinquished their HMV in Britain. Also included in the new contract will be New Zealand and South Africa as well, possibly, as other territories.

The pact was set up by EMI Records Managing Director L. G. Woodward and Laurie’s Bob Schwarz. Last Laurie-Le Grande-Top Rank rep release was recorded for U.S. Bouds “School Is In” on December 1.

A similar move last September, Van Dyke switched from Top Rank to EMI Records, midway through the EMI run. Visitas

Pye joint General Manager Alan Youngblood filed in a similar move last year, November 15 to Los Angeles en route to a new post in his first visit to his firm, “I’m with all of Peroni’s U.S. artists,” he told the company.

Les Editions Tutti-Pares, run by Gerard Touliner and Jean Pierre Serrot, has been described as the “new wave” of the Mills Music catalogs for France and associated countries.

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Arcazar LP From England Due Soon

By OTTO MAIER-SERRA
Editor, Audiomusic

Arcazar (recording of the Blue Peter Strings) of the Lido Pars, “Happy Return,” were ordered from Messrs FM & Co. to be issued in April. The record is a Porgy and Bess album, marking the first release of the 1954 album, “Porgy and Bess” in the U.S.

A conjunto, a record, a conjunto of the Mills Music catalogs for France and associated countries.

Bob Mellin's catalog, formerly with Editions Jacques Plante. Arcazar’s President Bertrand Taylor has been made “Commander of the Order of Academic Education” in recognition of his outstanding industry in the past 20 years, and in particular for having created the low-priced classical LP series at 9.95 new francs. Sales chief Serge Bertrand was “La Croix d’Or” on this occasion.

Record Sales

No. 3 in the record sales of Pathé Marconi is actually an Arcazar catalog of the Mills Music catalogs for France and associated countries. “The Glory of Pathé Marconi,” which has reached the number one spot in the sales charts, is a Pathé record.

France

No. 1 in thePathé Marconi’s “Boys” record, a Pathé record, is actually an Arcazar catalog of the Mills Music catalogs for France and associated countries. “The Glory of Pathé Marconi,” which has reached the number one spot in the sales charts, is a Pathé record.

Jacoine Nievre’s “Marina,” her first record issued by RCA, has been well received in France, and in particular for over 9,000 Pathé Marconi’s “Boys” and “Girls” have been sold in the last three months.

New Releases

Robbie Robertson of the Band, one of the biggest hits in France, has signed a new record contract, due to be released in the near future. The new record will feature “Ouroboros Largo,” the hit song from the film “Pepe’s Famous Cafe.”

British release by Deca before it entered the U.S. charts, has been well received in the U.S. The release is now available on 45 rpm.

Mills France

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

LES EDITIONS TUTTI-PARES and GERARD TOURNIER

are pleased to announce the creation of the publishing firm

MILLS FRANCE

By EDDIE ADAMS
92 qual de Marechal Joffre
Paris 16e, France

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Aussie Newsnotes

continued from page 16

“Seine” (He Studied Music on the“Seine”1887) by Charles Niblett and Joachim Reih.

The new version of “Seine” (with German lyrics) by Lark, starring Ivo Robbis on Polydor, is a hit. Ivo is one of the top ten sellers in both record and sheet music in Britain ("Adios My Love") with German lyrics by Hans Brubaker and English lyrics by Peter Gries. The song is the hit of the year.

Austrian singer, Nana Mouskouri (Fontana), Charelle Marion (Tenor) and Voice of the Royal Air Force (Philips).

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Luchino Facio’s ‘Café’ Becomes a Hit Record

By RAUL MATAS
32 Avo, Jose Antonio, Madrid

“Molido Café," written by the Venezuelan José Antonio, became the first record of Luchino Facio, to break through in Spain. The song was written by Ivo Robbis on Polydor, has sold over 1,000 copies in one week in Spain. The song is now available on 45 rpm.

Luchino Facio joined the Voice of the Royal Air Force in Spain, and is scoring well with his new song. His next release will be “El Viento de la Mente Amiga," sung by Luchino Facio on Philips.

Bruce Starr, U.S. lawyer, visited

continued from page 15

FRANCE

BRITAIN

Tutti-Pares

Rep for Mills & Bob Mellin

By EDDIE ADAMS
92 qual de Marechal Joffre
Paris 16e, France

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continued from page 15
Cash Box "PICK OF THE WEEK"
Billboard "SPOTLIGHT"
DJ "PICKS"...PUBLIC ACCEPTANCE

DUANE EDDY
scores again...

"THE AVENGER"

and

"LONDONDERRY AIR"

JAMIE #1206

Personal Managements
ARTISTS, INC
(Al Wilde, Pres.)
(Wool Cottrell, Vice Pres.)
231 W. 57th Street, N.Y. 19, N.Y.
Basart Acquires Alsbach Catalog

Basart-Amsterdam, already one of the major publishing firms in Benelux, has greatly strengthened its position with the purchase of the world known firm of Alsbach & Company, the most important publishing house in Holland. The Alsbach catalog, which is almost 100 years old, contains some 5,900 copyrighted works and practically all the world known publishers of popular music like Peter van Amstel, Anna de Wit-Muysen, Willem Clerc, Dirk Willems, and Julius Mentjes. The wholesale department of Alsbach, which represents many of the most important European catalogs will also be handled by Basart through their own wholesale outlet.

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

"The Twist," Cashmy Checker's former hit, has gone up in the charts again. Checker's "Twist" has been released by Bowes' Columbia label. . . . Capitol-Holland, says last month, has sold more than 50,000 copies of "Bow." Hampden, started the second in the Dickies series, following the great success of the first release, which sold over 50,000 copies. The new program contains mame musicians, such as Red Nichols, Sharyk Be- nois, Peo Willems, Jack Tegarden and Bobby Hackett.

Bowes' MGM label, not yet steadily working with Connie Franc- klin's live recording "Connie at the Ball" last month on "Eingle Hump." The LP comes through the week. The best LP in the coming pop market was very unexpected. "Bill Signor" featuring the still very popular Bob Crewe.

New York

Cadence Records has resigned Johnny Tillotson to a new three-year pact . . . Thrush Preston Lee was rushed to the hospital in London recently for emergency surgery; she is expected to return to the States shortly . . . "Katie" is staring at the Basin Street East in New York. Get well soon, Peggy! Harol Overchik, Herald-Express sales chief, will visit jockeys in the Buffalo Buffalo Pikachu Pacific . . . Johnnie Millis of Millis Music, married Sandra Fleming November 12 . . . The Jackie Gold of Dick shows off its versatility at the Bar Mitzville of young Michael Fox last week in Phila- delphia. . . . The Metropole . . . The new group on the Columbia label is the Sound, not the Sound. . . . Mary Lou Williams is now appearing at Joe Wall's well known club in New York . . . Alain Sansouil, of Alain Sund Productions, has produced an LP called "Great Negro Americans" including among others the lives of Ralph Bunche, Marion Deese, Louis Armstrong . . . Ray Riviera, Eddie Sallik, and the Palais Royales have been signed by the Paladins label. . . . Ravel Music has acquired the score to the film "Zazie" with music by Florenz Carr. Theme from the film will soon be issued on the Versailles label. The firm has also acquired the score to the movie "La Lona" Dangereuse" penned by Jacques Marchy in part, and in part by Michel Magne. The firm is co-publishing the music with the Astor Film music firm.

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

Chicago

Lennie Germani's Garlin Distributing Company hosted a big bash for its new Regiehborn label which has 500 record industry traders, dealers and deejays showing up at the Congress Theater last Wednesday (22) evening to meet Regiehborn president Ray L. Germany and national distributors. Germani also had a tape greeting from bossman Frank Sinatra . . . Bob Spence, president of Bob-Spence, Inc. was here in town Wood taking over the Chicago territory along with his Pal- mentzaco rounds. "Moody River" Carson's recent hit was sung in his great voice at his last night at the famous place. George Gernez, Capitol district manager for a Wisconsin music hunting expedition. . . . Sound lovers recently came to Chicago for the last week with Stan Kenton, in town for the big Chicago Harvest Moon Festival as well as a number of local appearances.

Music Distributors pick up the Amy line from Arnold . . . M.D.'s Ron Beach has welcomed the new line from the company of the Amy-Carl Francis—Wednesday (6) at the Ambassador here. Thursday (7) Beach had a native Michigan trip to Chicago, Ill., takes over promotion for United Artists here. He'll work out of the office here. . . . Dave's Frank Seranda is pushing a big promo on the label's new "Coming of Christ" album which is turned on based on the NBC-TV's "Greatest Story Ever Told" series. Dick Vitale, promotion manager for Frank's Gammon leaves Arnold to join Garlin Distributing. . . RCA's Ron Pat manufactured a 45 for the label. Garlin manager Bob Cranston called a disk traders and deejays following her successful stint on the schedule here. The sound of the Garlin label's "Nite" (27) than to Nashville and Las Angeles to cut a pair of new albums. She's slated to return to Chicago in December for her movie "Casbah." Frank Gallicano joins M.S Distributing here. He'll cover Northern Illinois and Indiana. M.S. visitors last week included Marvin Cane, Cere, Danny Davis, Big Top and Dume, and Gerbe Lawrence, Canadian American . . . Chicago Georgie Drake has a new release coming out on Seymour Schwartz's Heartbeat label. She's a former ABC-Paramount vocalist. Tony Galgano and Rebe Lawrence at Record Distributors handle the line . . . Decca is a release from the Sound Tracks Records at Universal Studios here last week . . . John R. Bell, WIND's director of news and public affairs, joins Harold Rotman as an account executive. Nick Black

Pittsburgh

Sid Friedman, a local bookeeper, is reported to have made an offer of $40,000 to Frank Sinatra to appear for a one-nighter at the Federal Club in Pittsburgh. The proposition was put yesterday yet from Sinatra, Pat Boos, currently at Rose Calabrese's Two Twin Clubs in his Pittsburgh nightclub debut, plugged the engagement. Joe Gallicano, the local entertainer, is promoting "Smoky Places" nationally for the label. CMA's Jimmy Childs is booking the show for the Blue Nose. "Vogue" Terrace club date opening December 12 . . . Johnny Polkus and Betty Madigan are currently handling the Holiday House bill . . . The popularity of the movies, "Breakfast at Tiffany's" and "Blue Hawaii" have spurred the sale of the RCA, Victor LP sound tracks in this area.

Leonard Mendlovitz.
NEW TOP TALENT AMI "100"

EXCITING AS A BROADWAY OPENING!

Potent plug for the location.

You can give the location a big play with the AMI "100." You can put it right where your regulars will see it, and you can counter any kind of competition. You'll find the AMI "100" is the hottest jukebox ever put on the market.

Stereo Round!

Exclusive AMI Stereo Round brings big sound for big business! Made just for the time when we need it, we've got the big sound and the big excitement that you need to get a good show going.

Gently, step by step, we bring you the AMI "100." It's the jukebox that gets you started on the right foot. It's a jukebox that will make you money. It's a jukebox that will make you rich. It's a jukebox that will make you happy.

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Three of the most gigantic hits of the year—along with nine other great tunes—in one smash album!

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The hottest dance craze in a generation, by the hottest instrumental group in the U.S.—combined to give you the hottest twist LP on the market!

Here's Liberty's volume deal for you!
- 10% cash discount
- 100% guaranteed sale
- Payable 3/5 January 10, 3/5 February 10, 1962
Announcing-

THE SIGNING OF ANOTHER MAJOR NAME ARTIST TO THE LIBERTY ROSTER OF TOP TALENT!

1. Johnnie Ray

2. THE VOCAL TEAM OF THE YEAR...

3. THE WARMEST, MOST THRILLING VOCAL RECORD IN YEARS!

"I Believe" AND "A Mother's Love"

#55400
THE NATION'S TOP TUNES
HONOR ROLL OF HITS
TRADE MARK REG.
FOR WEEK ENDING NOVEMBER 26

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

This Week Last Week Time Composer-Publisher

1 1 BIG BAD JOHN 8 By J. Deans-Published by Carr (BMI)

2 2 RUMBA ROUND THE 9 By Ernie Monroe-Chenier-Published by Schwendel (ASCAP)

3 9 PLEASE MR. POSTMAN 4 By Delaney-Grimes-Brateman-Published by Jukee (BMI)

4 4 GOODBYE CRYE WORLD 4 By Haymon-Published by Alden (BMI)

5 3 FOOL #1 6 By Kenneth Paul-Published by Sear Fine (BMI)

6 5 BRISTOL STOMP 10 By Mann-Apple-Published by Kalman (ASCAP)

7 6 THIS TIME 10 By Chips Monica-Published by Tree (BMI)

8 11 MOON RIVER 3 By Mandel-Morash-Published by Famous (ASCAP)

9 25 HEARTACHES 4 By Kenneth-Stillman-Published by Leed (BMI)

10 19 CRAZY 7 By Wilie Nelson-Published by Parnes (BMI)

11 10 TOWER OF STRENGTH 7 By Zwicker-Suemmer-Published by Rosero (BMI)

12 17 THE FLY 7 By Maker-Walton-Published by Woodcrum-Mixed (BMI)

13 28 WALK ON BY 2 By Hey-Published by Lovory (BMI)

14 8 YOU'RE THE REASON 7 By Edwards-Jones-Henry-Felt-Published by American (BMI)

15 15 TONIGHT 3 By Strohm-Beare-Published by Scholar (ASCAP)

16 16 I UNDERSTAND (Just How You Feel) 6 By Mann-Kellner-Published by Alden (BMI)

17 30 RUN TO HIM 2 By Keller-Goff-Published by Alden (BMI)

18 13 I LOVE YOU HOW YOU ME 8 By Mann-Kellner-Published by Alden (BMI)

19 21 A WONDER LIKE YOU 6 By Jerry Fuller-Published by Four Star (BMI)

20 29 THE TWIST 17 By Eberhart-Published by Ivan Smith (BMI)

21 22 I WANT TO THANK YOU 17 By Mann-Apple-Love-Published by Love (ASCAP)

22 7 HIT THE ROAD JAC 11 By Percy Mayfield-Published by Touquettes (BMI)

23 23 JUST OUT OF REACH (All My Two Open Arms) 2 By Sner-Published by Peer Birt (BMI)

24 27 LET THERE BE DRUMS 2 By Nelson-Potter-Published by Travis (BMI)

25 13 - SEPTEMBER IN THE RAIN 17 By Ely Cahn-Herbert Warren-Published by Renov (BMI)

26 20 GOD, COUNTRY AND MY BABY 3 By Delano-Hollliday-Published by Renov (BMI)

27 28 EVELLOVAK 6 By Dave Biegs-Published by Jat (BMI)

28 14 SAD MOVIES (Make Me Cry) 9 By leased-from-Published by Arcey-Bibi (BMI)

29 14 HAPPY BIRTHDAY (Sweet Sixteen) 9 By H. Greenfield-K. Sekeda-Published by Alden (BMI)

30 13 IN THE MIDDLE OF A HEARTACHE 9 By Fransese-Crosby-Jackson-Published by Central (BMI)

RECORDINGS AVAILABLE

Best Selling Record Listed in Bold Face

1. BIG BAD JOHN—Jerry Deans, Carr (BMI), 62c.
2. RUMBA ROUND THE ORCHESTRA—Ernie Monroe, Chenier, Schwendel (ASCAP), 62c.
4. GOODBYE CRYE WORLD—James Dunne, Calif.(BMI), 62c.
5. FOOL #1—Brenda Lee, Decca 36c.
6. BRISTOL STOMP—Dorothy, Park 82c.
7. THIS TIME—Tony Stomel, Lib. 40c.
8. MOON RIVER—Jerry Butler, Voar 45c. Henry Misell, RCA Victor 45c. Nelson Eddy, Columbia 45c; Carmen Cavallaro, RCA Victor 45c; Barbara McNair, Capitol 45c; Richard Hayman, Mercury 45c, Henderson Smith, Capitol 45c; Mervyn Monroe, Cetron 45c; Jon Marks, Hollywood 45c.
9. HEARTACHES—Marcola, Calif. 62c.
10. CRAZY—Patsy Cline, Decca 36c.
11. TOWER OF STRENGTH—Gene Pugliese, Capitol 45c.
12. THE FLY—Claybourn Caruche, Park 82c.
13. WALK ON BY—Leroy Van Dyke, Decca 36c.
14. YOU'RE THE REASON—Bobby Edwards, Crest 37c, Hank Locklin, Reel 72c; Joe South, Pathe 36c.
15. TONIGHT—Bill Turner and Talcher—United Artist 37c, Eddie Fisher, United Artist 37c, and the American, United Artists 37c; Red Foley, United Artists 37c; Frankie Nuiler, Decca 45c; David Supino, Decca 45c.
16. I UNDERSTAND (Just How You Feel)—Tony Stomel, United Artists 37c.
17. RUN TO HIM—Bobby Vee, Lib. 45c.
18. I LOVE YOU HOW YOU ME—Plato Holley, Crespo 37c.
19. WANT TO THANK YOU—Dick Nolan, Imperial 37c.
20. THE TWIST—Chubby Checker, Peer Birt, rock Roll and the Midlands, King 17c; Little Sisters, Park 82c.
21. I WANT TO THANK YOU—Bobby Rydell, Cameo 30c.
22. LET THE ROAD JAC—Ray Charles, ABC-PARAMOUNT, 45c.
23. JUST OUT OF REACH (All My Two Open Arms)—Bert Ponson, United Artists 45c.
24. SEPTEMBER IN THE RAIN—Dixie Washburn, Mercury 71c.
25. GOD, COUNTRY AND MY BABY—Clare Hender, Coral 3297.
26. EVELLOVAK—Dick Nolan, Imperial 77c.
27. SAD MOVIES (Make Me Cry)—Leslie Sorensen, Imperial 37c.
28. HAPPY BIRTHDAY (Sweet Sixteen)—Skeeda, RCA Victor 59c.
29. IN THE MIDDLE OF A HEARTACHE—Wanda Jackson, Capitol 45c.

SPECIAL MERIT ALBUMS

- Continued from page 24

Pop Disk Jockey Programming

Ballet with a Beat

Ballet music and Orch. Mercury FPS 6617 [Steffy & Monnarr]—Here’s a sock deejay package with a different flavor appeal for record stores. It opens up a group of well-known ballet themes in bright, inventive swingy ork treatments. Themes include “Walzer” of the Tannhauser, “March of the Toys,” “Shalala of the Fifth Avenue” and “Bacchische.”

59 YEARS OF MOVIE MUSIC

Orchestra directed by Jack Shadbolt, Decca DL 7989 [Steffy & Monnarr]—Another good old movie fans and deejays in search of interesting programming might want to take a look through this cross-section of complete film themes, ranging from the bouncing nickleodeon piano backing for silent through the early 1930s musical era to today’s hot symphonic and jazz scores—“Ma Ma With the Golden Arm,” etc. Film historian’s liner notes on the history of movie music are outstanding. However, the fascinating photos of old movie stills in the double-fold book should have included identified captions.

The Judy Garland Story

MGM E 5590—A smart hunk of packaging, which could easily cash in for plenty of activity on the basis of Miss Garland’s current new surge of popularity. The label has taken a flock of her older sides from the 1940s like “Shoeless One Nite” (“I Don’t Care.” “Why the Silver Linings, etc., and packaged them in a big double-fold set with a smart cover back and drawing of a typical Garland on-stage pose. This can get a lot of play.

• Reviews of New Albums

- Continued from page 8d

SPECIAL LP’S

MODERATE SALES POTENTIAL

LATIN AMERICAN

KAT ON

Kat Winding’s Troublesome Orch. and Orch. YV 4472—A bright playing LP set by the Kat Winding orch. featuring the lead is a selection of lively Latin tunes, with an occasional pop concept thrown in.Themes include “Jaleo,” with the guitar of top shelf. The sound is good and the Orch. is quite polished. The sound track runs too “Ends of the Earth,” “Amor,” “Y Viva la Fiesta” and “Avec The Fulgido on Top.”

LP REVIEW POLICY

All albums reviewed by Billboard Music Week are distributed by Billboard Music Week—P.O. Box 1260—New York 99, N. Y. CARPASINO: 1776.

MONTAGUE: 1776.

COUNTRY & WESTERN

JUNE LANGLEY OF LOVE

June Langley, RCA Victor VLP 11353—June is better known as a successful country singer who is beginning to get first bit with the title for this album. Accompanying her is a very strong band that has shaped the sound of the LP. Zigzag is the main organ, played by Zigzag’s “Zigzag” and “Peaceful” is the LP’s title song.

INTERNATIONAL

THE STRINGS OF THE MILLION

The Strings of the Million, RCA Victor VLP 11357—The Million is a Swiss string orchestra based in Luzern, Switzerland. While the Million is a well-known orchestra, all their LPs are done largely in French.

COMEDY

THE MANY SHAMES OF BILLY BRITCH

Billy Brich, Vocalion VLP 11354—Here’s Billy Brich, the raucous waltz singer, who has mastered an endearing strain of gags that will make you laugh from the start to finish. In fact, in the free flow of his material, Billy softens all the risque of the boodleheaded, but Montag’s own style of material is made to sound amusing, as the songs here are done largely in French.

(Continued on page 201)
I'm MORRIE PRICE
Regional Sales Director
I'm Smiling
For A Change
And Why Not
We Have A Carload
Of Big Hits

1. "TONIGHT"
   By FERRANTE AND TEICHER
   Going To No. 1

2. The HIGHWAYMEN
   Double Hit In
   "GYPSY ROVER" AND "COTTON FIELDS"

3. The Fast Growing "TONIGHT"
   By JAY AND THE AMERICANS
   A Hit In New York
   Now Spreading Out

4. KENNY DINO
   And His Musicor Smash
   "YOUR MA SAID YOU CRIED"

5. "SOMETIME" By GENE THOMAS
   The Hit That's
   Been Building For 6 Months

6. And Don't Forget Our Hot Boy
   GENE PITNEY In
   "TOWN WITHOUT PITY"

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

   My Wife's Name Is Henrietta
**FOLK TALEN & TUNES**

By BILL SACHS

"In recent weeks," typewrites Jim Rees, "some conclusion has arisen as to whom is representing me in what capacity." In answering, Jim says his staff comprises Jim, a personnel adviser, Hal Smith, head of Curit Artist Production, Gooddeletta, Tenn., exclusive booking, and Jimmy Key, assistant to Smith. ... The Dalton Boys, recently skylarked by Skyla Records, are working the Ice House, Pasadena, Calif., while waiting their first recording date. ... The Associated Clubs of America, made up of folk music clubs from all over the nation, will meet at the Tides Hotel, Houston, Jan. 10 to audition new acts to play the club circuit. ... Lester Flatt and Earl Scruggs this week built up a fortitude's stance at Ash Grove, well-known Los Angeles folk music spot.

Truly Stumper, WSM's publicity and promotion director, put in the past week in New York to heat the drums on "Grand Ole Opry's" appearance at Carnegie Hall come Wednesday (21). ... Cowboy Copas and Strike prueba show their wares at Mason City, Iowa. ... Fort Dodge, Iowa, 60 St. Joseph, Mo., 9. ... Doyle Williams, of the Wilburn Brothers and Margie Bowes, Mercury Records artist, who were married November 11 in Calvary Baptist Church, Nashville, are on tour in Colorado and Utah with Ted Wilburn, Don Helms and Loretta Lynn. Following that, the Wilburns head to Helms and Misses Jones. ... Jimmy Dean, while Phil Bowes plays a string of persons in Florida. ... Margie and Doyle plan a delayed honeymoon in December when they will visit her father in North Carolina and his sister in Hot Springs, Ark.

**NEW RELEASES**

1 RED FOX AT JAZZVILLE, U.S.A. DTS 220
2 NEW LADY OF THE PARTY Vol. I Billy Alyn
3 MY GIRL Charles McCullough 625
4 I'VE HAD YOU Creators 458
5 EARTH ANGEL The Penguins 348
6 WHEN I HAD YOU Aces 463
7 SHEP & THE LIMELITES "THREE STEPS FROM THE ALTAR" Hull 5747
8 GOODNIGHT (OF PAUL REVERE) "•/J BLACK CLOUD CLARENCE STANFORD" Heigh Ho Records 577 18th Ave., New York, N. Y.
9 WHEN ANSWERING ADS ... Say You Saw It In Billboard Music Week

**REVIEW OF NEW ALBUMS**

*Continued from page 26*

**SPOKEN WORD**

**TO EXPLORATION — VOLUME 2 SURVIVAL, GROWTH AND RE-BIRTH** Golden Records, World Pacific, WP-111

**LATIN AMERICAN**

**ADRIA CASTILLO** Colombia KS 2250

**FOLK**

**WATERMELONS HANGIN’ ON TIE** In the Name of Jesus Records, Chicago CR 2094

**SPECIALTY**

**DANCE ALONG TO STREET ECHOES** Jack Henson and Oke, Coral CR 75127

**INTERNATIONAL**

**HUNGARIAN STATE FOLK ENSEMBLE** Monarch MPS 0468 (Decca)

**PACHANKA, ANYON** Hot Chicks Kings Komp. World Pacific WP-1194

**CHILDREN**

**THE LEGEND OF ROBIN HOOD** Narrated by Mickey Rooney, Song by Ed McCarty, Wonderland KLP 1450

**IN NOISE, IN SOUND...**

**TWO STAGES FROM THE MASTERS**


**SHEP & THE LIMELITES**

**THREE STEPS FROM THE ALTAR** Hull 5747

**GRANDPA TELLS A STORY** (PAUL REVERE) b/w BLACK CLOUD CLARENCE STANFORD Heigh Ho Records 577 18th Ave., New York, N. Y.

**RAY SINGLES AGAIN UNCHAINS MY HEART** By the other Hand Baby Ray Charles 10766

**VHN SINGERS**

**GOODBYE TO TOYLAND** "I Don't Wanna Play in Your Yard" Vinyl F 390

**WOMEN'S RECORD STORES**

**INCREASE SELLING EFFICIENCY** The original and most convenient method of ordering records. Women's record stores are being invited to examine the complete exhibit of approximately 300 pages of current and adaptable ideas. All record stores are authorized to acquire this exhibit without cost. Each exhibit will be furnished to record stores on a no obligation basis. The exhibit was designed especially for women record store operators. Any interested parties should reply to the exhibit offer with their name, business address and telephone number.

**SPECIAL OFFER**

**RECORD STORES**

**INCREASE SELLING EFFICIENCY** The original and most convenient method of ordering records. Women's record stores are being invited to examine the complete exhibit of approximately 300 pages of current and adaptable ideas. All record stores are authorized to acquire this exhibit without cost. Each exhibit will be furnished to record stores on a no obligation basis. The exhibit was designed especially for women record store operators. Any interested parties should reply to the exhibit offer with their name, business address and telephone number.

**GOLD RECORDS**

1865 Broadway, New York, N. Y.
The pick of the new releases:

SPOTLIGHT SINGLES OF THE WEEK

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

TIM ROMAN

(OR) JOHN WILLIAMS (Cay-Bordy, ASCAP) (2:20)—The country theme has had good sales but this one, strictly in the pop vein, is one of her best. It's a fine version of Patsye Beene's current hit and it could be a big number. Watch it, Flip, in "Let It Be Me" (Leach, ASCAP) (2:45). Warner Bros S 326

TAYLOR CARR

THE MOMENT OF TRUTH—Vassar (ASCAP) (2:50)—Miss Carr has her strongest bid in quite a spell with the country-saloon ballad in which the guitar figure alternates between the soft, easy guitar of "Blues" and "Dona't Talk So Fast". "Blues" disc is fine with a full band arrangement, and "Dona't Talk So Fast" is good in both a group and solo form. Good job and results. (Vassar, ASCAP) (2:56, 2:45)

FRED MEATH (Wally Chong Chong—LONDON) 2:50—The disc is not quite as fine as the previous one but a good disc the same way. Again, this makes five fine music records in a row, with much praise to the engineer working on this material. Good job and results. (Meath, BMG) (2:37)

OUMISO ROY DURK

** I Talk in the Trees—LONDON 2:50—This is a sure disc, you hear it, you like it and it goes into the record store, a good place to be in these days. It's a fine disc. (Durk, ASCAP) (2:40)

LONNIE LEE

** 1 man a Happy Time—The继 Rogers and Henderson men move on a lot and have another fine disc out now, this time on this fine disc. (Williamson, ASCAP) (2:46)

THE DEL YORKINS

** This Magic Is—ARC PARA- DISE 2:50—Here's a new disc with a feeling album style and a lot of sales potential. The record is good and the singing is good. (Yorkins, BMG) (2:50)

** Mary's Voice and Heart—LONDON 2:50—No one is quite sure what's going on in this album, but it sure is good. A nice disc. (Yorkins, ASCAP) (2:50)

THE OLYMPICS

** Don't Worry—ARVEE 2:50—Forrest Waring by group on rock rhythm- rock roll with swings. Good job. (Waring, BMG) (2:17)

** Mack Zlam—Island— Solid rock 'n roll with sound. Good job and results. (Zlam, BMG) (2:42)

JERRY WALLACE

** I Talk in the Trees—CHAL- MERS 2:50—This is a sure disc, you hear it, you like it and it goes into the record store, a good place to be in these days. It's a fine disc. (Wallace, BMG) (2:40)

THE JUMPS

** Ballin' On—ADAM 2:50—The title is a cool one. The song is good and the record is good. (Jumps, BMG) (2:42)

DORRIE KANE

** I Talk in the Trees—LONDON 2:50—The English his makes a nice disc in an easy singing style, with a fine arrangement by the large orchestra and some good vocals. (Kane, BMG) (2:42)

** I'm Telling You—Don't have a chance to be on the sheet music. It's a new disc, and good. (Kane, ASCAP) (2:50)

BOBBY BANK

** That Moon Old Clock—FRATER- FITY 50—Beaty, nicely done ballad with some noise. This is a country chart and a good disc for the one. (Bank, BMG) (2:50)

SINGLES REVIEW POLICY

All single records reviewed by Billboard Music Week are included in and rated by the RW Reviewing Panel. Records are rated, within their respective categories, according to their commercial potential, based on sales potential, recording material, articulation, name value, recording quality, etc.

SPOTLIGHT WINNERS are judged to have the strongest sales potential of all singles reviewed and are “plugged” to the top 20 of both the Hot 100 chart. Four-Star records are those with strong potential, and three-star records are those with moderate potential. No plug is made on spot plug list and descriptive reviews are published for these Three-star records, having moderate sales potential, are those that have been "plugged" to the top 20 of both the Hot 100 chart. Two-star records are those that are likely to be of interest to buyers but not to the record industry. These records, with limited sales potential, are not included in the Top Three-star records.

SPECIAL NOTE: Spotlights, in the opinion of the Reviewing Panel, are the Top Three records and deserve coverage.

ALL THE STARS AND THEIR RECORDS are reviewed in this issue. The following list should be sent to the RW Reviewing Panel, P. O. Box 292, Times Square Station, New York 1, N. Y.

THE DO JOEY DEE FEATURING THE STARLITERS—REEL-TO-REEL 4001

ROULETTE RECORDS 1621 Broadway, N.Y. 10019

(Continued on page 30)
**SORD Protests Col.'s Mail Pitch**

Continued from page 2

your customer. The cover has your customer's name, address, and telephone number. The recipient selects the L.P. of his choice by merely attaching the stamp to the mailer and sending it to Columbus' factory. He gets his L.P. in the mail, and we'll send you the postage. You have absolutely no handling.

SORD's Jupiter told BMI he was acting in response to a protest lodged with him by Gary E.

**Spanish Newsnotes**

Continued from page 18

Augusto Alquerro, publisher of the current issue of *La Revista Mundial*, arrnived in Madrid and were signed for radio, TV and personal appearances. They will also make some records at Los Rincones, Olsin Studios. According to the announcement, "Sord Music," "Whores" by Chicho Mendes..."Helen Shapiro's hit "You Don't Know Nothing About Love"...a British film industry launch, directed by Vico da Siliano, while Teddington Studios, now owned by Spanish, and a selection of jazz tunes, recorded in Hollywood, was released last week by Hispavox..."River Crossing" singing with Billy May and orchestra...More Pachanga with Francisco Bana (Philips), "Technicolor Jazz" from Harry Mattana's ("Your Blue Eyes") coming up in the States on the Seaboard Pandas and Jose Contrada.

The First Festival of the Madrilenian record industry will take place at the Sports Place of Madrid with a 10,000 capacity. The first prize will be given to the winner 50,000 pesetas (almost $1,000) and a gold medal. Says that Not King Cole and Paul Anka will be among the special guests to be presented.

**ARAD Meet Set**

Continued from page 2

and the Attorney General's office in efforts to secure federal legislation to curb disk counterfeiting, and it would very well be introduced early next year and "should have strong backing from the IRS..." Also appearing at the meeting were Har Court and other representatives from the IRS, they outlined objectives for the International Sound Fair, which will be held in New York City at the Cunard Building on July 12.

Others attending the meeting were Henry Dorsey and John Kaplan, Detroit, and Misses Lawrence, Schwartz, Washington, D.C.; Nelson Verbit, Philadelphia; Bob Goetzl, San Francisco Fletcher, "Steve Smith, Miami; Harry Appolloni, and Norman Weiser, New York.

**Stereo FM an Aid**

Continued from page 13


If the 20,000 watt outlets reach their peak of 600,000, 2,600,000 FM set owners, it will be able to purchase music from the IRS, who has set up a special sales division for foreign artists and music, via its imported music division which is the only one in the world that deals with major recording artists. The jockeys, who speak 17 languages, are mostly from France, Tony McFadden, Australian, Stanley Lo, Vancouver, Canada, and Eugene Goldsboro, Russia; Gerald James (also known as "Mr. Popcorn") from Hong Kong, Canton.

On Saturdays, from 10 a.m. to 10 p.m., the "Stereo Spectaculars" featuring music and effects designed to help dealers demonstrate the advantages of FM listening, will also be programmed "during prime selling hours" on weekends.

Skatoff, a St. Louis member (the Midwest section) of the SORD's Jupiter figures. Columbus is selling the LP's at $1.88 each, after the competition of stamp buying and handling charges are deducted from the $2.50 paid by the pro-motion buyer. "This is how they can ask for the price for the same merchandise.

In coming out at Columbus' premium pitch, Jupiter smarted particularly by the fact that the record company was making the direct pitch right before Christmas and the scientists tried this method," Judson added, "is possible to be a dealer. This new device to snip sales from the retail side of our industry comes on the eve of what we look to as the peak selling season. A number of the records contained in the brochures we receive are part of our current inventory."
BSM Revamps Entire Operation

BINGEN, W. Germany—BSM is reported making steady progress in improving its competitive position in the European coin machine market. In the wake of the firm's reorganization last spring. The firm has revamped production lines and overhauled the management structure. The new management team under Dr. Karl Immendorf and Henze Balder have succeeded in reorganizing parts of the operation. No details of the new model of its popular Fanfare joke box, which has sold over 12,000, Much is said to be happening at Bingen. But the details are not known. It is known that Bingen is one of the Continent's largest producers of payphone parts, which forms the backbone of BSM's production. It is another point that BSM will enter the vending machine field in a big way, following the lead in the closely following Seeburg, in Germany. BSM has not been operating in the German market, but the company is now discussing selling its sales and the interest of the trade generally in its new capacity as West Germany's "Mr. Coin Machine." 

More W. Berliners Dancing to Jokes

BERLIN—Juke box dancing is booming in West Berlin. It is estimated that 35 per cent of all juke boxes in Berlin are now in use, and the jump in sales is the result of a prediction that eventually most of Berlin will be dancing to juke box music. Berliners are replacing record shops with juke boxes. At the same time, jokes are dancing out of the city for several decades ago, parts of Berlin is not that the Americans have seen so far. It is not rare to see a German dancing on a juke box, but it is rare to see a German dancing on a juke box in Berlin. The city is becoming increasingly difficult financially for bars and restaurants to retain musicians. Many famous musicians who find, moreover, that patrons prefer the latest hits of top recording stars to mediocre live music.

Britain for Improved Programming

LONDON—Photograph distributors in the United Kingdom are concentrating on improving music programming by their customers as an avenue to increased joke box sales. Tests with British financial designers to date have indicated that most operators and locations are far more remission for changing discs in their boxes than is usually supposed. Checks in the London area have taken place over 100 boxes in last year's top box. Even otherwise efficient operators are remiss in selecting the right group of box. A study of box in any new territory is essential for successful programming. It is designed to make the American box more popular in the British market, where the American juke box has dominated the competition. Seeburg's revived sales promotion is hammering at the U. S. box. Seeburg insists that its new box is not only not the German and Belgian markets but also the layman abroad for a high-stake Common Market sales program. However, Seeburg insists that it is theatin Seeburg production facilities, Common Market or not. In the Seeburg view, there is no substitute for sales push.

French Trade Out to Replace Units

PARIS—France's joke box trade is organizing a replacement program designed to introduce new machines on a mass basis through new operators. The French trade associations have conducted surveys of present equipment and the financial resources of operators with vintage takes. About 75 per cent of France's 12,500 joke boxes were manufactured prior to 1957. The old machines and regional clearing houses for phonograph replacement, these clearing houses are the key to the disposition of used equipment on the standard "step-down" system. The new machines are expected to be available at the location levels. Operators are encouraged to buy new equipment with the assurance of a marketable end. The producer of the trade is also active in arranging financing for the wholesale box replacement now under way.

Want Standardized Output

BRUSSELS—Standardization of coin machine production by European Common Market producers is under discussion. The standardization would be aimed at "rotation" production.
Proposed Coin Legislation Taps Mass. Ops. for Fees

By CAMERON DEWAR

BOSTON — Tougher times lie ahead for operators in the Bay State if a “secret” program now in the hands of Gov. John Volpe becomes law. The plan is scheduled to be reviewed within a short time. While the program has been kept secret, it was admitted that the licensing of coin-operated machines is considered a principal source of additional revenue.

The administration proposal must be approved by the Legislature before it can be put into effect. However, there is a strong chance that the Legislature would approve it in order to forestall voting higher taxes in an election year.

The only two exceptions under the proposal are licensing of juke boxes and pinball machines. The State Public Safety Department licenses juke boxes, and pinball machines are licensed by the communities in which they are placed.

Revenue Unknown

This would leave wide open such coin-operated machines as all types used in bulk vending, stamp and hose dispensers and coin-operated laundry machines. Asked how much the State expected to gain from a new license fee set-up, an official said he didn’t know since “no one knows just how many such machines are being used in the State.” He also pointed out that license fees would have to be gauged by the purpose for which the machine is used. “You can’t charge the same fee for a stamp machine as for a machine that dispenses stockings or laundry clothes,” he said.

Fiscal experts have warned the governor that the State needs an additional $15 to $50 million cover operating expenses during Fiscal 1963, and the governor is known to favor a tax or license fee on coin-operated machines.

In recent years juke boxes and pinball machines have been subjected to repeated increases in the cost of licenses, and it is strongly felt that the saturation point has been reached in that area. However, many music operators have now diversified into many other lines.

HARRY BECK, left, newly elected treasurer of the AMOA of Pennsylvania, presents to Felix Kadel, outgoing president, a gold watch as a token of appreciation for his past leadership.

INDUSTRY LEADERS at the AMOA of Pennsylvania banquet included, from left to right, Felix Kadel, outgoing president; Samuel Daubs, incoming president; Leon Takan, manager, and Paul Huchoch, vice-president of the J. H. Keeney Company.

Awards Given at Pa. AMOA Banquet

HARRISBURG, Pa. — Nearly 200 persons attended the first annual banquet of the Pennsylvania Automatic Machine Operators of America held November 12 at the Holiday Motor West near here.

The evening started off with cocktails and then went up a notch with President Felix Kadel introducing the guest, entertainment then took over, followed by dancing to the Leo Runk orchestra.

One of the highlights of the evening was the presentation of a plaque to Paul Huchoch, vice-president of the J. H. Keeney Company, for “making the most noteworthy contribution not only to this organization, but the entire coin machine industry.”

Dubs Award

Another award was given to Samuel Daubs, Norristown operator, for “being the person who unselfishly devoted his time to the advancement of public relations within the State of Pennsylvania.” It was also announced during the evening that Daubs had been elected as the new president of the State association, succeeding Kadel.

The entertainment was provided by recording star Al Abrams, Fred- dy Cannon and Al Martino. Many disk jockeys from throughout the area were also on hand.

Guest List

The dignitaries attending included Nolan Ziegler, mayor of Hazlehurst; Lee Swain, newly elected judge of Dauphin County Orphans Court, and his father, Guy Swope, ex-Congressman and governor of Puerto Rico.

Representing the manufacturers were Art Garvey, sales representa- tive for the Daily Manufacturing Company, and Paul Huchoch and Harold Dorgan, of Keeney Company.

It was also announced that Harry Beck was the newly elected treasurer of the State organization. The building took place earlier with the results being held until the banquet.

Northwestern’s New Mechanism

MORRIS, Ill.—The Northwestern Corporation is now in full pro- duction on its new nickel optional mechanism for its Model 60 bulk vending line. The unit was introduced at the recent National Automati- cal Merchandising Association convention in Chicago.

The mechanism allows three complete turns on a 5-cent vend and sells for $3, with the price added to the cost of the machine.

Also in full production is the chrome Showcase stand, of heavy- gauge, chrome-plated steel tubbing. Varying sizes accommodate four, six or eight machines. Prices range from $10 to $12 each.
BULK VENDING

Ops Protest Proposed Tax

By CAMERON DEWAR

BOSTON—"Unconstitutional," "discriminatory," "confiscatory" and "unrealistic" are only a few of the terms applied by the local coin machine industry to the proposal for a tax on all coin-operated machines in Massachusetts. This would include all machines from penny bulk vending to pinball machines, all types of vending machines to even coin-operated television sets.

State Commissioner Charles Gibbons estimates that there are 175,000 vending machines, plus 10,000 coke and 15,000 amusement devices and figures that the State would collect $10 million by li

censing the machines on a State-wide basis.

His estimate for license fees would be $60 per year for a cigarette machine; $50 for amusement devices and $1 for a hour for penny bulk machines; $25 for 5-cent candy machines; coffee machines, $25, and sandwich machines $40, with a fine ranging as high as $125 on bigger food vending machines.

"Responsible men in the industry support this for several reasons," said Gibbons, but the "responsible men" passed the plan a few words to support Gibbons.

To his charge that "there are many machines in the State which accept coins even when the supply of merchandise is depleted, and others which fail to render the complete service claimed," it was pointed out that the machines they.pyone are one of the worst offenders in this respect and nothing had been said about this activity.

One operator of music, cigarettes and vending machines said he estimated it would cost him $135,000 a year, which was more than the current gross of the enterprise.

"In other words," he said, "we'll be out of this business." As an example, he said there are many cigarette machines that do not pay $60 per year. It was generally agreed that the plan was unrealistic and the estimate of machines too high.

The point also was made that vending firms pay the same fees and taxes as persons in the form of milk licenses, victualers permits, etc. The biggest protest from vending trade was that it would hit the working people hardest—the factory workers and the school children.

The charge of discrimination was supported by one operator who said that the plan was a device in which the rule were made to tax drugstores for selling candy but not candy store, or milk in cans and milk in bottles. But the biggest point made was that the $16 million expected from the fees was more than the total take of all the machines in the State.

This type of legislation has been tried previously and has not been defeated. However, there is a feeling that something could come of some form of licensing the machines since the State is in dire need of more funds and is in the position year after year it is felt that legislatures would be unwilling of this legislation.

Further, the proposal is being looked at by the Legislature at an early date.

24-Payment Plan From Rake Coin

PHILADELPHIA—The Rake Coin Machine Company is re-introducing its 24-payment finance plan on its complete line of Oak bulk vending machines according to Nathan Rake, president.

Rake said that the plan is being offered by a number of the machines... and said there are many more machines than that pay only $60 per year. It was generally agreed that the plan was unrealistic and the estimate of machines too high.

THE MOST EXPENSIVE LOOKING THINGS EVER SOLD FOR $5!!

* Fancy metal settings * Czechoslovakia stones * Will not tarnish

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Take our "RING-DING" deal!!

Consulting: 50 Rings, 500 Pasties, 116 features .25 cent each.

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PLASTIC PROCESSES, INC., 83 Raine Avenue, Freeport, N. Y.

Paint, Polish Prepare For W. German Winter

MUNICH—Winter's approach has German bulk vending operators rushing to polish and refurbish their equipment with springtime zest.

The Germans believe in wintering equipment for eye appeal as well as winter weather. Brightly painted pastels and primary reds and yellows are used to brighten up equipment and offset winter drabness.

Most German operators strive for a "crying" effect, loud color schemes luring the eye to examine the eye-catching eye-catcher. One of Munich's biggest bulk operators explained, "Color—timeless means bulk vending products. This is all the more true in the winter time, and I make it a point to choose not only gay colors but to pick the colors to suit the location.

Harmonizing Colors

"For example, equipment located in areas with frequent snow should be painted the brightest line truck red available. However, colors should be varied to harmonize with the location, but whatever colors are used should be bright to overcome winter drabness."

This operator takes special pains to winterize the mechanics of his vending equipment. "Servicing becomes much more important in the winter, but this isn't as obvious to all operators as it should be," he remarked.

German operators, too, make it a rigid rule to shift equipment wholesale only when winter is over. Equipment perfectly suited to catch maximum traffic flow in the spring and summer month may be poorly suited for winter trade. The Munich operator points out, "We have made checks on traffic flow at the beginning of the year, and we find there is a substantial alteration in certain areas as between winter and summer. This is true in the city, and of course it is obvious in mountain resort areas.

Bulk Banter

CLEVELAND CLOSE UP

The next meeting of the Ohio Vendors Association will be held Saturday, December 2, at the Coach House Restaurant, Route 42, Strongsville, Ohio (just north of Exit 10 of the Ohio Turnpike). A luncheon will be served at 1:30 p.m. and the meeting will follow. Suggested on the agenda is a review of the laws currently in effect in Ohio relative to the bulk vending business and a discussion of problems encountered by the vendors. For information, the OVA is opened to all vending operating doors doing business in Ohio and they are urged to attend this important meeting.

Joseph Rades, Ridge Gundy Company, sometimes manages his firm will be giving vending jelli-bobs—five to six in a car. This new addition to the candy mix line comes after two months of testing some other resistance. Still in the experimental stage for future introduction into the mix, the Ridge Gundy line are Boston Baked Beans.

Newlyweds, Mr. and Mrs. Jim Tomko (Sandra Rades), at home at 2308 Albin Road, Broadview Heights, have just completed remodeling their new home and are now building a stable for a local equestrian club to which they belong.

Jim, capitalizing on his training and experience at Ridge Gundy, has entered the business building business on his own starting out with 120 locations and eventually constructing a hundred more. "We have made checks on traffic flow at the beginning of the year, and we find there is a substantial alteration in certain areas as between winter and summer," he said.

After completing the first 120, he and Sandra will continue working at Ridge Gundy.

Temporarily working in Paris is Helen Renwick, daughter of Joseph Rennick, Refresh Vending Products. Bilingual Helen is a medical technician from John Hopkins University, and Reserve University, is putting to practical use her college French while visiting and sightseeing during this six-month period of her stay.

Visiting the Renwicks during the holidays will be daughter Betty Anne Livock, who teaches French at Cleveland Heights High School.

(Continued on page 35)
Victor Vends Hints at Distrib Switches

CHICAGO — A shakeup is expected shortly in Victor Vending Company’s distributor organization, according to a statement made last week by Victor president George Newbert.

Schaefer noted that while Victor was less than pleased with all of the firm’s current outlet sources and he expected to make up the lost 60 to 90 days in the near future.

Victor noted there was no intention of dumping distributors and going direct. Schaefer said there was no advantage in this and that Victor could “cover the entire U.S. by itself.”

Schaefer stated, however, that Victor had been receiving an increasing number of complaints and criticism from operators in the field regarding service and unnecessary handling of their accounts by certain of our distributors.

Schaefer said he would rather not comment on specific territory involved.

He said that “naturally we were very much distressed with such reports after we had placed our full confidence in our distributors.”

He noted that “logically, corrections have to be made without too much loss of time.”

Schaefer, Victor’s distributor organization, had little contact with operators in the field and expected to represent itself fairly. Schaefer said that changes would probably differ from territory to territory for Victor distributors with additional appointments also being made.

It is said Victor has some 35 to 40 distributors up to about two years ago, at which time it consolidated its organization and named 10 major accounts.

Schaefer said he had no plans to go back to the 35 to 40 figure but was critical of some distributors for not having as few distributors as possible to cover their territory.

He noted that Victor is expected to be in production in January on its recently installed package vendor, previewed at the recent National Automatic Merchandising Association vending convention here recently, and that we were anxious for Victor to have an effective sales force when this equipment began rolling off the line.

Automatic Merchandisers Elect Officers; Governor Newbert

CHICAGO — Herb A. Geiger, president of the Chicago Automatic Sales Company, Milwaukee, has been elected president of the National Automatic Merchandising Manufacturers Association.

B. Donahue, executive vice-president of the Universal Match Corporation, Geiger assumed his new duties, January 1, 1962.

Other officers elected were Louis Ruman, Mystic Automatic Sales, Medford, Mass., secretary; Harry Davidson, Automatic Retailers of America, Inc., Los Angeles, vice-president; and Carl Millman, American Merchandising Corporation, Milwaukee, treasurer.


Re-elected members of the Board are Henry Davidson, M. B. Donahue, Automatic Retailers of America, Inc., Los Angeles, vice-president, and Carl Millman, American Merchandising Corporation, Milwaukee, treasurer.

All manufacturers are available with 3c, 10c, and 25c coin mechanisms or a combination 1c-5c coin mechanism, and slit club handle.
See German Boom in Africa

HAMBURG — A West German newspaper has just published a variation spoiling the parade of African politicians and businessmen who have been touting the prospects of economic development assistance.

According to the newspaper, the Frankfurt Abendpost, West Germany will soon meet the needs of self-service, the sky-is-the-limit foreign aid program.

The premise of African politicians is that West Germany grows even stronger along the African path that the German economy has put in place. The notion that the African nations are best served by a "help yourself" basis.

Now the Bond government supports the Party of the People, which is a major government ministry to ask out economic news in the underdeveloped countries.

Also of all which spells golden opportunity to West Germany’s hard-pressed coin machine manufacturer.

With the boom gone from the German coin machine boom, the manufacturers are suddenly seeking expanded foreign markets.

A poll of leading German manufacturers find all in agreement that they can survive only by a vigorous campaign of export markets. And all agree that the future of the coin machine (as one manufacturer puts it) is Africa — “black”.

German producers are busy making a paradise out of African political offering to Bond for the foreign aid handout with a contemptuous man. The more enterprising producers are seeking African coin machine tie-up deals, whereby coin machine producers can share in the largesse being doled out to Afri
can nations by the Bond government.

As far as the consensus of the trade is that this large surge is only beginning, and that it will steadily increase until Africa becomes West Ger-

man’s single most important overseas market. Most German coin machine manufacturers believe that Africa can become an important coin machine market within a relatively few years.

Basically, the Germans profit from the fact that the West African states are not in the Kaiser of his colonies after the St. John’s day, and will more brightly. The Ney, the king of Africa, and the British Empire, and the Germans in Africa will be more effective than in black Africa as an “anti-colonial” nation, and, and I dare say, more profitable one.

German sales service in Africa:

1. Needed is a compact, rugged and inexpensive machine for auxiliary use.
2. A compact, rugged and inexpensive machine for auxiliary use.
3. A compact, rugged and inexpensive machine for auxiliary use.

For air shipments must be hand-crafted from parts to parts, and must be made for on-the-spot training of service.

It is desirable to utilize African labor to do the job. This is feasible, even to the extent of including African machine operators.

There is no problem except that of training personnel. And we have a big trade going, and, I dare say, a more profitable one.

German sales service in Africa:

1. A compact, rugged and inexpensive machine for auxiliary use.
2. A compact, rugged and inexpensive machine for auxiliary use.
3. A compact, rugged and inexpensive machine for auxiliary use.

Also in the German was Des Brasilier, Water Valley Music Company, Water Valley, Miss.; Lloyd Barrier, C.B. & C. Music Company, Fort Worth City, Ark.; Bill Pepper, Pepper Music Company, Los Angeles, Cal.; Marion Rattler, State Music Company, Cleveland, Miss.; Malvise Lages, Langdon Music Company, Oscoda, Ark.; and Clarence Spain, Spain Music Company, Tuscaloosa, Miss.

Mr. Montgomery, secretary-treasurer, and Alan Dixon, general manager of S & M Distribution, two weeks from a two-week all-expense paid trip to Puerto Rico, which they won for selling their quota of juke boxes. They report they had an enjoyable time sightseeing and fishing in the Bahamas, William V. Forsythe, Forsythe Amusement Company, was out and about some now. He is recovering from a wreck in Tallahassee, Fla., three months ago. Somebody ran into him.

J. Tunkle Saunders, president of Memphis Tune Company, has a 40-year-old well-to-do eligible bachelor around town, is now a bachelor.

Jo Coughlin, partner in Popular Times Music Service and an official of HI Record Company, is coming out soon with another LP album by Bill Black’s Combo. Eileen Whisnant.

3 Times More
Circulation
Than the Next Magazine!
Arkansas Court Rules Tax On Juke Box Take Illegal

LITTLE ROCK — Collection of sales tax on juke box revenues is illegal, according to a ruling handed down to the Arkansas Supreme Court. The State had been collecting such taxes since 1937.

The 4 to 3 ruling was given to the State by C. E. Toller, who operates a juke box business out of Trumark, Ark. The State is attempting to collect $27,788.98 in sales taxes from Toller.

Toller challenged the tax collection, and that challenge was upheld in the Chancery Court of Judge E. E. Braly. The State Revenue Department had no right to collect the taxes on the basis of the tax law. He pointed out that had the Legislature wanted juke boxes taxed, it would have named them in the State Tax Law.

**Legality of Free Games is Mulled**

PITTSBURGH — Pennsylvania’s Supreme Court has been asked to rule on the legality of coin-operated amusement machines that accumulate free games.

During argument here, Cumberland County Assistant District Attorney Richard C. Snsheder contended that the holding device makes the machine "almost identical to the multiple coin aspect" which has been outlawed by court order. The case on trial involved a machine operated by State Police in a Keg Street tavern at Fort 109 in Mechanicsburg last year.

**Variety Argument**

Variety, defendant, owner of the devices, contend they are for amusement in contesting a Cumberland County Court order for their destruction as gambling devices.

Snsheder said the holding device accumulates free games is the same as the multi-coin principal because "a player is using the results from the first game on the second, thus enhancing his chances of winning, but if it is an additional expenditure on behalf of the operator." He added: "As a result, a player could receive free "no player of these machines was ever given the same item in exchange for free games or high score." No Evidence<br>

Both lawyers agreed that the Commonwealth presented no testimony or evidence to show that gambling was involved in the actions of the defendant. Snsheder said his was not this necessary.

The court was told that no change in the design of the machines or in the procedure of the pay out devices, but that special equipment was used for such conversion. The court took the argument under study.

**West Virginia Op Assn. to Vote On Addition of Vending to Name**

OAK HILL, W. Va. — The Motion Pictures of West Virginia, one of the nation’s strongest State Juke box associations, will probably change its name to the West Virginia Music & Vending Operators Association.

The issue will be voted on December 15, when the group meets at the Red Lion Hotel, Charleston. Actually, many of the juke box operators are already in cigarette vending, while others have diversified into one of the lines of automatic merchandising.

John (Red) Wallace, of the Airdale Rhythm Twent, has recently converted his cigarette cigar, shown to be the representative of the State Tax Commission.

Other features: (1) Kick-out hole for 50 points; (2) top rollers light corresponding colored light for high score; (3) match feature and three or five-bet play.

The game is designed to Gottlieb’s modernistic cabinet, to stainless steel moldings and chrome corners.

Evade Philippine Law By Bringing Juke Sets In As Personal Effects

By LUIS MA. TRINDAD

MANILA—While the importation of Juke boxes to the Philippine Republic in finished form is prohibited by Central Bank regulations, smugglers have found a convenient dodge to bring music machines into the country—tax free.

Under Republic Act No. 2252, a returning resident may bring in as personal effect, articles of merchandise purchased and/or used abroad. These articles may be brought in free of taxes, customs duties, etc. The law seeks to exempt these articles from Central Bank regulations insofar as their entry is concerned provided that the said articles are destined for the personal use of the returning resident or that of his family.

Capitalizing upon this provision of the law, certain parties have been, and are still, able to bring in Juke boxes, despite the law and Central Bank regulations.

Under existing Central Bank regulations, importation of Juke boxes in finished form is prohibited. This regulation is circumvented by resorting to the following procedure:

Personal Effects

With fictitious names as consignees and by prearrangement with certain firms in the United States, Juke boxes are shipped into the country as personal effects. When the Juke boxes are shipped, the coin mechanisms are eliminated. These are shipped separately by parcel post.

This trick is presumably to take away the commercial characteristics of the Juke box which is then passed on as Juke photograph set.

This tactic, to be sure, is too flimsy and if the law on personal effects were rigidly imposed, these attempts could be easily thwarted. It is incomprehensible how a Juke box could be allowed to enter as "personal effect for the consignee's use or that of his family," as RA No. 2252 requires.

HI-FI Sets

It is a common knowledge that standard hi-fi sets are available in numerous brands in the foreign markets and they do not, by any stretch of the imagination, come near both in appearance and use to a Juke box. A Juke box is a phonograph manufactured primarily for commercial purposes; it has never been intended for home use and it is inconceivable that a person would like to have one in his house.

Up to this very day, one has yet to see a Juke box being used in any home.

In order to take full advantage of the privilege granted under RA No. 2252, the "importer" undervalues the shipment to such an amount that will assure the payment of just a fraction of the taxes, customs duties, etc., that would normally be due if the importation were legal.

Set of Parts

This negligible amount is further reduced to practically nil by conveniently throwing inside the crate or inside the machine itself, an extra complete set of parts which, by providing a cabinet, can easily be assembled into another unit.

This practice is hurting not only the legitimate importers, but also the government which is losing thousands of pesos in the form of uncollected duties, taxes, etc. Moreover, it stymies all the efforts of the Central Bank to regulate the importation of Juke boxes in the country.

Many of these Juke boxes are now in actual operation in Manila and suburban towns and it should be easy for the government authorities to check into them.

Banner Moves To Large, New Coin Quarters

PHILADELPHIA—Banner Specialty Company will move to new quarters on coin row December 13. It was announced last week by Jim Ginsberg, executive head of the distributing firm.

Now at Fifth Street near Girard Avenue, Banner will move to 1641-45 N. Broad Street.

At present, Banner is sharing quarters with the Mucke Variety Vending Company, but due to the growth of the two firms, each now needs separate quarters, Ginsberg explained.

He said he will expand the staff as soon as Banner begins working out of its new quarters. "The move will enable us to increase service to the operators," Ginsberg added.

State Music Distrib Offers Money-Making Machine Sales Guarantee

DALLAS—A coin machine merchandising method which is proving to be highly successful for State Music Distributors consists of a money-making guarantee on every machine which that Dallas-based distributor sells to the operator.

Tommy Chatten, sales manager for State Music, said that this is the first time in the history of the business that such a guarantee has been made.

The tests themselves are for varying periods of time, 30, 60 or 90 days, depending on the type machine, and they are based on the earnings of other machines which are already established on the test location.

"So far, very few of the machines which we have tested have failed to show a profit," Chatten added.

Some Full Test

However, there are those few which fail the test. He said that there is no sense in allowing those few which do not make good to be put on the market, because there will always be other games, machines which can meet the test successfully.

As for the machines which don't prove out on the location tests, some few have been found to be the type which would probably make financial successes on the foreign market. Those are exported.

(Continued on page 40)
Juke Boxes a Potent Political Weapon

LISBON—Higuino Galvao, who hijacked the Santa Maria last January and an airliner this month, has tossed a jet bomb "well within the Portuguese regime of Antonio de Oliveira Salazar."

Galvao is producing phonograph records with anti-Salazar propaganda messages layered among the lyrics. The records are marked as ordinary juke box discs, and are smuggled into distributors' records stocks, and, in what is becoming the most effective procedure, directly onto the machines.

The effect is startling. A neutral source explained the scene in a downtown bar where one of Galvao's discs was unobtrusively played. "The record was a current hit, and it started out just like the genuine recording, but then there was a slight interruption in the lyrics, and they shifted suddenly to a satire of the Salazar regime which belies the prophecy that the government would be overthrown before next spring."

Effect Devastating

"The effect was devastating. There was a police-manhandling at least five persons in the bar. The policeman reached for his gun, then saw there was nobody he could really draw it on, and he looked back at first helpless and then foolish."

"The two soldiers looked around nervously as if wondering what, if anything they should do. They look to the cop for orders, but he just sat there staring sort of beamed. The soldiers finally got up and left."

"By this time the cop had regained his senses. He picked up the gun which was tending to turn off the juke box, and then threw it to the station for questioning."

"But it was all news to the proprietor, as he was able to convince the police. So they had to release him."

Sympathy Gestures

It is an open secret at many—perhaps most—locations the proprietor, when able, deliberately ignores the anti-Salazar disks in a gesture of sympathy with Galvao.

It is understood that Galvao's supporters are producing the disks at Tangier. Propaganda messages are inserted into takes of standard top-tune pressings. The doctored disks are being smuggled into Portugal by the hundreds aboard fishing craft and then distributed throughout the country.

They are clandestinely—sometimes openly—put on machines by pro-Galvao disk shop employees and juke box maintenance personnel. They are also slipped on regularly by Galvao "truth squads" who tour juke box locations posing as customers.

On the Run

One of Galvao's supporters explained, "We have Salazar on the run and we are trying to increase the panic to create the impression that the enemy is everywhere and invincible."

"We have concentrated on unusual gimmicks to dramatize our crusade against Salazar. The hijacking of the Santa Maria was a great success in focusing world attention on our movement, and it filled Salazar with panic."

"The same was true when we hijacked the airliner the other day as it approached Lisbon from Casablanca. That time we dumped thousands of anti-Salazar leaflets from the plane, but the next time it might be phonograph records. Who knows?"

EUROPEAN NEWS BRIEFS

Continued from page 32

by standardizing basic parts and accessories common to all boxes. The idea is to reduce production costs and simplify manufacture and maintenance—but not to eliminate competitive cut-price factors. The Bataan project is designed to standardize models on a competitive basis. But production which contributed nothing to competitive advantage would be standardized. It is believed that all producers would benefit from standardization, which would cut basic production costs and stimulate sales generally by simplifying servicing and maintenance for all boxes with standardized parts. In effect, participating producers would gain a sales edge, at least on theory ever outside—meanings primarily American—competition.

Report Cinebox Ad Possibility

MILAN—Expectation so far suggests a bright future for Cinebox, the so-called "pinball machine," as an advertising sales medium. More enthusiastic operators even believe that the box may actually produce more advertising revenue than by coin collections. Cinebox, which is being sold in the U. S., is essentially a complete self-contained high fidelity sound and motion picture theater with push-button selectivity from 40 easily-changeable five-minute films. It is possible to show an unlimited number of selections and automatic films not exclusive in motion picture theaters and, in many cases, never before shown to the public. This fact generates tremendous advertising potential for the box. Advertising strips may be inserted into the films or run separately. There is also the possibility of the use of film materials and charging the advertiser accordingly.
TRI-STATE AMUSEMENT COMPANY, headed by Edward P. Martell, had the honor of furnishing American Shuffleboards for the Moose Shuffleboard Tournament held recently in New Britain, Conn. Teams from five New England States competed. Top prize was won by the representatives from Wallis, Mass; Jim Barrows, Joe Rigoli, Mal Collett, Ray Pearson, Bill Burns, Ernie Clark, Jack Kelly, capt., Rusty LeJore, Jumbo Vallati and Tim Moise.

Ohio Venders Assn.
Meeting December 4

CLEVELAND — The Ohio Vendors Association, bulk vending operator association, holds its next meeting at the Plantation Room of the Coach House Restaurant, Route 42, Strongsville, O., at 1:30 p.m., Monday, December 4.

Members and non-members are invited to attend the luncheon meeting. Any operator who would like to attend is requested to drop a line to Joseph Pades at the Ohio Vendors Association, 4242 Ridge Road, Cleveland.

Ohio Venders Assn.
Meeting December 4

WurliTzer 2500
ULTIMATE in Automatic MUSIC

A REALISTIC TEST OF TRUE DRIVING SKILL
THAT GETS AND HOLDS FREE-SPENDING CROWDS!

This is Williams Road Racer — the race driving unit that operators have urged us to build. It is offered at a fractional cost of others and will enable you to retire your investment in a hurry and start generating cash earnings coming your way... fast.

PACKED WITH ACTION!
Words and pictures cannot describe the lively action, frenzied thrills and tantalizing suspense that generate steady repeat patronage for Williams Road Racer. You must see it —try it — don't delay.

HOW IT OPERATES:
The driver tries to assume complete mastery of the red racing car when he drops the coin and takes the wheel. He must steer the car parallel with and to the right of center line and hit every third contact point straightaway or around sweeping curves to qualify as a "perfect driver." Pointer classifies the driver and tells his score in one minute's time.

Order Today
from your WILLIAMS DISTRIBUTOR!
WILLIAMS ELECTRONIC CORP.
4243 W. FILLMORE ST. CHICAGO 24, ILL.

"Continued from page 38"

Most, however, are kept by State Music Distributors and the loss is accepted for the greater gain.

In the tests themselves, four games of each model are used on actual locations and in different locations. If the particular model being tested does not prove out," Chatson said, "we would rather take the loss on the third than to market the machine and let each operator take a loss on the machines he bought."
Juke Location Competition Wanes Among Operators in Denver Area

DENVER — Competition for long-established locations is on the wane. Because of the Colorado capital's booming economy, wild scores of new businesses making their bow every month, the competition is brand-new locations.

New Eppy Charm Mixes Deb

NEW YORK — A pair of new charm mixes were introduced to the bulk vending trade last week by Samuel Eppy and Company. "Bargain Mix" says Eppy contains something of everything; all kinds of fill series, all kinds of gimmicks, actually hundreds of varieties' averaged out on a price-slashed basis. "Bargain mix" is priced from $3 to $45 per 1,000.

"Rocket Mix" specialties in big gimmicks including the drum, space ship, penguin, clown, watch-es, man-in-the-box, ice cream soda, flower pots, bottle necks and plated furniture. Price is $10 to $12.50 per 1,000.

OPERATE
UNITED
Shuffle Alleys
and
Bowling Alleys
WELCOME EVERYWHERE

ROYAL DISTRIBUTING COMPANY, Cincinnati, reports strong sales of Chicago Coin's Continental bowlers as another trailer load arrives.

NEW! Valley DELUXE 6-POCKET

NEW DESIGN! NEW MECHANISM!
3 SIZES: 75x42, 84x47, 90x50.

Say You Saw It in Billboard Music Week

Exotic! Exciting! Positively Irresistible

GOTTLIEB'S
2 PLAYER 'Aloha'

Stacked with Player Appeal! Profit!

- Twin double bonus scores up to 400 points
- Drop-in hole scores combined bonus values; double bonus values when hit
- Kick-out holes score bonus up to 100 points
- Top rollers light corresponding colored Pop Bumpers for high score
- Stainless steel mouldings + Chrome corners
- Match feature + 3 or 5 ball play

New "Hard-Cut" Finish
Extends Playfield Life to an All-Time High

D. Gottlieb & Co.
1140-50 N. KOSTNER AVENUE • CHICAGO 5, ILLINOIS

GOTTIEB'S

It's Always Profitable to Operate Gottlieb Games
COIN MACHINE INVENTORY LIST

In the December issue of Billboard Magazine for December 26, 1961, there is a coin machine inventory list. The list includes various coin-operated machines such as jukeboxes, slot machines, and other similar devices. The list provides details such as the type of machine, brand, and model, along with the location where they are available.

To see the inventory list, please refer to the December 26, 1961 issue of Billboard Magazine. The list is a valuable resource for anyone interested in coin-operated machines.
The New Seeburg
"ARTIST OF THE WEEK" WALL-O-MATIC
STAGES YOUR GREAT MUSIC LIKE A MINIATURE THEATER!

The Seeburg Wall-O-Matic "100" is a brightly lit, persuasive music salesman. With the Seeburg Artist of the Week phonograph, it stages each week's new artist. Generates more plays, more revenue.

Add the fabulous KOSS STEREOPHONES to the Wall-O-Matic, "100," and you have an extra money-making accessory. (No coin—no music. No free rides!)

With Seeburg's out-in-front Artist of the Week programming of 33 1/3 album singles intermixed with 45's, you and your locations are selling great music. Everyone profits.

The Seeburg Sales Corporation, Chicago 22.

*Double Eagle Bar, Jacksonville, N.C.

PERSONALIZED FOR YOUR LOCATIONS!
“Barbara Nichols has a shape that will make your eyes bulge!”

“George Gobel scored a great triumph!”

“Sam Levene can do anything, and do it well!”

“LET IT RIDE!” Broadway’s new hit musical. Play another winner. Order up today! Original Cast Album, exclusively on RCA Victor ™

The most trusted name in sound AVAILABLE IN LIVING STEREO AND MONURAL HI-FI.