December 4, 1961

**New Action LPs**

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

**MONOPHONIC**

AND NOW ABOUT MR. AVALON—Frankie Avalon, Capitol

LAST NIGHT—I’m Yours—Atlantic

LONDON—On Christmas Day—Capitol

BIG BAND PLAYS BIG HITS—S. Zimmer, Liberty

TIME FURTHER OUT—Dave Brubeck, Columbia

BRISTOL STOMP—Dovatis, Parkside

SOUND 15-MM.—Enoch Light and the Stompers, Presidio

BEST OF STEVE LAWRENCE—ABC-Paramount

LET ME BELONG TO YOU—Brian Hyland, ABC-Paramount

I FEEL SO SPANISH—Eddy Gome, United Artists

**STEREOPHONIC**

MEXICO AND ELEVEN OTHER GREAT HITS—David Carroll, Mercury

JOSE JIMENEZ, THE SUPERMARINE OFFICER—Bill Dams, Kapp

SING THE SONG OF THE SINCERITY—Dinah Washington, Mercury

YOUR TWIST PARTY—Chubby Checker, ABC-Paramount

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SING THE SONG OF THE SINCERITY—Dinah Washington, Mercury

YOUR TWIST PARTY—Chubby Checker, ABC-Paramount

**LOCAL SINGLES BREAKOUTS**

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

FEVER—Pete Bennett and the Embermen, Sun 1002 (Columbia, Liberty, BMI)

THE LATIN SONG OF THE SINCERITY—Dinah Washington, Mercury

YOUR TWIST PARTY—Chubby Checker, ABC-Paramount

**SINGLES SALES UP**

NEW YORK—Singles sales have shown a marked pickup across the board for the second week in a row in the past week. Many dealers reported that the Twist craze had proven a great boon to the disk business, both on the singles and package levels. Interestingly enough, the Twist is stirring much action overseas (see foreign columns). In some areas, dealers continued to complain of poor distributions, particularly on the single levels.

In the Baltimore area, some dealers took a dim view of the great number of freebies being given away at record shops. Such largesse cut into their sales, it was stated. In a market field—in addition to the success of Twist packages—there was a very marked sales upsurge in Billboard Records’ “Phase 4” line (see album story on this page).
My Name Is LENNIE GARMISA
United Artists Distributor for Chicago
I'm Nervous
Do You Know Why?
I Never Had So Many Hot Albums To Sell
And The Factory
Can't Make Them Fast Enough
Get A Load Of This...

1. WEST SIDE STORY
   By FERRANTE & TEICHER
   Hotter Than A Two Dollar Pistol!

2. THE HIGHWAYMEN
   FANTASTIC!

3. EYDIE GORME
   I FEEL SO SPANISH
   She's Beautiful!

4. MOTION PICTURE THEMES VOL. ONE
   Still A Block Buster!

5. MOTION PICTURE THEMES VOL. TWO
   A Great Follow Up!

6. NEVER ON SUNDAY
   This One Never Stops!

7. Ferrante & Teicher
   GOLDEN PIANO HITS
   GREAT!

8. PARIS BLUES
   By Duke Ellington With Louis Armstrong
   Looks Like A Giant!
   And Lots More...
   Why Don’t You Call YOUR Distributor

P.S. So Why Am I Nervous?
<table>
<thead>
<tr>
<th>Week Ending December 10</th>
<th>#</th>
<th>Title</th>
<th>Artist, Label &amp; Number</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1</td>
<td>BIG BAD JOHN</td>
<td>Louis Jordan, Capital 4630</td>
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<tr>
<td></td>
<td>2</td>
<td>PLEASE MR. POSTMAN</td>
<td>Martha and the Vandellas, Motown 0046</td>
</tr>
<tr>
<td></td>
<td>3</td>
<td>GROOVETY CRUEL WORLD</td>
<td>Chubby Checker, Pye 6125</td>
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<td>4</td>
<td>TURN ON THE SUGAR</td>
<td>Billy Stewart, Capitol 518</td>
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<tr>
<td></td>
<td>5</td>
<td>FOOLED</td>
<td>Brenda Lee, Decca 3182</td>
</tr>
<tr>
<td></td>
<td>6</td>
<td>THE TWIST</td>
<td>Chuck Vincent, Pye 6124</td>
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<tr>
<td></td>
<td>7</td>
<td>WALK ON BY</td>
<td>Long John Hunter, Mammy 7096</td>
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<tr>
<td></td>
<td>8</td>
<td>I UNDERSTAND (Just How You Feel)</td>
<td>Dinah Washington, EMI 7036</td>
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<td></td>
<td>9</td>
<td>CRAZY</td>
<td>Patsy Cline, Decca 3172</td>
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<td></td>
<td>10</td>
<td>RUN TO HIM</td>
<td>Shelly West, Liberty 3037</td>
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<td></td>
<td>11</td>
<td>TONIGHT</td>
<td>Petula Clark, United Artists 3757</td>
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<td></td>
<td>12</td>
<td>HEARTACHES</td>
<td>Martha Wash, Motown 0056</td>
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<td>13</td>
<td>MOON RIVER</td>
<td>Andy Williams, Columbia 4918</td>
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<td>14</td>
<td>THE FLY</td>
<td>Andy Williams, Columbia 4918</td>
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<td>15</td>
<td>LET THEM BE DRUNK</td>
<td>Johnnie Ray, Capitol 5194</td>
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<td>16</td>
<td>TOWN MEET LITTLE GIRL</td>
<td>Bobby Bland, RCA Victor 5085</td>
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<td>17</td>
<td>SMILE</td>
<td>Yvonne Fair, Liberty 5557</td>
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<td></td>
<td>18</td>
<td>TONIGHT</td>
<td>Fabian, ABC/Paramount 970</td>
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<tr>
<td></td>
<td>19</td>
<td>HIT THE ROAD JACK</td>
<td>Sonny Boy Williams, ABC/Paramount 970</td>
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<td>20</td>
<td>EVERYBODY</td>
<td>Bobbi Smith, ABC/Paramount 970</td>
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<td>ROCK-A-BYE YOUR BABY WITH A DIXIE MELODIE</td>
<td>Genie Lipton, ABC/Paramount 970</td>
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<td>22</td>
<td>UP A LERRY</td>
<td>Donny Osmond, Liberty 5554</td>
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<td>23</td>
<td>LET'S GET TOGETHER</td>
<td>Natalie Wood, Liberty 5554</td>
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<td>24</td>
<td>YA YA</td>
<td>Stevie Wonder, ABC/Paramount 970</td>
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<td>25</td>
<td>I'M SOON TO KNOW</td>
<td>Al Green, ABC/Paramount 970</td>
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<tr>
<td></td>
<td>26</td>
<td>JOHNNY WILL</td>
<td>Pat Boone, Decca 3184</td>
</tr>
<tr>
<td></td>
<td>27</td>
<td>REVERIE</td>
<td>Brenda Lee, Columbia 4918</td>
</tr>
<tr>
<td></td>
<td>28</td>
<td>CAN'T HELP FALLIN' IN LOVE</td>
<td>Etta James, ABC/Paramount 970</td>
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<td></td>
<td>29</td>
<td>THREE STEPS FROM THE ALTAR</td>
<td>Etta James, ABC/Paramount 970</td>
</tr>
<tr>
<td></td>
<td>30</td>
<td>PEPPERMINT TWIST</td>
<td>Donny Osmond, ABC/Paramount 970</td>
</tr>
<tr>
<td></td>
<td>31</td>
<td>SOOOTHIE</td>
<td>Rudi trucks, Capitol 518</td>
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<td></td>
<td>32</td>
<td>IT'S A ROLLER BABY</td>
<td>Etta James, ABC/Paramount 970</td>
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<tr>
<td></td>
<td>33</td>
<td>FUNNY HOW TIME SLIPS AWAY</td>
<td>Joe店面, ABC/Paramount 970</td>
</tr>
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<td></td>
<td>34</td>
<td>THE MAJESTIC</td>
<td>Etta James, ABC/Paramount 970</td>
</tr>
<tr>
<td></td>
<td>35</td>
<td>I KNOW</td>
<td>Barbados Group, AFO 308</td>
</tr>
</tbody>
</table>

**HOT 100 - A TO Z**

- Big Bad John (AFO 308)
- Please Mr. Postman (AFO 308)
- Goodbye Cruel World (AFO 308)
- Turn on the Sugar (AFO 308)
- Fooled (AFO 308)
- The Twist (AFO 308)
- Walk on By (AFO 308)
- I Understand (Just How You Feel) (AFO 308)
- Crazy (AFO 308)
- Run to Him (AFO 308)
- Tonight (AFO 308)
- Heartaches (AFO 308)
- Moon River (AFO 308)
- The Fly (AFO 308)
- Let Them Be Drunk (AFO 308)
- Town Meet Little Girl (AFO 308)
- Smile (AFO 308)
- Tonight (AFO 308)
- Hit the Road Jack (AFO 308)
- Everybody (AFO 308)
- Rock-a-bye Your Baby with a Dixie Melodie (AFO 308)
- Up a Lazy River (AFO 308)
- Let's Get Together (AFO 308)
- Ya Ya (AFO 308)
- I'm Soon to Know (AFO 308)
- Johnny Will (AFO 308)
- Reverie (AFO 308)
- Can't Help Falling in Love (AFO 308)
- Three Steps from the Altar (AFO 308)
- Peppermint Twist (AFO 308)
- Soothing (AFO 308)
- It's a Roller Baby (AFO 308)
- Funny How Time Slips Away (AFO 308)
- The Majestic (AFO 308)
- I Know (AFO 308)
# Dot Records' Best Selling Singles

<table>
<thead>
<tr>
<th>RECORD NO.</th>
<th>TITLE</th>
<th>ARTIST</th>
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<tbody>
<tr>
<td>16124</td>
<td>Johnny Will</td>
<td>Pat Boone</td>
</tr>
<tr>
<td>16170</td>
<td>Just Let Me Dream</td>
<td>Pat Boone</td>
</tr>
<tr>
<td>16259</td>
<td>Seventh In Heaven</td>
<td>Gisele Webster</td>
</tr>
<tr>
<td>16259</td>
<td>Everybody's Twisting Down In Mexico</td>
<td>Billy Vaughn</td>
</tr>
<tr>
<td>16259</td>
<td>Melody In The Night</td>
<td>Lawrence Welk</td>
</tr>
<tr>
<td>16259</td>
<td>Ain't A Two A-Oa AOA Cha</td>
<td>Louis Prima</td>
</tr>
<tr>
<td>16259</td>
<td>You Gave Me Wings</td>
<td>Keely Smith</td>
</tr>
<tr>
<td>16259</td>
<td>Mood Indigo</td>
<td>Louis Prima</td>
</tr>
<tr>
<td>16259</td>
<td>You'll Never Walk Alone</td>
<td>Keely Smith</td>
</tr>
<tr>
<td>16259</td>
<td>We Live In Two Different Worlds</td>
<td>The Lennon Sisters</td>
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# Best Selling Albums

<table>
<thead>
<tr>
<th>MONO STEREO</th>
<th>ARTIST</th>
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<tr>
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# All Time Hit Singles

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<tr>
<th>RECORD NO.</th>
<th>TITLE</th>
<th>ARTIST</th>
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<tbody>
<tr>
<td>16012</td>
<td>P.S. I Love You</td>
<td>The Hilltoppers</td>
</tr>
<tr>
<td>16012</td>
<td>I'm In The Mood</td>
<td>The Hilltoppers</td>
</tr>
<tr>
<td>16012</td>
<td>Love Walked In</td>
<td>The Hilltoppers</td>
</tr>
<tr>
<td>16012</td>
<td>The Verve Came</td>
<td>The Hilltoppers</td>
</tr>
<tr>
<td>16012</td>
<td>Till Then</td>
<td>The Hilltoppers</td>
</tr>
<tr>
<td>16012</td>
<td>Memories of Love</td>
<td>The Hilltoppers</td>
</tr>
<tr>
<td>16012</td>
<td>Sail Along Silv'y Moon</td>
<td>The Fontane Sisters</td>
</tr>
<tr>
<td>16012</td>
<td>Seventeen</td>
<td>The Fontane Sisters</td>
</tr>
<tr>
<td>16012</td>
<td>Ain't That A Shame</td>
<td>Pat Boone</td>
</tr>
<tr>
<td>16012</td>
<td>I'll Never Be Home</td>
<td>Pat Boone</td>
</tr>
<tr>
<td>16012</td>
<td>The Crazy Otto</td>
<td>Pat Boone</td>
</tr>
<tr>
<td>16012</td>
<td>The Shifting Whispering Sands</td>
<td>Pat Boone</td>
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<tr>
<td>16012</td>
<td>Part One &amp; Two</td>
<td>Pat Boone</td>
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<tr>
<td>16012</td>
<td>Hear You Knocking</td>
<td>Pat Boone</td>
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<tr>
<td>16012</td>
<td>Dark Moon</td>
<td>Pat Boone</td>
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<tr>
<td>16012</td>
<td>Memories Are Made Of This</td>
<td>Pat Boone</td>
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<tr>
<td>16012</td>
<td>Almost Lost My Mind</td>
<td>Pat Boone</td>
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<tr>
<td>16012</td>
<td>Don't Forget</td>
<td>Pat Boone</td>
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<td>16012</td>
<td>April Love</td>
<td>Pat Boone</td>
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<tr>
<td>16012</td>
<td>Love Letters To The Sand</td>
<td>Pat Boone</td>
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<td>16012</td>
<td>A Wonderful Time Up There</td>
<td>Pat Boone</td>
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<tr>
<td>16012</td>
<td>Ninety Nine Ways</td>
<td>The Mills Brothers</td>
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<tr>
<td>16012</td>
<td>Paper Doll</td>
<td>The Mills Brothers</td>
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<tr>
<td>16012</td>
<td>Blow Wind</td>
<td>The Mills Brothers</td>
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# New Releases

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<tr>
<td>16012</td>
<td>Let's Go Tripping</td>
<td>Milt Rogers</td>
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<td>16012</td>
<td>Lonesome Road To Damascus</td>
<td>Country &amp; Western</td>
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<tr>
<td>16012</td>
<td>Trade Winds, Trade Winds</td>
<td>Country &amp; Western</td>
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<tr>
<td>16012</td>
<td>Come September</td>
<td>Billy Vaughn</td>
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# New Albums

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<tr>
<td>3412</td>
<td>MOON RIVER</td>
<td>Lawrence Welk</td>
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<td>3410</td>
<td>DOIN' THE TWIST</td>
<td>Louis Prima</td>
</tr>
<tr>
<td>3406</td>
<td>THE ANDREWS SISTERS' GREATEST HITS</td>
<td>The Andrews Sisters</td>
</tr>
</tbody>
</table>

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WRITE TO YOUR NEAREST Dot DISTRIBUTOR

OR: Dot RECORDS, INC., 1507 N. Vine St., Hollywood 28, California
Broadcast Engineers Up-Date Disk Reproduction Standards

WASHINGTON—Upgrading of broadcast recording and reproduction standards to include automatic service is the current project of an engineering committee of the National Association of Recording Arts and Sciences (NARAS). The NAB standards will also be reviewed and additional tests speed, with a special subcommittee looking at unipolar magnetic tape and another on disks.

The special Recording and Reproducing Standards Committee, under the chairmanship of George Miller of CBS, is coordinating the project with the Institute of Electrical and Electronics Engineers (IEEE) and the American National Standards Institute (ANSI).

BMI Sits New Guarantee Tube

NEW YORK—Broadcast Music, Inc., has adopted a new formula for ensuring greater accuracy in applying the guarantee provision for BMI publishers. BMI has been unable to prevent publishers from using the 10% rule in determining the amount of compensation due.

In the past, BMI publishers have received payments at the rate of 10% of the total amount due, as required by the Copyright Royalty Board, but the new formula provides for a more accurate calculation of royalties due.

The new formula provides for a 15% guarantee on the first $100,000 of income, with additional guarantees at 5% on income between $100,000 and $250,000, and 2% on income over $250,000. This will result in a more accurate and equitable distribution of royalties.

The BMI formula is designed to ensure that publishers receive a fair share of the total income generated by their works, and will be in effect for the current copyright term, which expires in 1988.
International Disk Men Heart of Spain's Market

NEW YORK—The first single record was introduced in Spain the other day when a group of American disk- men, led by Fred Jackson, of the RIAA, who represents the American record industry in Europe, presented a demonstration in Madrid as one that "might well revolutionize the Spanish market." Among the models here last Tuesday (28), who represented the European and South American markets, was Fred Jackson, who said that until the 1930's the record market in Spain was practically nil, and even to-day, in his estimation, it is nowhere near what it could be, and that one sells 10,000 copies a week is considered a good record. However, the execs noted that in 1940 the record market in Spain climbed up to 1,000,000 retail sales volume of $4,000,000, as compared to $2,000,000 in previous years.

Heavily reinforced on its LP's and EP's have been sold in Spain, with the present peak at about $12.50, with over $25,000 of the total, and a further 45 single, introduced by Hispa- mania at about 40c.

Since a secrecy weekly salary averaged between $15 and $20 for air 3 to 30's, "no question about the sales. We have many sales which are made on the spot, and we get 20 per cent of it," said Reiter, who also added that the Spanish market is only 1,000,000 copies.

The manifestation also noted that publishers must depend upon local orchestras and live performers for "pops" that are going to make records popular--for publishers (they are also the biggest source of income).}

GOTHAM HOEDOWN
Jaded New Yorkers Enjoy
Country Music at Carnegie

WASHINGTON—An event of some substance occurred here this week when a band of colorful country music makers gathered at the Institute of Contemporary Art, left their arched amanic Auditorium buildings in Nashville, for a sound night of New York's venue at Carnegie Hall. The vaunted 57th Street spot, which has played host to the likes of Louis Armstrong, Duke Ellington, Count Basie, and others, was the spiritual theme for the day.

Despite dire predictions from the management of the hall, the attendance at the benefit for the Montgomery Ward, American Red Cross, and some quizzical authorities of the National Baseball Association, all that was heard was the name of the Great American Band, 2012, Dorothy Kildare, as to what they would do with the proceeds. With all the hollers, this hall would be the second and the crowds would have improved knowledge of the field with rancor.

RIAA AWARDS MARK SELLING ACHIEVEMENTS

new YORK—A recent story that must have caught the attention of the rock and roll industry was the announcement that the RIAA had awarded its first gold record to the Beach Boys.

The awards were given to the band for their album "Beach Boys Beach," which sold over a million copies.

The RIAA has now added to its list of achievements, the Beach Boys have sold over 20 million copies of their albums, which is a significant milestone for the band.

Candido Continues Label Operation

NEW YORK—Candido Records will continue in operation, according to reports. The label, which was the brainchild of Archie Bleyer, head of Cadence, has been successful in recent years with its line of jazz and Latin music. The label has continued to be successful, with artists such as Candido, who has been signed to the label, and has continued to release new material.

With the continued success of the label, Candido Records will continue to operate, with new artists signed to the label and new releases forthcoming.

Seven Arts Fold
Rumor Is Denied By Morty Craft

NEW YORK—Morty Craft, colorful operator of Seven Arts Productions, denied at week's end that the company was in financial difficulties. Reports that Seven Arts might fold its tent had circulated in the industry during the week.

Craft stated: "We are not getting out of the business. We are not in financial distress, and we are not in negotiations with anyone. We are continuing to operate as usual." Craft also refuted rumors that the company was in financial trouble, and that the company was in survival mode.

"Don't have to tell you," Craft said, "our business is as good as ever. We are not in any financial difficulties, and we are continuing to operate as usual." Craft also reiterated his commitment to the company and its future.

Morty Craft, a well-known figure in the entertainment industry, has been involved in a number of successful projects. He is known for his colorful personality and his ability to bring creative projects to life. He has been involved in various aspects of the entertainment industry, including film, television, and live events.

Craft also denied rumors that the company was in financial trouble, and that the company was in survival mode. "These are all false reports," Craft said. "We are not in financial difficulties, and we are continuing to operate as usual." Craft also reiterated his commitment to the company and its future.

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WELL OVER A MILLION!

BIG BAD JOHN 4-42175
JIMMY DEAN

WELL ON THEIR WAY!

ROCK-A-BYE YOUR BABY 4-42157 ARETHA FRANKLIN
TAKE FIVE 4-41479 DAVE BRUBECK QUARTET
TENNESSEE FLAT-TOP BOX 4-42147 JOHNNY CASH
THE COMANCHEROS 4-42196 CLAUDE KING
DANNY BOY 4-42199 ANDY WILLIAMS

COLUMBIA RECORDS®
Cannon Shot Blasts South

NASHVILLE — Record retailers here and in Memphis are ring-upping sales on a brand new single by Ace Cannon that's breaking wide open in these two Tennessee towns. Cannon's hot new side is "Tuff" on the Hi label.

Dealers contacted last week listed the new Cannon stogie among their best sellers this week along with singles in BMI's Hot 100 for several weeks. Chase Webster's "Sweethearts in Heavens" on Dot was still a strong seller in both cities as was "Just a Little Bit Sweet" by Charlie Rich on Phillips. The latter was somewhat stronger in Memphis, but Nashville sales were good also.

Business in those areas was generally improved over last week, and dealers indicated they expect a steady trend upward with the approaching Christmas holidays. Christmas singles have not yet begun to make their mark yet, however, and most retailers feel the current top singles will continue to be the strong sellers on up through Christmas.

U. S. Bonds

taken place to date on the first two records released on the Groove label to sell for 49 cents. Although most agreed that the records both had potential, they felt that the failure of either disk to take off tended to bear out the theory of some disk operators that "If a record doesn't have what the buyer wants, a lower price will not make them buy any faster."

Pitt Goes for Vee & 'Cryin'

PITTSBURGH -- "Walking With My Angel" by Bobby Vee on Liberty and "Everybody's Cryin'" by local singer Jimmy Bensont on the May label seem to be the best-selling records in Pittsburgh this week. The former is on the "Hot 100." "Little Bitty Girl" by Phil Connors (Dolton), "I Love, I'm So Glad I Found You" by the Spaniard Crox (Phil), "There's No Other" by the Crystals (Philles) and "Never" by the Four Five (Bell) One are also proving their strength in the Tri-State area.

The Duns and Phillips disks are on the "Hot 100.

Detroit Take

Continued from page 4

Rich's "Just a Little Bit Sweet." Discount Records, downtown store which many dealers regard as a major source of heavy local competition, plugged the current Twin Cities crize with a well-advertised demonstration in the store, backed by giveaway of coupons for an Arthur Murray lesson in the dance, boasting in-store traffic noticeable.

A rundown of store reports on "Vee," which is a typical example of the current state of the industry. One variety store finds it is just starting to really sell and appears to be definitely moving up. Little Alter Bow, another finds that the number is not yet even in stock, apparently because of dependence on rack jobs and the natural lag of time before they will stock up on a new number in quantity. The most merchandising-minded of the stores in this week's survey has "Wanted" right up at the top of sales, taking advantage of the current local craze, while a small local chain which boys

Vaughn Monroe In Dot Fold

Hollywood—Vaughn Monroe, after 20 years with RCA Victor, last week left the Dot Records artists roster. He was signed by Dot president, Randy Wood, to a one-year contract, with an option for an additional two years.

Wood starts recording "Vaughn Monroe's Greatest Hits" LP Monday (4)

Benton Single, Elvis LP Hot

Cleveland—"Crawling" by Brook Benton on Mercury, riding on the "Hot 100" chart, shook loose in this market with very strong sales in the past week. The holiday took its toll in singles sales, but LPs are holding their own with both the Chubby Checker and Joey Dee Twist albums selling well.

The new Pianky single disk was not reported doing well here although strong elsewhere, but his "Blue Hawaii" LP is gaining strong action. It is interesting that both sides of his new single releases are contained in the album.

more conservatively, concentrating more on great hits and waiting till numbers have some movement generally before buying. Reports their customers have not yet even started asking for "Wanted." Another independent store has been getting calls and has an order in for a sizable quantity. Buying up—in-stores that put some sales push back of "Wanted" are really moving it; the others may catch up if they get it with fast enough.

Buffalo Biz Takes a Dip

BUFFALO — Business in the downtown area is off in sales for both LPs and singles. Twist singles and LPs are selling well by both Checker and Dee as well as Captivo's Twist entry, "Twistin' Time" by Glen Carlos and the Kings of Twist.

Brook Benton's single, "It's Just a House Without You"—still his latest release "Revenge"—is experiencing a sales resurgence here.

"When I Fall in Love" by the Lettermen, currently high on the "Hot 100," sold solidly this week, and Frank Sinatra's "Reprise single "I'll Be Seeing You," while selling well for the past six weeks, registered big gains this week here although falling off in sales elsewhere.

Jennings Named Mgr. of 4 Star

Hollywood—Bob Jennings, well-known Nashville disk jockey, was appointed professional manager of the Gene Autry-Four Star music office. This gives the Autry music companies offices in the three major recording centers, including New York, with office headed by Joel Berry, Los Angeles, where Dave Burgess serves as professional manager, and now Nashville.

The Autry music firms include Four Star, Golden West Melodies, Pat Morin, Taj Music, Western Music and Wise & Berry. All are BMI firms, with the exception of Western and Taj, both ASCAP. Autry is president of the companies, with Joe Johnson serving as vice-president and general manager.

COLUMBIA HAS 'TOWN' RIGHTS

NEW YORK — Columbia Records has snagged the original cast rights to the forthcoming musical "We Take the Town," which will star Robert Preston. Show, which is being presented by Stuart Os- row, is expected to open on Broadway in March, 1962. Musical will star Preston as Pancho Villa. It has a book by Felix Baizer and Matt Dubay, with a score by Harold Clarr and Dubay. Alexlegal will direct the show.

Roulette's New Discount Deal

NEW YORK—Roulette Records is offering dealers a 12 per cent cash discount on its entire catalog, including its new album releases. The deal, which runs through December 31, covers Roulette's subsidiary labels, Gee, Roost and Tri-Tone.

The new album releases includes two Barry Sisters packages—"Shalom," an all-Yiddish album, and "We Belong Together" an English LP. Roulette sales chief Bud Katzler said the label is putting in a big promotional push behind the Barry album, including the placing of ads in special markets with heavy Jewish population.

Also in the release are records by Candido and Lalo Shiffrin. Also in the release are records by The Reverend, The Flip Troni, and The Flattens (on Gee).

Roulette, reports Katzler, is currently "enjoying its greatest sales success since the label's two years' due to Joe Dee and the Starlites' "Peppermint Twist" single and album, which has also landed the sound track album rights to Paramount's movie "Hey Let's Twist," starring Dee, which opened here next month.

THE MUSIC FROM "MILK & HONEY" WITH WILD BILL DAVIS & CHARLIE SHAVERS

5DBR 1133 (Mono) LJPB 5133 (Mono)
BOBBY DARIN HITS AGAIN!

IRRESISTIBLE YOU

AND

From The Universal International Motion Picture "COME SEPTEMBER"

MULTIPLICATION

6214

Re-recorded and released by request

Christmas Selling with BOBBY DARIN

and from the album

THE 25TH DAY OF DECEMBER WITH BOBBY DARIN

AVE MARIA

O COME ALL YE FAITHFUL

6211

ATCO RECORDS

1841 Broadway, New York 23 N Y
**ALBUM REVIEWS**

**Spoken Word**

THE IMPORTANCE OF BEING OSCAR
Michael MacLiammóir, Columbia OL 5090 (Stereo & Mono)-MacLiammóir rated good reviews when he presented his one-man show on Oscar Wilde on Broadway. This package was recorded in London following the Broadway run and is the first of a two-record set covering the life and work of Wilde. The star’s performance is impressive and the album should have strong appeal to Wilde fans and theater collectors. A quality package.

**Educational**

INSTRUMENTS OF THE ORCHESTRA (2-12)
Capital HBR 21002 — This handsome brown and gold double-disk package contains demonstrations of each orchestral instrument by various European soloists, including Yehudi Menuhin, who also does an excellent job of commentary. Attached is an illustrated and descriptive booklet written by John Hosier with a preface by Menuhin. The package, as part of the Capital Educational Series, is recommended “for use in elementary and secondary music education.” Although a bit too erudite for the elementary level, it is an excellent educational tool for teachers and adults.

**SPECIAL MERIT ALBUMS**

**Folk**

CHARLOTTE DANIELS AND PAT WEBB
Prestige International L 82137 — A fresh and striking voice in the folk field is exhibited by Charlotte Daniels, who must be hot dish to the recording industry. She brings a highly personalized approach to such oldies as “Frankie and Johnny,” “Trouble in Mind” and the “Crawled Song,” with a full-bodied attack and a somewhat sophisticated feeling. Pat Webb is a first-class guitarist whose nimble fingers and strong feeling for tempo offers important backing. Jocks may find good material here.

(Continued on page 22)

**United Artists Records**

**GUARANTEED! THE BIGGEST**

**MY BOOMERANGS**

**NO. 2 IN AUSTRALIA!**

**DECEMBER 4, 1961**

**CHART WINNERS**

Various Artists, Mercury SR 60651 (Stereo & Mono)—Here’s another collection of recent and older hits which should chime up good sales results. Rock and roll, country and western and lush mood music are all represented. Artists include Brook Benton, the Platters, Slim Whitman, Lenny Van Dyke, Clyde McPhatter, Claude Gray, George Jones, the Diamonds, Damita Jo, Abe Lane and the Chieftain Strings.

**TWIST WITH THE VENTURES**

Dolton BST 8010 (Stereo & Mono)—The Ventures are mighty hot today on both the albums and singles fronts and this one, grooved to the wild current dance fad, appears a natural. A flock of new tunes are done in the twirl-twirl style by the guitar based combo, and the effective cover clearly spells out its big bold letters, just what the set is all about. Should be a hot item.

**Classical**

SEGOVIA

Andres Segovia, Decca DL 710043 (Stereo)—Two more stunning Segovia performances of music not ordinarily considered within the province of the guitar. The master guitarist, with the Symphony of the Air, performs two compositions specially adapted for guitar: Beethoven’s “Suite No. 3 in C, Major,” adapted by Caspar Cassado and Bach’s “Suite No. 3 in A Major.” Both pieces normally feature cello and Segovia’s playing of the works is nothing short of extraordinary, which is normal for him.

**International**

MARTHA SCHLAMME IN CONCERT

MGM SE 3978 (Stereo & Mono)—The versatile Miss Schlamm is heard in no less than seven countries as an interpreter of songs of all types, and in many tongues. Her talents are neatly exhibited here, ranging from a movingly intense rendition of “Kent Wall’s” “Surabay Johnny,” thru the Spanish gypsy standard “Tali,” to Milton Schleser’s delightfully zany “Crazy Barbara.” In everything she does, Miss Schlamm exhibits both taste and class, a rare combination.

(Continued on page 22)
Ray Peterson
I COULD HAVE LOVED YOU SO WELL (Aldon, BMI) (2:43)—This is the best record Peterson has had in some time. An effective, emotion-backed vocal stint is showcased on a moody rock ballad with exciting backing, which builds. Flip is "Why Don't You Write Me" (Golden State, BMI) (2:22). 
Dunes 2509

Tommy Hunt
THE DOOR IS OPEN (Aldon, BMI) (2:40)—Hunt has gotten good action on a recent side, "Human," and here's a ballad performance that can do just as well. It's tender and poignant and the chorus gets a fine arrangement. Watch it. Flip is "I'm Wondering" (Ludix) (2:45).
Scepter 1326

Johnny Preston
FREE ME (Painted Desert, BMI) (2:20)—The charter has his strongest effort in a spell with this pleasant ballad. The tune itself is a strong one and this has a fine arrangement featuring a fine chorus. Should move out. Flip is "Kissin' Time" (Big Bopper, BMI) (2:30).
Mercury 71908

The Chests
LITTLE MIRACLE (Winston, BMI) (2:33)—BABY I GOTTA KNOW Winston, BMI) (2:28)—The group is back with their first clicking in many months, and they have two salable efforts. Both sides get solid lead jobs with effective choral and ad lib support. Either way here.
Ceebe 561

The Kingston Trio
O KEN KARANGA (2:53)—From the Kingston's album "Close Up" comes this wild, catchy folk effort featuring exciting drum work and an unusual vocal chant from the boys. Could happen. Flip is "Where Have All the Flowers Gone" (3:00).
Capitol 4671

Robert Knight
FREE ME (Painted Desert, BMI) (2:32)—Knight gives this good new tune a strong vocal against a big, wide-open arrangement. Rhythm backing is highly effective. This side can share the action on the song. Flip is "The Other Half of Man" (Painted Desert, BMI) (2:35).
Dot 16503 (Continued on page 27)

Bob Mark

CROSSTOWN TOY—Country-Western. - With jazzy drumming and a beautifully staged vocal, this is an attractive item.
Grove 2011

Clyde Twilley—Country. - "The Cross" — Twilley's third side presents a moving ballad backed by a full band arrangement. One to watch for.
Decca 11538

Kip Walton—Folk music. - "The Three Bears" — Walton is strongly supported by a full band arrangement. This is a strong side.
Columbia, BMI) (2:51)

WON'T COME BACK"

TOP 10 IN ENGLAND!

UA 398
THE REFERENCE BOOK THE MUSIC WORLD DEMANDED!
THE STIEGeson CLASSIFIED SONG DIRECTORY!

A necessary reference book for your music library.
The project of the American Society for Music Phonographers, Inc. and the American Phonographic Institute, Inc.

Endorsements:

The Stiegsen Classified Song Directory is a valuable addition to any music library, and I highly recommend it.
- George Gershwin, composer

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Blue Note 407 B (ST-8407B)
A BIG SINGLE FROM THIS ALBUM
MIDNIGHT SPECIAL JIMMY SMITH
Recorded at the greatest jazz organ

Mr. Record Man:

Are you recruiting the attention of the man who gets up every day and runs a music store?

Déjà vu? How boring! Is the music industry shaking its head in frustration? Are you tired of running a music store?

Well, don't give up! There's still hope. You can make a difference. Here's how:

1. **Build Relationships:** Get to know your customers. Find out what they like. Personalize your recommendations. Make them feel valued.

2. **Stay Informed:** Keep up with the latest music trends. Attend trade shows. Network with other music store owners. Share ideas and strategies.

3. **Offer Unique Experiences:** Host in-store events like listening parties, workshops, or live performances. Make your store a destination for music lovers.

4. **Provide Excellent Customer Service:** Treat your customers with respect and kindness. Make them feel welcome. Solve their problems quickly and efficiently.

5. **Offer a Wide Selection:** Carry a diverse range of music, from classic to contemporary. Keep your inventory fresh and up-to-date.

6. **Develop a Strong Online Presence:** Utilize social media, email marketing, and e-commerce to reach a broader audience.

7. **Innovate:** Experiment with new ideas and technologies to enhance your customers' experience. Whether it's a new layout, a music recommendation app, or a virtual reality listening room, keep pushing the boundaries.

Remember, running a music store is not just about selling music. It's about connecting with people, sharing their passions, and creating lifelong memories. So don't give up. You're making a difference, little by little, every day. Keep going! You got this.
WE GOT A SMASH!
BROKE WIDE OPEN IN L.A.
AND SPREADING LIKE WILDFIRE!

A LITTLE BITTY TEAR
31330

BURL IVES

This Hit Single Also
Featured in
Decca Album DL4152 DL74152
THE VERSATILE BURL IVES
MUSIC AS WRITTEN

New York

Martha Shaw has been named West Coast sales manager for Continental Records. Pop Sales has taken on the label in Los Angeles. . . Jockey Jack Gibbon is still with WABQ in Cleveland as he has been for a long time, and has no intention of leaving. FM Radio Station WQMF in Philadelphia, has been broadcasting 18 hours per day of FM multiplex stereo since October 15. Station, which is owned by Mel Stewart, desires more time to stereo than any other station in the Philadelphia area. It's in 18 hour schedule.

The newly expanded record pressing facilities at Columbia's Terre Haute plant in Indiana, was visited by Columbia President Goodlad Lieberman and city officials last Tuesday, November 28. Other Columbia exec who made the trip were Norman Adler, Bill Bachman, Al Earl, Bill Gallagher, Bill Grady, Debbie Jackson, Cornelia Keating, Al Simonson, Dick Braun, and Wunderman, of Columbia's ad agency, Riesco and Kline. . . Columbia has signed jazz pianist Dave Grusin. For the past two years he has been Andy Williams' accompanist.

Bob Mersey's first album for Columbia is an instrumental version of the music from the Broadway show "Kitten." Epic Records purchased the master of "Golly Gee" by Sunny and the Sunbeams, which has been getting some action in Texas. . . a swing party was held last week at ABC-Paramount in New York to celebrate the release of Erroll Garner's new album on which Am-Pit is distributing. LP is called "Closeup in Swing."

Michael Golam, from Israel, has started a new LP production company. His first package, "Repose," will be issued on the Heritage label. . . Jack Dailey, former manager of the New Orleans Symphony, has joined National Concerts and Artists Corporation as manager of artists and bookings. . . Brook Benton will appear on the Ed Sullivan show February 4. . . Next NARM Sound of Directors meeting will be from January 25 to 27 at New York's Summit Hotel. . . Prestige has started a new label Prestige-Lively Arts. First release features Billy Davis Williams, singer managed by Gary Raman. Other LP's spotlighting Hermione Baddeley and Reddy McDowell. . . Southern Music is publishing "Small Sad Sam," and "I Believe Him," two tunes getting good action on record. Bob Robota

Hollywood

Dooco president, Doostie Williams, named Floyd Ray to serve as the label's national sales and promotion manager. Ray, well known here as a band leader during the mid-40's, is a veteran disk industry executive, having served various labels and distributors in this area. In addition to helming Dooco's sales efforts with distributors and retailers nationally, he will handle Sears Roebuck, White Front Stores and International Sales Corporation among his local accounts. Prior to joining Dooco, Ray was sales and promotion manager for Milton Weins' Milton's Phonos, Dooco's California distributor.

Belladonna John Harris signed a long-term recording contract with the Chancellor label. Initial release is scheduled during the Christmas season. Harris has been appearing locally in the "Little Mary Samuelson's" musical at Hollywood's La Grand Theater. . . Roulette's Valerie Carr opens here at the Memory Lane Supper Club.

Liberty Records declared its regular quarterly dividend of 10 cents per share to stockholders December 1, payable December 15. . . Andre Previn has completed an hour-and-a-half musical background score for MGM's "The Four Horsemen of the Apocalypse" to be released early next year. . . Monument Records signed Nels Bye to a three-year recording contract. Deal calls for the songstress to record eight singles and two LP's per year, with sessions to be held in Nashville. . . Reprise's Jay Lasker appointed Ernie Farrell as the label's national promotion manager. Farrell, who had been with the Gone and End labels, comes to Reprise after serving Conant as national promotion director for three years. . . Lee Zito

Chicgo

Bob Spandlove, formerly Mercury promotion man here, joins James R. Martin in a similar capacity. He rerams Bud Miller who will announce his plans shortly. . . Decca will hold its Christmas party, December 22, 1-3 p.m., at its South Michigan Avenue distributution office. . . Music Distributors field a bash last week for visiting Connie Francis. . . Two of Chicago's top single-playing deejays, Dick Biondi (WLS) and Jim Lounsbury (WJJD), will host the two-a-day, week-long "Big Show" this week at Medinah Temple, December 26. . . Stars will include Brenda Lee, Dion, Johnny Tillotson, Freddie Cannon, the Cusatis, Frank Gari, Clarence Fergman. . . Henry and others.

Capitol's Manny Kellum, national singles promo manager, spent the week in town calling on the local trade with Mauri Lauthaways, promo man here, and George Williams, diskman's national r.a.r. representative. . . Remo Biondi and the Lavaliers' Billy Biondi, recorded an LP and three compact 45's for Decca-Amphora Records at Universal last week. . . Freeland radio-television personality Del Clark and his wife Sue welcomed their new daughter, first Robert Caroline Clark, November 26. . . Lester Latta got the VIP treatment visiting deejays last week with Sammi's Dick Gassman. . . Chi

POLYM A X
CREATED BY RESEARCH CRAFT CORPORATION
1011 NO. FULMER AVENUE LOS ANGELES 46, CALIF.
Artia Publishing Co. Explotation of Theme Songs and Soundtracks from Foreign Motion Pictures

The firm, a joint enterprise with Jay Frankel and M.I.P. Enterprises, Inc., film distributors, is tagged the "New York" publisher George Princes (Princes-Gill) has set up a new firm which specializes in the exploitation of theme songs and scores from foreign motion pictures.

First project is the title theme from the foreign movie "Ballad of a Soldier," which has been recorded here by Emmanuel Vardi and his orch. on Capp. Also on tap is title theme from the movie "A Summer to Remember."

December 4, 1961

Billboard Music Week

Philadelphia

Artia Singer and Harald Singer, along with pianist-arranger Walter Gates, are re-activating their Twist record label... Jimmy DeMaggio, modern jazz arranger, conductor, and bassist leaves in February for a four-month State Department-sponsored tour of Africa... Eugene Sander returns to the fold for Decca. Society member Bill Mullens leaves his promotional post with Decca Records here to take over a similar berth for the local office of Kapp Records. Mosaic Records, country and western label from Woodstock, N. J., has set Ed Cedar to handle the local area promotion for the label... Ed Masterton is the new local branch manager for Columbia Records, coming in from Boston... Harald Lavenfeld brings in the last of the Tin Soldiers tour personalities and arrives in New York on December 9... Duke Ellington presented in concert in London and was honored by the Academy of Music and Hotel Sheraton... The Manhattan jazz scene is opening in the new Music Box, directed by Shubert and Mazur, among the first acts booked... Maurice Oroszenek.

Boston

Storyville, master-minded for many years by George Wein of Newport Jazz festival fame, will close after this week's presentation with no plans to re-open. Reason: jazz fans wouldn't go to see their favorites except on Saturday nights. The last attraction is Cunnahill Alderley... Rumor, which is said to be more than that is that that next year's Newport Jazz festival will be run by the George Wein-Louis Loeborl combine which ran it for seven years prior to this year's bash which was produced by Sid Bernstein and John Drew Jr., the producers who handled Judy Garland in Boston recently.

(Continued on page 30)
LEGIT REVIEWS

‘Kean’: High Comedy, Low Drama

If “Kean,” the musical now running on Broadway based on the life of Edmund Kean, the 19th Century Shakespearean actor introduced by Tamerlane and close friends, can keep itself from sinking to melodrama, it could expect a long and fruitful life on Broadway. Indeed it must be content to bask on the high talents of its cast to offset the longevity of its run.

“Kean,” based on a 1953 comedy by Jean-Paul Bart, (who in turn based his manuscript on a play by Auguste, the French writer), is by Peter Stone, a stylish, fresh writing, for comedy—both high and low. His lines ring with eloquence, wit, and, at times, an epigrammatic quality. When “Kean” homilies are recomposed, and Stone’s virtually the show, he’s keeping his talent from being only himself, the lines degenerate to bitter self-pity. And when the fumes from the flask of Edmund Kean this reviewer doesn’t presume to know, but it certainly is the tragic flaw in the Broadway production) which bears his name.

Mr. Drake is flawless when playing the actor in his rage and his despair, but his direction to strike rather haughty poses while delivering “book-to-thyself” prose. His singing, too, is that with this artist. The wilder tunes sing with a cutting edge of malicious mischief, while the love songs are touched with an impromptu nasal quality that’s quite irritating.

The music, by Richard Wright and George Forrest, has three standards: “Just a Dream,” “Waltz of the Flowers,” and “The Music Man,” comes into her own in this vehicle about a well-behaved Viennese woman chaser who finally marries the<&amp;lt;br /&amp;gt;><br />

Barbara Cook ‘Gay Life’ Standout

Kermit Bloomgarden has brought a pleasant new musical into the Shubert Theatre here, thanks in large measure to the efforts of Barbara Cook, whose renditions in “Plain and Fancy” and “The Music Man,” comes into her own in this vehicle about a well-behaved Viennese woman chaser who finally marries the man she loves, thus setting up a 20th Century “Romeo and Juliet.” The other cast album on the Columbia label should do very well because of the star’s standards and the matinee idol (something he has in common with Edmund Kean, and which Mr. Drake might have to prove himself capable of), and the high quality of the recording itself. Jack Maheu.

AUSIIIES SELL ELVIS ALBUM

NEW YORK — A story which appeared in BMW’s November 13 issue incorrectly stated that Paramount Pictures is not releasing Elvis Presley’s latest album, “Good As Gold,” until Easter, 1963, and that Presley personally and publicly declared that the title could not be released until then.

J. J. Caff, merchandising manager record division, RCA Victor, trading—as the album is already on sale in Australia and is enjoying tremendous success. The film will be released in Sydney next week and in other Australian States early in January, and considerable promotion has been planned by Paramount and outlined. It is generally regarded that Paramount has most been cooperate through our discussions about the release and promotion of this album.

Mrs. Jimmie Rodgers

DIES IN SAN ANTONIO

SAN ANTONIO—Mrs. Jimmie Rodgers, noted country music artist, died in her sleep at her home here Tuesday morning (28) of cancer. She had been ill several years, although she had attended the Grand Ole Opry last May, when her condition became acute. She was often referred to as the “First Lady of Country Music.” That her husband was one of the pioneers of country & western music is shown by the fact that he was one of the best known country music singers and recording artists at all time.

SOU’WESTER LPS SETS PRECEDENTS IN L. A. AREA

Hollywood — “The Sou’wester Sales LP” (Reprise), based on the comedy musical is going to be a coming sensation (killed the market’s top selling album. In so doing, the album, which is being marketed, established several disk industry precedents and seemed on the ball industry precedent as well.

Dubbed the first time that a local TV show served as the launching pad for a best-selling album; the first time that a kid show has displayed such impact on a disk’s sale. At present sales rate, the “Sales” LP well may become the fastest selling package to hit the market within memory. Furthermore, a turnaround precedent could be established: The local TV show, as a launching pad, is being considered by the ABC network for national viewing as a result of its phenomenal reception, thus marking the first time that a local television show has served as a launching board for a network TV series.

Another curious point: The program itself is aimed at young viewers, complete with puppets and pins-in-the-face farce. However, Sou’wester Sales L.P. (it’s the B.P.O.E. code name) underlines it with brand of hip humor that appeals to teen and twenty set. As a result, Sales has been an example (completing (full company in full blast) in continuation in (Continued on page 15)

SOUR’WESTER LPS SETS PRECEDENTS IN L. A. AREA

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Dubbed the first time that a local TV show served as the launching pad for a best-selling album; the first time that a kid show has displayed such impact on a disk’s sale. At present sales rate, the “Sales” LP well may become the fastest selling package to hit the market within memory. Furthermore, a turnaround precedent could be established: The local TV show, as a launching pad, is being considered by the ABC network for national viewing as a result of its phenomenal reception, thus marking the first time that a local television show has served as a launching board for a network TV series.

Another curious point: The program itself is aimed at young viewers, complete with puppets and pins-in-the-face farce. However, Sou’wester Sales L.P. (it’s the B.P.O.E. code name) underlines it with brand of hip humor that appeals to teen and twenty set. As a result, Sales has been an example (completing (full company in full blast) in continuation in (Continued on page 15)

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NIGHT CLUB REVIEW

N. Y.’s Roundtable a Twist Palace

An interesting experiment went on at the Roundtable in N. Y. Monday night (20). Downtown on the main floor two combos, the Bill Black group and the Orchids, were invited to play Twist music, with Earl Grant expected to supply sweater music to attract the spot’s regular crowd; while uptowners in the King Arthur Room, Kermit Williams was ready to give out with the risque songs and stories that kept her near the top of the party record set. Due to a contractual dispute about staging and backings, Earl never went on (he has sliced open at Bajus Street East) and Kermit filled in the space. The Orchids, described as an extremely slow first hour, include a brief but telling performance by Yvonne Cunin, French artiste, “The Flame of Miss Mouse,” and some striking costuming by Lucinda Ballard. Ken Crewe.

LATE POP SPOTLIGHTS

SINGLES

Christmas

LITTLE BOY BLUE

ROCKIN’ NV Bells (Drive-In, BMI) (2:55) — CORRIDO DE ALFRED LANZ SYNGE (Dance of the New Year) (Drive-In, BMI) (2:22) — HOP-SIK (Drake’s Inn) (1:55) — Tri-colors (Lone Star, BMI) (2:15) — Flip (has the same tune on the New Year’s Time. Both are in the ranchera rhythm style, an interesting flip.

On the German Sound 68:

RIP-OPEN YOUR EARS WITH A DIXIE MELOD (Dixie, BMI) (2:30) — JIM BARKER (Capitol) (2:22) — FOR ME AND MY GILL (Hollywood, BMI) (1:54) — MOON IN HINDO (Hollywood, BMI) (2:15) — A call to review Paul Williams on the basis of her rather quiet performance opening night. She was nervous, the audience was nervous, and every time the door opened, both she and the audience looked as though they were expecting visitors. Paul did her part so that she had a personal way, with a sort of... everything, a sort of... everyone. Bob Rorlont.
SINATRA SINGS THE SINGLE OF THE SEASON

POCKETFUL OF MIRACLES

(From Frank Capra's "POCKETFUL OF MIRACLES"

Name It And It's Yours

reprise
Treaty Signing Marks First Aim

Continued from page 2

rereads the aims and ambitions of the interests represented on the floor (i.e., artists, producers, broadcasters) which by the nature of the rights were opposed to one another. It also had to fit in with the legal systems of as many countries as possible without having to alter their national laws too much.

"Each of these operations was difficult and the combination of forces was formidable. When I think that a fair equilibrium was reached.

Achieve First Aim

As far as the record producers were concerned, the first aim had been achieved—secure a right in a record and get it against copying. A second aim (F), which will appear on a label or container, will be the equivalent to the record industry's right in the world of the (C) under the Universal copyright agreement.

The 'secondary rights' (the performing rights of the record world) were more controversial. They mainly involved payment when a record was sold. The right was relatively unpopular, and has been used in jingle boxes, theaters, factories, restaurants, etc., so the record industry went into the record business. However, the producers were concerned not only with the right to make a profit but the possibility of controlling the advertising of their product in the commercial point of view. The editors' approach was a likely measure to that aspect.

The artists' viewpoint supported this on the ground that use of records could deprive them—especially musicians—of employment. Naturally, no artist would want to repudiate the right to record and thereby lose contact with his public. In Germany, the right to record music protected. Under this law, almost all artists were assigned to the producer. In Scandanavia, however, producers had a right to remuneration, but could only present exceptions by use of negotiating lists by individual countries, such as France and Belgium, the producers have no rights at all.
Connie Francis

"WHEN THE BOY IN YOUR ARMS"
(IS THE BOY IN YOUR HEART)

Heads for the Top...

Here's a Fitting HOLIDAY Companion—
THE FIRST BIG CHRISTMAS HIT OF THE SEASON!

"BABY'S FIRST CHRISTMAS"

Words and music by Benny Davis and Ted Murry

K-13051
Camera, Quick Service Win for Pa. Racker

Continued from page 2
Part of the personal touch developed by Corsetti in the Polaroid camera gambit. This is used frequently by Corsetti and his men to photograph the disk display set-up in a given store. The photo is then mailed to the head or regional disk buyer for the chain involved with a query as to whether or not this is what he likes. This gives the buyer a chance to keep on top of the record operations in his own stores even if he can’t get out to visit them personally very often.

The camera has also been used for other telling effects. In at least one instance, one of the Wabash men, who has what seems like an instinct for feeling the presence of cut-out records on a rack, took a quick photo of the two in the record section of an account lost to another rack job. The smell of the cut-out was borne out and it was found that a number of them were mixed in with more current items. The photo was sent to the head buyer and shortly later, the account representatives for the Wabamuns.

Corsetti’s operations cover a number of territories—Kregte, Grunig, Murphy and others. The territory is not a disk fast—like hot single that suddenly breaks. Greyhound buses come into the picture. To a store call in the morning for a record, we can sometimes get it to him the same day with a bus shipment, if he picks up the packages in the bus station, says Corsetti.

It’s true that in general, records sell only the cream hit merchandise, but not every hit album sells. The reason is that it has found its experience that only about 10% of his top record album buyers. Others that move with Tennessee Ernie Ford (including his hit ‘Dum-Dum’) and Mathis (who felt for hotel room, but not as big an over). Connie Francis, Brenda Lee, Chubby Checker, Judy Gar

Colpix Debuts Counter Units

NEW YORK—Colpix Records has unveiled for dealers and rack men a special precut counter display unit for its Kiddie TV sound track albums, designated as the 200 series. The browser bins can be quickly fashioned out of the shipping cartons used with the displays.

The dealer simply removes the outer shipping box and places the album displays on top of the box with those which have the best sell displays inserted in the front slots. Sound track sets in the series include Huckleberry Finn, Yogi Bear, Quick Draw McGraw, Davy Crockett, The Man from Space, Mr. Jinks, Pixie and Dinky, etc. The albums carry a list price of $1.98 each.

Colpix Records includes this unique counter display kit as part of each package shipment of 25 TV sound-track albums.

ALBUM COVER OF THE WEEK

The high school basketball season for college crowd. This is the age group that’s buying his album.

Doctor and Saturday of the Thanksgiving weekend, sales made at the Roxy, Music City’s Hollywood and Lakeview stores. Pages on his daily series jumped the stores with an estimated 8,700 kids. Police were kept out of the stores by the heavy control at the Lakeshore.

Colpix Records controls only in the Los Angeles market. According to the label’s head, Mr. Oster, the plan was to keep from the initial pressings in the Los Angeles market after the Christmas rush to make it available nationally in the fall, with over 20,000 copies moved in the Los Angeles market alone. The Walt Disney Company, Oster has ordered the label to bring into national release. Record Sales.

The love poems of Lawrence Durrell—Read by the poet, Dorothy Arla. A special feature never dis- cored by Howard Ross, is black, white and red. The album is one for special word selection.

Kramer Forms Jubilee Artists; Gospel Show Due

NEW YORK—Gary Kramer has signed as advertising—publicity manager to form his own personal management and production company, Jubilee Artists, Inc., 157 West 42nd Street also Atlantic has been taken over by the storied 8th and the American Artists and Riverwind, and has been named general manager of Candid Records.

Kramer’s new Jubilee firm will take all illus of representing gospel artists and producing concert events and other activities. However, the company will also handle jazz and pop artists. His first project will be to produce a “Black Nativity,” a play which he conceived and wrote, and which is scheduled to open at the Lafayette Theatre in December.

Kramer has also set up his own publishing firm Gary Kramer Music (BMI) and Lyra Music Inc. (ASCAP).

On the land, Harry Belafonte, the King-ston Trio and Presley’s “Blues of the Day” and “Gun Blues” tracks. In addition, one of the bestsellers was “Put a Little Sugar on Your Maple Syrup,” by Woody Woodbury, too, has had occasional good sales of his albums.

Mr. Jimmie Rodgers

Continued from page 14
He died May 26, 1933, at the age of 35. Rodgers’ remains were taken to the family’s former home in Meridian, Miss., where funeral services were held at the Welles Funeral Home Friday afternoon (1).

Mr. Jimmie Rodgers

Continued from page 14

At the time of his death, Mr. Jimmie Rogers was the most popular country music singer of all time. His record sales were astronomical, and his music was a favorite among the millions of country music lovers.

The love poems of Lawrence Durrell—Read by the poet, Dorothy Arla. A special feature never dis- cored by Howard Ross, is black, white and red. The album is one for special word selection.

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BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

These are the nation’s best sellers by manufacturers, based on results of a national cross-section of record dealers. A different price group is published in this issue.

This percentage figure shown for each brand is the actual number of most popular items from all dealers. The percentages are based on the number of units sold by dealers. Only manufacturers selling 5% or more of the total dealer numbers are listed below.

PHONOS LISTING BETWEEN $401 AND $500

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<th>Phonos</th>
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<td>6</td>
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<td>Voice of Music (V-M)</td>
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<tr>
<td>7</td>
<td>3.9</td>
<td>RCA Victor</td>
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<td>8</td>
<td>3.4</td>
<td>Curtis-Mathes</td>
<td></td>
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</table>

DIGITAL DEALS FOR DEALERS

A summary of promotional offers for dealers and manufacturers of digital equipment and their products. A number table is starting and expiration dates for each deal as well as the date of issue and page number of the corresponding ad or ad insert providing details of each promotion. Please consult these for full information.


BROTHER—Expires December 15, 1961. Started October 1, 1961. Series includes a variety of 20 new albums, each packaged in its own budget-priced 4, 5, 6, or 8-record packages, with a total of over 100 records available. A special 3 record set is also available.


MERCURY—Expires December 15, 1961. Started November 1, 1961. Special “LP” Program Available. Includes 22 new albums and also gives free to buy three “LPs” in any one price range at the same time and at the same time by the same method as the six “LPs” in any one price range at the same time and at the same price range at the same time. The difference between each price range is $1.00 per cash exchange price on all retail prices and 10¢ cash exchange price on all cash exchange prices. Dealers can order more than 10 at the same time.


Turner with the Ventures—Dor- ton BST 829. This light, mod- istic rhythm, deprived by Peco, French, is a timely item for goofy dancer or exports display.

* * *

Irres DeeJay Hits TV Jack Portrait

NEW YORK—A protest against the portrayal of a disk jockey on a recent “Checkmate” TV show was launched by a New York TV program director of WIFE, Providence, R. I.

Irres Deejay played the neurotic platter spinner on the November 13th airing of the show. It is a letter to the CBS-TV and the sponsors of the show, Cummins & McQuerry, under the following ways pictured as pill-taking, weird or sick people as in point, the reference to Johnny Widler (character played by Cee-
Jamie Tags Burns As European Rep

BY DON WEDGE

News Editor, New Musical Express

During a two-week visit to the U. S., Alix Landon, the London artists’ manager-agent-director for Burns’ firm Landon Records—the top firm in the British music industry—has agreed to join Jack Bauer, the recently established Harry Finster while visiting New York, finalizing it on a trip to Philadelphia. Burns will be responsible for placing Jamie product with music publishers throughout the world. At present, Jamie is released in Britain on Decca’s label, and in Germany on Heilbronn in due course for release in North America and Japan. Burns will also be the independent master’s representative for Jamie in Europe.

The U. S. label has already agreed to release sides made by two acts recording for Burns’ firm Landon Records—the Hillers Brothers and Paul Glanden—this involving an option pick-up. Elliott’s “Three Little Piggies” originally became an instant hit for a deal with a magazine, and then communicated in America, Burns’ firm released it in the U. S. by Jamie during March.

Burns also reports deals to Earl Haig, the International Talent Agency—formerly Ward Williams—at the international level for the Landon label, through guest artist Barbara Carroll. He will also be ensuring tours involving Dina Farber, the French songstress, and her backing combo, due late in the month, Burns is setting up visits for Bobby Van and Tony Orlando.

Visitors

Camero-Parkway’s European representative—Harry Walters was flying to the U. S. November 28 for promotion of the latest hits from the Bowie, Lonnie Donegani and the new Janis Joplin hit by Brewer and Shriver. Bernie Lowe and other executives were available for interviews or appearances. The last week of November was October from the Hayes office of Electrical and Musical Industries, for American audiences, to visit, Liberty Chairman S. Wronowicz, to announce the label’s latest hits in Europe. Sir Edward Lewis and EMI Chairman Sir Joseph Lockwood on success of the recent hits. lady Lewis’ Decca tie in January and with Oscar’s.

Disk Business

Sir Joseph Lockwood and impresario Tom Arnold are to join the board of the company being set up by the British government to operate a commercial radio and television station. It will be operated by the BBC and its sister body, the BBC Training College.

The most of the television appears on the airwaves in the form of credit to the following artists including stars Jeanne Carson, George Formby and Harry Secombe. The British right to operate Radio Musique in the U. S. is contended by DGG for Polydor label.

Radio records include a version of Bob Miller’s novelty hit “The Six-Pound, Eight-Ounce, Sixteen-Inch Long” which recently appeared on the pop charts, but plenty on release. Local records are issued with a week or 10 year ago was a big success in Belgium. That record is released and already three records are on the market—another original by Frank Leclerc (Philipps), another English one by Frank Davidson (Hallelujah) and a German recording by Ivo Brehl on Polydor.

Last week Connie Francis’ new single, “A Lot Of People Are Singing My Song” was recorded in London by one of the top £300,000 and “I’m the Love Story” for the time being only available in Belgium: “Quartet To Three” c.w. “You’re My Heart’s Song” on their next single.

Robert Byrd and the “I Don’t Love You Any More” hit that was recorded in London by Ivo Brehl on Polydor.

The label has a strong start with the U. S. Tours and his LP “Ring-A-Ding Ding Ding” and his LP “I Love You” and has sold more than 200,000 records. The song has now made its appearance on the German market.

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NEW CONTINENTAL 2
STEREO ROUND

Now AMI presents the only self-contained stereo jukebox. Wonderful, new stereo realism is now available for any location, without remote speakers!

Using an entirely new sound principle, the Continental 2 plays 30½ RPM stereo or 45 RPM monaural records interchangeably—adds new beauty to both. The cabinet is a marvel of sophisticated modern styling, combining eye-catching trim with glowing Parisian Red. All equipment is standard—nothing extra to buy. Add the time-saving feature of simplified programming and you'll know why the Continental 2 is the year's biggest money-making news for operators. Ask about the Big Challenge program that rewards you with valuable prizes, paid vacations.

See your AMI distributor now, or write the AMI sales office, 5075 W. Lexington St., Chicago 44, Ill.
Businessmen invest more than twice as much money advertising in Billboard Music Week. They actually buy nearly a million more lines of advertising per year in Billboard Music Week than in the next publication.
Festival Preparing With Universal on strong Promo Tim ‘Flower Drum’ Pic

By GEORGE HILLER
19 Toddman Ave., New York

Festival Records has acquired the original soundtrack version of "The Flower Drum Song," a new Paramount release. The 1956 musical, directed by Robert Aldrich and starring Anna May Wong, is set in New York's Chinatown. The film was released in 1958.

VG Adds More Stores to Chart

By EPSSEN ERIKSEN

VG, the Norwegian pop music charts, which till now has used reports from the 15 leading music stores in Norway, this week enlarged its number of music stores. The 59 biggest record dealers in Norway, from Kristiansett in south to Narvik in north, are now giving weekly reports to the VG charts.

The enlargeting of the VG-bureau has been welcomed by record dealers as well as buyers and producers.

Disc News

Nokia's A.S Philips has presented to the European market a new line of disc drives containing the works of Norwegian composers of serious music. The drives, four in all, are meant for export, as well as for the domestic market. They have English texts and are priced both as mono and stereo.

At a press conference, the record company announced the release of a new LP, containing the works of Norwegian composers of serious music. The records, four in all, are meant for export, as well as for the domestic market. They have English texts and are priced both as mono and stereo.

Record Execs Gather for New RCA Victor Studio Dedication

By SAMUH STEINMAN

Pizzicato 4, Rome

Rome's greatest international attraction, the new RCA Victor Studio, is now open to the world. The studio, which cost $6 million to build, opened with a grand opening ceremony on Thursday, October 27.

The event was attended by many of the city's top musicians, including the famous Italian tenor Luciano Pavarotti, who performed a special concert for the occasion.

In addition to Pavarotti, other performers included soprano Maria Callas, tenor Luciano Pavarotti, and pianist Maurizio Pollini.

The new studio includes state-of-the-art recording facilities, a large control room, and a spacious lounge area.

Attendees were also treated to a special performance by the Rome Opera, which opened the evening with an excerpt from Puccini's Turandot.

The opening of the new studio is a major milestone for Rome's cultural scene, and is expected to attract even more international talent to the city.

The event was hosted by RCA Victor, the world's largest recording company, and was attended by many of the company's top executives, including CEO John C. Malone.

The studio is RCA Victor's first major investment in Europe, and is expected to play a significant role in the company's continued growth in the region.

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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.

**GRAPHIC**

**RECORDINGS AVAILABLE**

(See Selling Record listed in Sound Facts)

<table>
<thead>
<tr>
<th>Week</th>
<th>Title</th>
<th>Artist</th>
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<tbody>
<tr>
<td>24</td>
<td>BIG BAD JOHN</td>
<td>By j. Isaac-Published by Cagan (BMI)</td>
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<tr>
<td>24</td>
<td>PLEASE MR. POSTMAN</td>
<td>By Delmore Brothers-Published by E Chủt (BMI)</td>
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<td>25</td>
<td>GOODBYE CRUISE WORLD</td>
<td>By Skidmore-Published by Alton (BMI)</td>
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<td>25</td>
<td>RUNAROUND SUE</td>
<td>By MacGregor-Mercury-Published by Soma (ASCAP)</td>
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<td>25</td>
<td>MOON RIVER</td>
<td>By Manhattan-Mercury-Published by Soma (ASCAP)</td>
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<td>25</td>
<td>FOOL #1</td>
<td>By Keziah Politon-Published by Sore Fox (BMI)</td>
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<td>13 WALK ON BY</td>
<td>By Hayes-Published by Lovery (BMI)</td>
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<td>25</td>
<td>20 THE TWIST</td>
<td>By Hall&amp;Weller-Published by Jet &amp; Cee-Ann (BMI)</td>
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<td>25</td>
<td>19 CRAZY</td>
<td>By Willis Nelson-Published by Parquet (BMI)</td>
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<td>25</td>
<td>11 I UNDERSTAND</td>
<td>By LeRoy Sisson-Published by Parris (BMI)</td>
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<td>25</td>
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<td>By Josephine Wilson-Published by Oldsmobile (BMI)</td>
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<td>9 HEARTACHES</td>
<td>By Kaiser-McClain-Published by Alton (BMI)</td>
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<td>By Midas White-Published by Woodland-Moved (BMI)</td>
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<td>25</td>
<td>6 BRISTOL STOMP</td>
<td>By Milo Apel-Published by Kaiser (ASCAP)</td>
<td>5</td>
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<tr>
<td>25</td>
<td>14 LET THERE BE DRUMS</td>
<td>By Child's Parking-Published by Tippa (BMI)</td>
<td>3</td>
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<tr>
<td>25</td>
<td>7 THIS TIME</td>
<td>By Child's Parking-Published by Tippa (BMI)</td>
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</tr>
<tr>
<td>25</td>
<td>18 I AM NOW HOW LOVE ME</td>
<td>By Warner-Parc-Published by Polkaya (BMI)</td>
<td>9</td>
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<tr>
<td>25</td>
<td>21 A WONDROUS CHANCE</td>
<td>By Jerry Fuller-Published by Four Star (BMI)</td>
<td>9</td>
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<td>25</td>
<td>20 GYPSY WOMAN</td>
<td>By Jerry Fuller-Published by Four Star (BMI)</td>
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<tr>
<td>25</td>
<td>11 GYPSY WOMAN</td>
<td>By Jerry Fuller-Published by Four Star (BMI)</td>
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<td>25</td>
<td>25 SEPTEMBER IN THE RAIN</td>
<td>By Al Doherty-Van Haren-Published by Ronak (ASCAP)</td>
<td>9</td>
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<td>25</td>
<td>28 YOU'RE THE REASON</td>
<td>By Edwards-Tate-Stinger-Published by American (BMI)</td>
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<td>25</td>
<td>25 —DON'T KNOW WHY</td>
<td>By Allen-Taylor-Published by Allen &amp; Cowell (ASCAP)</td>
<td>5</td>
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<td>25</td>
<td>38 IN THE MIDDLE OF A HEARTACHE</td>
<td>By Joe Jackson-Carlsbad-Published by Central (BMI)</td>
<td>5</td>
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<td>25</td>
<td>20 JUST OUT OF REACH (Of My Two Open Arms)</td>
<td>By Meehan-Published by Four Star (BMI)</td>
<td>5</td>
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<tr>
<td>25</td>
<td>21 I WANT TO THANK YOU</td>
<td>By Donye Apel-Love-Published by Love (ASCAP)</td>
<td>5</td>
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<tr>
<td>25</td>
<td>29 PEPPERMINT WAVE</td>
<td>By Joe Scott-Stevens-Gibson-Published by Skidmore (BMI)</td>
<td>5</td>
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**HITS OF THE WORLD**

**JAPAN**

**MEXICO**

**PHILIPPINES**

**ARGENTINA**

**THE AMERICAS**

**CONTINUED FROM PAGE 19**

**MEXICO**

**1. CORAZON RATA**

**2. IDEAS SEÑORITA**

**3. QUE ME LLAMES**

**4. MI SOÑADA**

**5. ME LO QUITO Y ME LO TRASITO**

**6. CARAVACA**

**7. EL CORAZON DE MI MADRE**

**8. LA LLAVE DE MIS AMORES**

**9. EL VII CENTENARIO**

**10. EL ALMA MÍRABA**

**PHILIPPINES**

**1. LADY ON THE DIFFERENT SHOE**

**2. MUSIC IS THE MAGIC**

**3. LOVE IS ALL**

**4. MY TRUE FRIEND**

**5. YOU ARE MY HEART**

**6. MY LITTLE FRIEND**

**ARGENTINA**

**1. ATÉNSELAS**

**2. NOTE DE UNA ENMIÉNDA**

**3. SOBOBA**

**4. LA LUZ DE LA VIDA**

**5. POR EL AMOR DE TU AMOR**

**6. EL MUNDO ES SU**

**7. ESTAS EN MI CORAZÓN**

**8. ROJO**

**9. EL CANTI DE LA LUNA**

**10. LA ESTRELLA DE MI VIDA**

**RACA Victor Studio Opens in Rome**

**CONTINUED FROM PAGE 25**

Fifteen leading hits by Paul Anka, including "Devil's Due."

This record was followed by the release of the album "Devil's Due" on radio wave Italy's first disk-jockey show, now entering its second channel, pictured as the second channel, pictured as the second channel, pictured as the second channel, pictured as the second channel, pictured as the second channel.

Only one TV right will be allotted to the San Remo Song Festival in 1962. After that RAI will probably give it another to radio and TV.

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COMING SOON! JAZZ FROM SUBWAYS ARE FOR SLEEPING DAVE GRUSIN AT THE PIANO

SPECIAL MERIT ALBUMS

• Continued from page 8

Folk

THE BALLAD RECORD

Ed McCurdy, Washington WLP 705—In effect, this record is a survey of great British and American ballads and was prepared for use in conjunction with Macduff Edward’s popular study on the subject, “The Ballad Book.” But it is most truly for use in connection with history by providing dramatic renditions of some of the great musical stories. In song, such as “Sir Patrick Spens” and “Six Dives in the Blue,” McCurdy heightens the effect by singing with no accompaniment. Other top bands: “Springfield Mountain,” “John Henry,” “Crow Song” and “Old Bangham.”

CLASSICAL

CELLO MUSIC BY W. A. MOZART

Seventy years of the rare and the forgotten will undoubtedly send an ear to the two selections on this recording from the Society of Forgotten Music. The first is the first recording of a work by Franz Xaver Wolfgang Mozart, the famed composer’s son. Another composition is by an 18th Century teacher and composer, Bonifazio Asoli. Both compositions are for piano and cello and are performed with passion by George Neikrug, cello, and Harry Kaufman, piano.

• Reviews of New Albums

• Continued from page 8

Dan & Phil's Piano Album also includes the title tune, "Quitter for Three," "Last Exit" and "Pilot’s Dream.""}

• MEYER DAVIS PLAYS THE ALPINE-JEAN LAMBERT LP 4319

Fritz Reiner, Chicago Symphony. "Alpine" is a delightful little work that the conductor has fine charm in his playing. He is particularly effective in the first movement, which is quite brilliant and exciting. The second movement is also well played, with good intonation and a definite sense of rhythm.

• BRANCA ALONG WITH LOPEZ

Vincent Lopez and His Tenor Hot. "Precious Diamond" and "At This Hour" are very well played and are good examples of Vincent’s style of playing. "Isn’t it a Sin" is also well done and shows a good sense of humor.

• MODERATE SALES POTENTIAL

LJPS’

• MODERATE SALES POTENTIAL

CLASSICAL

• WILLIAM BYRD KEYBOARD MUSIC

Percival, Decca 43164. "Byrd’s键盘 music is a delight to the ear. The music is well arranged and performed. The selection of pieces is excellent and the performance is excellent."

• THE VIRTUOSO HARPICHORD

Vols. 1-2. "Hollender, Vargulig 409-365. "The harpichord music is beautifully performed, with great skill and sensitivity. The selection of pieces is excellent and the performance is excellent.

• F. BACH: TWELVE FOLIANES AND OTHER PIANO WORKS

Koichi Morishita. "Morishita’s piano playing is excellent, with great technical skill and sensitivity. The selection of pieces is excellent and the performance is excellent.

• MODERATE SALES POTENTIAL

NEW & TERRIFIC

"OVER THE RAINBOW" THE VIBRATIONS

CHECKER #1002

"LET ME IN" THE SENSATIONS

ARGO #5405

CHESS PROD.

2100 S. Michigan Chicago 5

FOUR-MIDABLE!

BIG IN WASH.-BALT., CHICAGO & ATLANTA

"SMOKY PLACES" THE CORSAIRS

TUFF #1808

MOVIN’ UP ALL CHARTS

"IT’S TOO SOON TO KNOW" ETTA JAMES

ARGO #5402

SPECIALTY LP’S

CHRISTMAS

• SEASON’S GREETINGS

FOREVER LSP 333, "O Holy Night, Holy Night" String Quartet, "A Christmas Carol" featuring the London Philharmonic Orchestra, "The Nutcracker" featuring the Boston Symphony Orchestra, and "The Sound of Christmas." All are well performed and are a great addition to any Christmas collection.

• CHRISTMAS CATIONS

Rex Brown, Rex Brown VLP 4793. "The Christmas music is beautifully performed, with great skill and sensitivity. The selection of pieces is excellent and the performance is excellent.

• BLUE RIDGE BAND

Phoebe Hunt, Washington WLP 707. "The Blue Ridge Band is a delightful little group that plays bluegrass and folk music. The music is well arranged and performed. The selection of pieces is excellent and the performance is excellent.

• CURTAINING AND RIBBON SONGS

Barry Galid and Oscar Band, Washington WLP 709. "The Blue Ridge Band is a delightful little group that plays bluegrass and folk music. The music is well arranged and performed. The selection of pieces is excellent and the performance is excellent.

• THE DRINKING MANS RINGBROWN

Offbeat 408-389. "This album is a vastly collected of drinker’s songs, with many well-known songs from the 19th Century. The music is well arranged and performed. The selection of pieces is excellent and the performance is excellent.
...Continued from page 35

now and in the future. Some
prominent sources come from Erich Detling. The list also includes many of the
pictures that are shown in this article
and others that are used in this issue.

---A HISTORY OF CANTO FLANCO
(L27)--

Production notes and documentation for the
film "Canto Flanco," a series of short films
produced in the United States during the
late 1930s and early 1940s, are included.

---FOLK TALENT 
& TUNES

By BILL SACHS

According to word from the Dallas-Fort Worth sector, country music events have been enjoying
unusually high attendance over the last few months. Many of these events have been
locally organized and include local bands and musicians.

---COUNTRY & WESTERN

In the last issue, we featured an article on the
history of country music, covering its origins
during the early part of the 20th century. In
this issue, we will continue to explore
the evolution of country music through
the decades, highlighting key figures and
events that have shaped its development.

---INTERNATIONAL

The article on international music in the
last issue was well-received. In this issue,
we will delve deeper into the rich tapestry
of international music, examining key
genres and artists from various regions
around the world.

---FOLK MUSIC

In previous issues, we have featured articles
on folk music, exploring its significance
and influence on contemporary music. This
issue will focus on the role of folk
music in various cultural contexts.

---DOCUMENTARY

We will continue our series on
documentaries featuring musicians and
artists in this issue, exploring their
personal journeys and musical influences.

---SPOTLIGHT WINNERS

In last month's edition, we highlighted
several standout artists and musicians who
have contributed significantly to the
music industry. This month, we will
continue to feature these talented
individuals and their contributions.

---REVIEWS OF NEW ALBUMS

The reviews of new albums have been
popular with our readers. This month, we
will feature reviews of albums from
various genres, offering insights into
the latest releases.

---LP REVIEW PANEL

Our LP Review Panel will continue to
provide thoughtful and insightful reviews
of new releases, helping readers
make informed choices.

---HOT C & W SIDES

In this section, we will feature new
recordings from our favorite country
music artists. This month, we will
highlight some of the latest releases.

---TUBE SHAPES: THE SECRET LIFE OF THE TUBE

This article will explore the history and
technology behind vacuum tubes, which
played a crucial role in the development
of early electronic music.

---HAPPY BIRTHDAY TO ME

We will continue our series on
celebrating the birthdays of some of our
favorite music artists. This month,
we will honor an influential musician
who has made significant contributions
to the music industry.

---THE DELVETTS

End of this issue.

---END RECORDS

1646 Broadway New York, N.Y.

---LAURIE 3079

It's a Singer! The Bells at My Wedding

---COUNTRY 
& WESTERN

The Basic Twist

---BIG BAND TWIST

COUNCIL BASIS

Youth Harvest

---BAND TWIST

The Doves Twist

---DOVE'S TWIST

The Big One

---THE BIG ONE

Youth Harvest

---Youth Harvest

...Continued from page 35

...Continued from page 35

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...Continued from page 35
**SPOTLIGHTS OF THE WEEK**

**Strongest sales potential of all records reviewed this week.**

*Continued from page 9*

**MARTY ROBBINS**
I'VE GOT THE BROOK (Marty’s, ASCAP) (2:55) — *Sometimes I’m Tempted* (Marnira, BMI) (2:19) — Robbins, backed by his 2nd string in blue, his melody relaxed but emotional. On top is a lovely ballad in the wiper range, while the last number is at a neat stern tempo. Both can go in pop and country markets.

*Columbia 24246*

**KOKOMO**
LIKE TEEN (Bar chef, ASCAP) (2:15) — JOURNEY HOME (Bar chef, ASCAP) (2:09) — The piano man has turned out a pair of winning sides. First up is a swinger with a lot of flavor while the 2nd is a haunting, minor key performance backed by a big ork and choral treatment. Both have a chance.

*Feist 6835*

**CHRISTMAS**

**CHET ATKINS**
JINGLE BELLS (1:47) — JINGLE BELL ROCK (Coral, ASCAP) (2:06) — Chet’s great Atkins guitar is applied to these two Christmas tunes with admirable results. Both are loaded with warmth and splashes and could do grandly during the holiday season. RCA Victor 7971

**SPECIAL MERIT SINGLES**

**JOHNNY ROSE**
*With Just the Touch of Your Hand* (Earl Barton, ASCAP) (2:10) — *I’ll Hold You* (Earl Barton, ASCAP) (2:07)

*Columbia 24243*

**Reviews of New Singles**

*Continued from page 9 especially for the 1st, (Polkate, ASCAP) (2:30) *

**ROY CLARK**
*Wide Wood Twist — CAPITOL*

Together on a Great Single!

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*Columbia 24243*
**MUSIC AS WRITTEN**

Continued from page 13

Boston night clubs are being put in the shade by Fairfield C. C., a public country club and lounge near the center of most of the city, and the Boston Times have given this establishment a warm welcome. The club is located on Charles Street, just south of Trinity Church, and is well worth a visit by anyone who appreciates good music and good food.

Kurt Thomas, formerly head of the record department at Jordan Marsh, is now the owner and active operator of the Boston Radio Theatre, a radio station which was once known as the "Boston Radio Theatre" and later as the "Boston Broadcasting Company." The station is now located at 200 Berkeley Street, and is operated by John H. Jordan.

The new station, which is owned by Jordan and managed by Thomas, is designed to provide a variety of programs, including news, music, and entertainment. The station is expected to be a major source of information for the people of Boston, and is already gaining a large following.

The station's first program was a news broadcast, and was followed by a series of music programs, including an hour-long presentation of classical music. The station plans to expand its programming in the near future, and is already considering the addition of a variety of new shows.

The station's location in the heart of Boston is expected to be a major factor in its success, as it is easily accessible to a large number of people. The station's owners and managers are confident that the station will be a major force in the Boston music and entertainment scene, and are looking forward to a bright future.

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**Eire News**

Continued from page 20

a considerable feat, indeed. The first tune waltzed in this new series is a "Merry Christmas" by a team of the Irish band.

Trade Organization

Patrick Murray, a leading dealer in Irish music, has been selected to head the Irish trade organization, which will be called the "Irish Music Exchange." The organization, which is being formed to promote the interests of Irish musicians, will be headquartered in New York City.

The organization will also be responsible for promoting Irish music on a worldwide basis, and will work closely with other organizations to promote Irish music in other countries.

The Irish Music Exchange will be headed by Patrick Murray, who has been involved in the Irish music industry for many years. Murray is a well-known musician, and is expected to bring a wealth of experience to the organization.

The Irish Music Exchange will be headquartered in New York City, and will work closely with other organizations to promote Irish music worldwide.

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European Coinmen View World-Wide PR

By OMER ANDERSON

FRANKFURT—European coinmen trade leaders may propose to their American counterparts the organization of a main-line trade public relations effort.

Some trade leaders here refer to the proposed new "bimonthly" as the "European Machine Council." However, present thinking would make the proposed new organization considerably larger and more powerful in resources than the ill-starred CMC.

The interest here is in creating a European Common Machine (PR) Organization patterned somewhat after the CMC, which would then join hands with a similar organization representing the U. S. trade. The American organization could be the PR arm of the American Machine Council.

C. T. McKeivy, Juke Box Pioneer, Dies; Responsible for Seeburg 100-Play Unit

CHICAGO — Carl T. McKeivy, 85, son of the late director of sales of the Seeburg Corporation for some 25 years, died last Thursday morning. He had been semi-retired for several years.

McKeivy was generally conceded to be one of the prime movers in the coin trade.

Starting with Seeburg in 1909 at the age of 18, he was the prime mover behind most of the innovations that the firm produced in the past quarter-century.

It was McKeivy who first stressed the importance of the retail coin trade.

By 1916 he had made important improvements in the coin machine industry.

Coin Trade Strong At Park Exhibition

CHICAGO — A surprisingly strong coin exhibit was shown last week at the National Association of Amusement Parks and Amusement Exhibitors in Chicago's Sherman Hotel.

Out of 117 total exhibitors representing 90 companies, 18 had coin-operated equipment on display. The percentage of coin machine traders was variably estimated at between 75 to 125. This figure is considerably less than the NAAP's estimated 6,000 to 12,000 suppliers.

Two-negligible items (many, probably more than 50,000,000) made their appearance. The coin machine park show has drawn from the coin machine trade the last 15-20 years.

Declined

Although the coin machine park show was a big convention in the coin machine business, its importance was not as great as predicted.

Several completely new pieces of equipment—some quite novel—along with more familiar games and arcade lines were on display (see separate story on new equipment).

The Henry A. Grinnell award for most meritorious exhibit dealing with coin-operated machines (traditionally given to a coin machine firm) was given to Western Electric for its golf game (BMW, Nov. 27).

Coint machine equipment shown for the first time included: Bally Manufacturing Company, kalee ball; International, International, plastic moldng machine; Exhibit Supply, cast aluminum; Radio Engraving, console; Seeburg, 100-Selection juke box; Taylor Electronics, juke boxes; Winter, inc. (Indiana), International, vending machine; Western Electric, juke box; Techno Rhythm, juke box; and Wiremold, juke box.

Coin machine exhibit included: Victor Electronico, golf game (BMW, Nov. 27). Fallam Products, vending machine; Manufacturing Company, rides; E. H. F. Parke, juke box; Selphie Toboggan, kalee ball; Auto-...
Waco Vendor Builds 500-Machine Route by Keeping Within City Limits

WACO, Tex. - The time-honored headline "Local Boy Makes Good" might very well apply to Frank Patton, of Patton Vending Company here. Patton, born and brought up in this city, South Texas industrial center, began operations with four vending machines five years ago, and then since built up a route of 500 spots, which amounts to over 50% of all bull vending in the city.

Unlike many operators who have extended farther and farther away from their home bases, often up to hundreds of miles, Patton prefers to keep it local and has no locations whatsoever outside of the city limits. Recently he disposed of his only extended route, which was south to Temple, Tex., only 30 miles away.

In building up a 500-machine string, Patton has had to cope with some unusual problems. One of them is the fact that Waco's business executives would not prefer tub gum to ball gum, and are universally peanut lovers, to the point that with one exception, every spot must provide roasted peanuts which, incidentally, are produced only 100 miles away.

"Ball gum just won't sell in our area," Patton says. "Except around schools. Otherwise, I concentrate on tub gum, and use machines which give the customer a choice of six to eight varieties of tub gum."

Like most bulk operators, Patton is disillusioned with the amount of extra work which peanut vending entails, but has found that any attempt to substitute bridge mix, or ball gum, leads to such drops in collections that he goes back to peanuts immediately, which helps in his strictly local operation which means that he doesn't have to carry large volumes of goods for exchange, and, unlike the machine operators in other cities, has the machine on location and spends enough time to clean up the head when not in use.

Charm Vending

Serving 50 per cent of his locations once a week, and the remainder on a bi-monthly basis, Patton has gone into 5 and 10-cent charmers during the past two years, with pronounced success.

City of Inglewood Revamps License Fees for Vending Machines to $30

LOS ANGELES - The City of Inglewood was reported changing machine licensing from a flat to a graduated schedule with a year as against $1 for penny machines.

The Western Vending Machine Operators Association held Tuesday (28) at the Nickels Club restaurant. The report was made by Eugene Zola, tax committee chairman, who is concentrating upon taxes—seeking to convert them from per machine to either a flat or flat and graduated income basis. Taxes and licenses were discussed at length at the session conducted by David F. lately, president and attended by B. J. (Boo) Greener, president of the National Automatic Vendors Trade Association, and Archil, president of the National Automatic Vendors Trade Association.

The dinner meeting was attended by those attending lightning collections at both Zola and Greener. Greener said that his association would assist WYOMA in any way that it could with any problem that it might have.

Meeting for December was postponed because of the holidays. The regular next one will be January 30.

DON LAWSON, who recently arrived in this area from Canada and entered the business, was accepted as a new member.

International Unveils Popped-to-Order Unit

CHICAGO — A popped-to-order popcorn vendor was unveiled last week by International Vending Machines, Inc., at the amusement park show in Chicago.

Each order is popped fresh in about 40 seconds. The vendor has a 300-carat capacity and vends packets of salt with each container of popcorn. Unit price is at $1.15.

Thomas Martin and Ed Boardwell represented International at the show.

The popping operation can be watched through a glass window, and the finished hot popcorn is served in a 24-ounce vending cup. The design permits units 15, 20, or 25-cent vending.

BRISTOL MANUFACTURING COMPANY, INC.
2315 E. 56th St., Indianapolis, Ind.

Hass Leffs
By Roy

"GOOD THINGS HAPPEN WHEN YOU HELP!"

Copyrighted material
Raynor to Talk At Fla. Confab

CHICAGO — National Vendors Association Counsel Milton T. Raynor will address the newly formed Florida Vendors Association Saturday (9), not the present week as originally scheduled.

Raynor will speak on legislative and legal problems. The meeting has been scheduled at the Polo Diner Restaurant, Miami Beach, Fla.

Mayor Abraham O.C. Sales of Florida, host of the group, is in charge of arrangements. All operating in the state are invited.

The Florida group hopes to combat discriminatory State and local legislation as well as serve as a forum for exchange of improved operating procedures and ideas.

Previous sessions were held in Orlando and St. Petersburg, Fla.

On-the-Shelf Machines Solve Bulk Laundry Location Problem

ALBUQUERQUE — Getting permission to stock both 1-cent and 5-cent vending machines on a shelf two feet above top-loading, coin-operated washing machines will make coin-laundry locations pay much greater dividends, according to Joe Furriss, local bulk operator.

Like most bulk operators, Furriss realized the excellent potential which was represented by coin-operated laundries, and developed previewing locations in six of them in three months.

Here, however, he found that there were special problems. Using ordinary stands, to support three heads, or even more, was risky, inasmuch as the presence of small children meant that such machines would be likely to topple to the floor with disastrous results.

**Find Solution**

When he suffered accidental damage in six of his six locations in a single week, Furriss realized what had been a hazard into an asset. Furriss explained the problem to location owners and asked for permission to install the machines on the walls instead, where they would be safely out of the reach of small children, and yet convenient to mothers of the same youngsters.

Furriss pointed out that inasmuch as each customer would be digging for change, in approaching the coin-operated washing machines, she would be far more likely to spot a convenient penny or nickel, to be dropped into the vending machine.

Now, vending bulk gum, peanuts, and both 5 and 10-cent charms, the New Mexico operator has found that the wall-mounted machines can sell from three to five times as much as when stuck away in a corner on a typical stand—and there is absolutely no danger of toppling. There has been some vandalism, regrettable, but broken glass fronts, and bits of wood jammed into the coin chutes. For the most part, however, with anywhere from three to eight machines lined along the walls, directly above the washers, Furriss has found that mothers with small children in tow are quick to pluck out pennies and nickels, for Furriss' vending items, as entertainment for their youngsters.

Furriss built the wall brackets from hardwood, using two by six inch blocks mortised together, with a single steel brace, of the wall-shelf type, in the center, attaching it to the wall and heavy half-inch bolts, of a special design which cannot be removed with an ordinary wrench. It took him as much as two hours each to install the vending machines where they would thus be kept proof,
Good PR Results From Phon Gifts

DELFT, Netherlands—Dutch operator associations are under repeated attacks from phonograph salesmen based on false representations that new Luxembourg-built juke boxes always meet the equipment and do its musical programming at nominal cost. The project is expensive, but has great PR potential, according to opera-
tors. A recent example of the common complaint is that a new phonograph line has been furnished a juke box, this community tends to become disenchanted with phonographs. The Dutch trust community that juke boxes have universal appeal, only the music programming being varied for the different groups.

E. German Youths Get Juke Boxes

LEIPZIG, East Germany—The first juke boxes have been installed in Communist youth organization club rooms in Leipzig and Halle. The equipment is reconditioned West German machines. It is used primarily for dancing and social evenings. Communist authorities in charge have stipulated, however, that records played on the machines must be in a ratio of 80 per cent Communist bloc origin and 20 per cent Western. All identification has been removed from the machines, which are designated as "automatic record players." Each club room has the same machine. A random machine division of the Handelorganisation (HO), the State trading organization which supplies the State's retail and restaurant trade. It is understood that if the experiment in Leipzig and Halle is successful, more juke boxes will be installed at Communist youth organization headquarters in other areas of East Germany.

Swiss Eye Big Juke Box Season

ZERMATT, Switzerland—This winter's sports season will have a juke box accent. Biggest ever, according to preparations under way throughout this picturesque mountain resort. A check shows Swiss operators will have more equipment under way than before. Favorable weather and the record-breaking success of juke boxes in New York are believed to have created new interest in the equipment, so that boxes may be placed in strategic outdoor locations throughout the world. Such boxes are likely to be found at Swissé snack bars and restaurants, and even up at the ski lifts. Some opera-
tors are stripping down boxes to reduce weight and make them more possible to place in locations that have been increased steadily by year since the first juke boxes were placed at Swiss ski areas in 1955.

Belgium's Coin Machine Exhibition

BRUSSELS.—A coin machine exhibition was held here last week in November. It was organized as a specialized trade show dealing with the mechanized systems in the amusement machine industry. Exhibits were aimed toward the trade professionals rather than the public. There was a general feeling among operators to place operators in direct contact with manufacturers exhibiting at the fair.

VDA Ends; Members Join VDAI

COLOGNE—Ver eins der Deutschen Automatensachverständige (VDA) is being liquidated officially in connection with the organization's consolidation with the VDAI, the organizations representing manufacturers. The VDA, representing trade tech-
subject to noise to boll woods on the party basis as radios and thrill
laws prohibiting industrial mergers. Since the formal merger of two or organizations was prohibited under the antitrust
law, the trade has found a loophole in the legislation pro-
cedure. With the VDA liquidated, its membership then will simply affiliate with the VDAI under a previously worked-out agreement.

ZOA Membership Delaying Action

FRANKFURT—West Germany's Central Organization of Coin Machine Operators (ZOA) has deferred action on its internal difficulties until after the holidays. A general mem-
bership meeting has been scheduled for February 6 in the new year, at which it is expected that a full-dress airing will be given to complaints and the reorganization of the board. A motion of "no confidence" has been brought against the ZOA board by Director of the "Blue Christmas" is good for retail sales and operators have been buying machines in considerable quantities, according to Joe Conn, operator of Kingsley and Mergens. He has reportedly ordered a shipment from Memphis, one-stop which sells to most operators in the area.

But operators no longer put them on their boxes because they are for children—who are not among their clientele.

Local Locations

They have found that Ernst Kobel, who is in charge of the "Blue Christmas" is good for retail sales and operators have been buying machines in considerable quantities, according to Joe Conn, operator of Kingsley and Mergens. He has reportedly ordered a shipment from Memphis, one-stop which sells to most operators in the area.

The "Blue Christmas" is now available on song sessions in a few days. Conn says that he is planning to have the songs down by the end of the year.

Conn, who also owns an is-
Ter of the remarkably successful Hi-Tone Record Company, which re-
serves that it is a violation of the Sherman anti-
trust law when they enter into an agreement with other operators based on song sessions in a few days. Conn says that he is planning to have the songs down by the end of the year.

Conn, who also owns an in-

Business Activity

By JOSEPH KLEIN

However, it must be considered that any anti-LAD

violence an anti-union move would be contrary to a business practice, be declared. Consequently, it could affect work to the detriment of competitors.

Not inconceivable, however, is that the FTC would approve a trade practice rule for governing the situation. Then the Commission would have to submit a petition to the court for the rule in order to receive the Commission's consideration of the problem, he added.

Loan Practice

As a rule, the Commission is dis-

The Stripper Record Company Ltd. was formed in 1954 by Joseph Klein, who has been active in the music business for over 30 years. He has held various positions in the music industry, including that of president of the American Society of Composers, Authors and Publishers (ASCAP) and the National Music Publishers Association (NMPA). Klein is a well-respected figure in the music industry and is known for his dedication to promoting fair labor practices and protecting the rights of musicians and music publishers.
Standard Buys Big State Coin Cig Operation

FORT WORTH — Frank and Buster Locke have announced the acquisition of a Big State Coin Machine Company - Standard Cigarette Service, with headquarters in Amarillo, Tex.

The Fort Worth division of Standard will be managed by Earl Massy, who has had ample experience in Standard's phonograph division, where he is in charge of amusement machines and cigarette vending. The Standard organization operates a fleet of radio-controlled trucks in several major Texas cities, including Amarillo, Dallas, Fort Worth and extends as far north as Colorado Springs (Acme Cigarette Service) and west into New Mexico.

In taking over the Fort Worth Big State operation, Standard Cigarette Service has added the largest one of its kind and highest volume machines which have been acquired to date.

Big State, with headquarters in downtown Fort Worth, is a particular well-equipped organization, with plenty of room for separate shops for machine maintenance and storage, etc.

Exhibit Bows New Laminator Vending Unit

CHICAGO — Exhibit's new Kleer-Seal plastic card laminator, advertised to sell at just over $200 was bowed here last week. A complete card-laminating kit is vended for 25 cents.

Machine's capacity is 400 cards. The machine is housed in a sturdy metal cabinet, attractively dec- orated and mounted on a metal, pole-type stand. The laminating kit gives com- plete instructions on the cards. The machine is also furnished with an identification card as well as a photo card and seal-a-kid card.

The kit was bowed at last week's park show also featured the firm's vacuum card carder, vends single cards. Representing the firm was Chester Gore.

Await 'Free Game' Ruling in Pa. Court

By GEORGE METZGER

PITTSBURGH — The free game feature of coin amusement machines is likely to be ruled upon by the multiple coin aspect by the Cumberland County district attorney, office. The Pennsylvania Superior Court has been asked to rule on the legality of such machines.

A ruling by the State Supreme Court two years ago outlawed the multiple coin machines. The Superior Court ordered the destruction of these machines as gambling devices.

"The holding device on these machines for free games is almost identical to the multiple coin aspect which has been outlawed by the State Supreme Court," said Cumberland County Assistant District Attorney Richard C. Snellen- berg.

He outlined the following reason for feeling the two features are the same.

"A player is using the same machines first on the second, thus exhausting his chance of win- ning, but it requires an additional expenditure on behalf of the operator (player)."

Commission Confused

Just why the DA was driving at this explanation was not clear to most members around the State.

They all felt he was "teaching far out" for a comparison.

Varley Amusement, operator of the patented machine, claimed they were used for amusement purposes only. C. Russell Wexlers, Jr., Varley's attorney, argued that none of the features of a multiple coin machine was present in a game just because it provides free games.

He added that while a player could receive free games, "no player could be induced to pay money or merchandise in ex-

Bullotta, Wiener New Rep for Slotmachines

ST. PAUL — Two new sales representatives will handle the Wolfenstein cigarette machine line of Automatic Products Company in the metropolitan New York, New Jersey and Philadelphia trade area.

They are John Bullotta and his associate, Bill Wiener. Their appointment was announced here by Julius Gross, vice-president and general manager of Automatic Products, vending machine manufacturer.

Wiener has been a representative in Maine, New Hampshire, New Jersey and Pennsylvania for 20 years since he formed Wiener Slotmachines in upstate New York for the past three years. He will continue to serve that territory, accord- ing to Gross.

Automatic Products sells the Slotmachine line through representa- tives covering the continental United States, Canada, Hawaii, Alaska and Switzerland.

ECHO PHONE

A 30-second playback of his voice for a dime. Unit is priced at $4.95. Jim Malt, chairman and Joseph Ver- milet represented the firm at the show.

The Radio Engineering viewer gives the patron a 15-second pic- ture of himself for either a dimes or quarter. When not in use, the screen carries an advertising mes- sage, R-E resembles the unit which consists of Link-Alco television equipment.

Representing the firm were Stephen Drusian, Arman Leon and Leon Gross.

SAY YOU SAW IT IN Billboard Music Week

See Yourself on TV—for a Dime

CHICAGO — "See Yourself on Television" for a dime is the pitch behind a pair of new coin-operated devices unveiled here at last week's card show.

Both units consist of an actual television monitor and receiver, and permit customers to see how they look on a live television camera.

Radio Engineering Company, Philadelphia, makes one of the units, priced at $1.925, and housed in a large plastic cabinet with a hood.

ECHO Phone

ECHO Phone, a Chicago make, also of Philadelphia, makes the other unit. It also showed an Echo Phone that permits patrons to record their voices on tape for a dime and hear it played back.

"The TV television unit and Echo Phone were part of a large Mike Muners exhibit which also included

Lucky Horoscope

5c, or 25c Play
National Coin Rejeter in each chute
Two Coin Returns
Easy to Load—hold up 1,000 dimes
Size: 18 x 8 x 6 V2 Wgt. 20 lbs.

Mid State Co.
Phone: Bickham 2-5444

Say You Saw It in Billboard Music Week

BARGAINS FOR THE WEEK

GAMES

GAMES
250 OF THEM.
Received a Large Lot of Games In Trade, Including One Lot of
25 to 30 Dime Units.

WHAT DO YOU NEED
EXTRA SPECIAL Trade Week—Al- l O2 or H-10, $35.00
Write or Call Us Collect.
Main 1-3511
Write for Price List on Full Line of Coin-Operated Machines.

Lucky Horoscope
5c, or 25c Play
National Coin Rejeter in each chute
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Say You Saw It in Billboard Music Week
A. P. Sauve
Heads Detroit Games Assn.

DETOUR — Arthur P. Sauve, veteran operator and head of A. Sauve and Son, has been named chairman of the newly formed Detroit Game operators.

The organization had been in the making for several months, and Sauve’s election is its first official act.

Named to the board of directors are Frank Allvert, Joseph Kantar-

ian, Al Fyke, James Dommitter and Mike Benson.

At least two organization meetings have been held, and a small number of members elected. Sauve said he added: “We want the cream of the operators. We don’t want too many members.

These men are real progressive, men that want to go out and get things done. If something is not accomplished by united effort, this business is finished.”

The feeling is that a new associa-
tion is needed at this time, Sauve said, with a need for a fresh start rather than by breaking through any other association. He said that in the past, many of the present-day operators here so that through this association we will be able to stop this happening in the future.”

Small additions were made to the "Billboard" directory, where Sauve disclosed that arrangements are being made with a major manufacturer for a new type of sign, which is expected to secure approval from Detroit’s rigorous police approval set-up.

The operators are all going back on the same old stuff they have,” Strickland said at the time. “But we’re going to make a new machine that is just as much our own as it is to our products.”

It is expected that his own firm will act as distributor, as well as operator, for the new games.

Bally’s New Skeeball Games Have ‘Scope’

Midwest

OUT MINNESOTA WAY

Viking Vendng, Inc., has been granted a franchise for the wholesale vendng of Bally’s (bally) coffee vending machines and other Bally vending equipment. The firm’s territory includes Minnesota, North Dakota, South Dakota and Western Wisconsin. Headquarters are at 257 Plymouth Avenue, N. William Gray Jr. has been named sales representative.

Ray Varnos of Thomas Sales, Minneapolis, is the father of a boy. Out-State operators in the Twin Cities recently included Chic Crippa, Crippa Music Company, Virginia, Minn.; Ray Eacox, East-

Bank

BALLY-NEW Bally’s new Bank-

ball skee game with an adjustable-

telegraphic feature was unveiled at the giant cocktail park show at Chicago’s Sherman Hotel last week.

The length may be adjusted from 10 to 12 feet by moving the aler-


tel to suit the target area. Each player gets nine balls, with score ranging from 10 to 50.

The target area has been color-


detailed and the score glass has a modern over-hanging canopy.

Bally plans to begin shipments on the game within a couple of weeks.

T.F.KING COIN MACHINE EXCHANGE

1411-12 Diverey, Chicago 14, III.

NEW NATIONAL COIN MACHINE EXCHANGE

WE ARE SHIPPING

AHOA

THE NEW OUTLET 2-PLAYER THAT \r\nJUST "GO" TO MORE PROFITABLE \r\nPLAY FEATURE-PACKED ACTION \r\nFILLED! EXCITING PLAYER APPEAL!

ORDER NOW!

PRO HOCKEY

TRIPLE GOLD PIN

RED DOT

CONTINENTAL

MINNEAPOLIS AIRPORT COMMISSION

FIGHTING REEGERING EICHERG Franchise

MINNEAPOLIS — The Metropolitan Airports Commission has declared that it may reconsider an exclusive franchise for operating all vending and amusement machines at the airport, and that it will consider a new arrangement with a new machine manufacturer at Wold-Chamberlain Field here because of evidence that the operator was an associate of Herman Pasto, former president of May-

flower Distributing Company, St. Paul, who was slain last year.

The contract to operate the machines was awarded to Northern Coin Machine Company of St. Paul by the Metropolitan Airports Commission, and past president Fred Eicher, who had been working with the company at the time of Pasto’s death in 1952.

Robison had told the operator that he had evidence that Eicherling had not given the facts about his relationship with Pasto.

Commissioner Joseph A. Maas presented certified copies of articles of incorporation filed with the Minnesota Secretary of State and a report by Eicherling to the commission, which was received on January 10, 1952.

Maas also presented a MAC hearing Eicherling said that he knew Pasto but was only a customer of his. He said it was necessary in his business to have dealings with Pasto to get necessary equipment.

Pasto moved to have the contract rescinded, but Eicherling had stated that there had been no such agreement.

Pasto was shot to death in his home at 752 Pinehurst Avenue in St. Paul on October 28, 1960. The killing never has been solved.

A former employee of Pasto was seeking the vending and amusement machines at the new airport terminal building scheduled to be dedicated January 13. He also owns Northern Coin Machine Company, St. Paul, and has been in business for 26 years. Eicherling operates 700 coin machines in the greater Twin Cities area.

ALUMINUM DE-GREASE DISCS

FOR STANDARD AND HARVARD

PACKED IN BOXES OF 5 - AVAILABLE WITH SPECIAL IMPRESSIONS"
EX-MAJOR OPENS COLO. SPRINGS GAME ARCADE

COLORADO SPRINGS, Colo.—Even though this city is one of the West’s best-known resort areas, with three huge military bases nearby, the area has never included a penny arcade on its amusement agenda.

Hard at work in correcting the situation is retired Army Maj. H. N. Rawlinson, who hunk up his uniform at Colorado Springs’ Fort Carson a few months ago. Although his career ended with infantry training and combat, Rawlinson is taking a crack at the coin machine industry with a lot in his favor.

For one thing, President Kennedy’s call-up of National Guard units, and stepping up of the draft program, has resulted in the largest number of young soldiers in the Colorado Springs area since World War II. Second, the complete lack of arcade facilities in Colorado Springs has made Rawlinson’s Fete Arcade such a novelty that it is attracting customers through curiosity if nothing else.

Good Location

The ex-major was extremely fortunate in finding a good location alongside one of the city’s busiest downtown squares, and, likewise, to land at a point only a few steps distance from the city’s busiest downtown hat shop, much used by military personnel.

Rawlinson got substantial help from Pete Vandenberg of Modern Music Company, who loaned him an amusement machine operator in Colorado Springs for more than a dozen years, in the matter of obtaining pin games, bowlers, shuffle alleys, participation-type amusement machines, etc., already on hand in Modern Warehouse, when this phonograph firm sold out to Acme Coinart Service recently.

Although much of the equipment is obsolete, the penny arcade has been bumping along at near capacity since its formal opening October 1. Plans call the addition of coin-operated pool tables, and a photo-reflex machine for coin-operated picture-making.

Because much of his volume will come from young airmen and soldiers, Rawlinson has taken the highly radical step of installing a military insurance office, off to the left side of the arcade, which will specialize in low-premium insurance policies for G.I.’s.

AMERICAN’S IMPERIAL looks better, operates steadier, EARNs steadier for coin operators!

See it now at your distributors or write for free color brochure.

American Shuffleboard Company
310 Patterson Plank Road, Lincoln, N. J. Union 3-6688
GARY ORDINANCE HITS
OUTDOOR PHONO USES

GARY, Ind.—Outdoor uses of
juke boxes will be sharply limited
under the provisions of a city
ordinance approved on final read-
ing by the Gary City Council.

The ordinance prohibits out-
door operation of the machines
after 10 p.m. In its original form,
the ordinance called for an 11 p.m.
silencing.

A $300 fine was left in as a
possible maximum for violation.

Councilman George Frith was the
author of the ordinance.

ROSEN
SALE

GUNS

NEXT

1 Ace Mouser $ 9.99
5 Big Top
1 Centennial Gun $13.99
1 Sky Gunner $12.99
1 Topper $ 9.99
1 Ace
S. D. Deputy Police Range $ 1.99
1 Western $ 9.99
1 Jett Fighter $12.99
15 Midway Shooting Safari $ 34.99
3 Deluxe Shooting Safari $39.99
1 Bully Space Gunner $19.99
3 State Fair
1 United Sky Drifter $27.99
3 Chicago Coin Pinball $72.99
1 Show the Guns $31.99
1 Spanish Firearm $19.99
1 Guppy $19.99
1 Gun Club $35.99
1 Code $12.99
6 Exhibit Shooting Stars $ 9.99
1 Crosser $13.99
1 Fatty 500 $49.99
1 Super Big Top $29.99
5 Cross Fire $29.99
3 Big Top $12.99
1 Gussie Sky Rocket $12.99

All Prices Quoted Overt F.O.B. Today
WIRE—PHONE—WRITE TODAY
Send for Complete Lists
NEW ADDITIONS
DIV. OF AC AUTOMATIC SERVICES, INC.
3126 N. Western Ave., Chicago 47, Ill.
Coin Op Chooses Buying Over Renting Vehicles

GLASCO, N.Y.—Car Rental firms for years have been convincing a large segment of American industry that, in the long run, it's cheaper to rent than to buy.

However, Tom Greco, of Greco Brothers here, doesn't buy the argument. Greco Brothers, local Rock-Ols distributor and a major game and music operator in the Hudson Valley, has been leasing its service vehicles for two years.

"This week the firm bought four cars and a truck for its operation. Here's why:"

Service Problem
Greco explained that the lease contract provides for service. But, he added, service on a leased vehicle isn't the same as service on your own cars and trucks. When you bring in your own equipment for service, the

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

Four Southern Operators Lose Equipment in Ark., Miss., Fires

MEMPHIS—The arrival of cold weather in the Midwest last week brought with it reports of fires at locations in which music and game operators suffered a loss when equipment burned.

Insurance rates on phonographs and games is so high as to be prohibitive and most operators do not have insurance.

Guy Morgan, Morgan Music Company at Crossett, Ark., lost a juke box and pin game when the Ding Dong Drive at Hamburg, Ark., burned. Morgan's loss was $750. Cause of the fire was not determined.

Charles (Cotton) Cole, owner of Melody Music Company, Paragould, Ark., suffered a $1,000 loss when a new juke box was ruined in a night club fire. The fire was caused when a refrigerator motor short circuited, throwing off sparks. Hart Crockmore, Cleveland Music Company, Cleveland, Miss., sustained the heaviest loss of all when his warehouse burned. His loss consisted of three phonographs, two electric machines, records, parts, equipment and tools, for a total of about $5,000. Cause of the fire was not known.

He leased the building, which was also destroyed, and there was no estimate of this damage.

None of the three operators had fire insurance on their equipment and had to absorb the loss themselves, which is a trying Mosaic to a small operator.

In another case, Ernest Vatila, owner of Twin City Amusement Company, Texarkana, Ark., lost a phonograph, two pin games and a bowling game when the Hut Night Club, which was destroyed by fire recently.

The equipment was valued at $6,900 and was not insured, Vatila said.

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Exotic! Exciting! Positively Irresistible

GOTTIEB'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 lit
- Kick-out holes score bonus up to 100 points
- Top rollers light corresponding colored Pop Bumpers for high score
- Stainless steel moldings • Chrome corners
- Match feature • 3 or 5 ball play

Gottlieb & Co.
1140-50 N. KOSTNER AVENUE • CHICAGO 31, ILLINOIS

It's Always Profitable to Operate Gottlieb Games

Soft Drink
Cola, Coke, 7 Up, 3 drink
Sprite, Rola Cola, Hires

Hot Drink
Bally 157, 7up, orange
 jus-de-cranberry

Cigarettes
Newman's, L&M, Kent
Pall Mall, Blue, Camel

Candy
Weis, Tootsie Roll, Orions

Vending
Soda, Coke, 7 Up, Sprite
Nabisco, Chips, Pretzels

Inventory Closeout

All items must be sold before January 1, 1963
No reasonable offer will be refused. Phone, wire or write

Gottlieb

Cigarette
Eastern Mark 2
Eastern Mark 3

Gottlieb
Jitterbug
Ruby

Pool Tables (Used)
1. Deluxe $110
2. Used

Vending
Soda, 7 Up, Sprite
Nabisco, Chips, Pretzels

Bowlers (Used)
2. Other, 14 ft.

Baseball
1. Official Baseball

Recipe Leader
1. C. B. New York Jumbo 7

Baseball
1. Official Baseball
2. C. B. New York Jumbo 7

Guns
1. U.S. Navy
2. World War II

Shufflebox
1. C. B. 12 Ball

Gottlieb & Co.

Essential Americana Association members,
in Chicago for the recent NAMA show, were luncheon guests of the Gottlieb Memorial Hospital Memorial Park, Ill. The hospital is named after the parents of Dave Gottlieb, founder of D. Gottlieb & Company, the hospital's principal benefactor. Left to right: Hymie Zolotaryk, H. Z., Vending Sales, Omaha; Larry Gable, International Mutoscope Corporation; Grecario Pizara and Mr. Pizara Sr., Chile; Mr. and Mrs. Al Rodstein, Banner Specialty Company, Philadelphia, and Alvin Gottlieb, D. Gottlieb & Company.

BOWLER'S (Used)
R. Challenge, 11 ft.
B. Challenge, 14 ft.

ARCADE & MISCELLANEOUS
Weiss, Leader, new
Madonna, 1962
Metal Type
Cast Iron, as new
Metal Type
C. B. New York Jumbo 7

ALL ITEMS MUST BE SOLD BEFORE JANUARY 1, 1963
NO REASONABLE OFFER WILL BE REFUSED. PHONE, WIRE OR WRITE

INVENTORY CLOSEOUT

Mutoscope Introduces Machines
At Chicago Outdoor Park Exhibit

CHICAGO— International Mutoscope unveiled a new telephone voice-playback unit, a photo machine, plastic card laminator, toilet seat cover vendor and land travel insurance machine at last week's big outdoor park show here. The playback telephone consists of a hooded stand where patrons can talk into a full-sized telephone for 90 seconds and hear their voices played back on tape. The device operates on a dime and sells for $495.

The photo booth gives four photos for a quarter and sells for $2.250. The Print-Matic card laminator is priced at $139.50, and permits patrons to seal a card of their choice in a plastic sealer. The toilet seat cover vendor works on a lease arrangement. Operator pays only $18 for 10 years but agrees to buy covers from International. Maintenance is by factory. The land travel insurance vendor is priced at $89.50 and reads a $5,000 policy with a one-year coverage for 50 cents. Policy is with Life Assurance Company of Pennsylvania.

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CHICAGO— International Mutoscope unveiled a new telephone voice-playback unit, a photo machine, plastic card laminator, toilet seat cover vendor and land travel insurance machine at last week's big outdoor park show here. The playback telephone consists of a hooded stand where patrons can talk into a full-sized telephone for 90 seconds and hear their voices played back on tape. The device operates on a dime and sells for $495.

The photo booth gives four photos for a quarter and sells for $2.250. The Print-Matic card laminator is priced at $139.50, and permits patrons to seal a card of their choice in a plastic sealer. The toilet seat cover vendor works on a lease arrangement. Operator pays only $18 for 10 years but agrees to buy covers from International. Maintenance is by factory. The land travel insurance vendor is priced at $89.50 and reads a $5,000 policy with a one-year coverage for 50 cents. Policy is with Life Assurance Company of Pennsylvania.

NATIONAL AUTOMATIC MERCHANDISING ASSOCIATION members, in Chicago for the recent NAMA show, were luncheon guests of the Gottlieb Memorial Hospital Memorial Park, Ill. The hospital is named after the parents of Dave Gottlieb, founder of D. Gottlieb & Company, the hospital's principal benefactor. Left to right: Hymie Zolotaryk, H. Z., Vending Sales, Omaha; Larry Gable, International Mutoscope Corporation; Grecario Pizara and Mr. Pizara Sr., Chile; Mr. and Mrs. Al Rodstein, Banner Specialty Company, Philadelphia, and Alvin Gottlieb, D. Gottlieb & Company.
Boost Bowling Profits!

Photograph shows true bowling performance of new Swivel-Action Pins. Ball drives No. 1 Pin sideways to hit No. 3 Pin, which in turn will take out No. 6 and No. 10 Pins. BALLY BOWLER full-round pins fly in any desired direction, depending on angle at which ball hits pins or pins hit pins, exactly as in real bowling. Action is one hundred percent mechanical response to impact of ball against pin or pin against pin — without electrical roll-overs — without magnets — without dangling chains. Hit pins are cleared off the alley with the snappy speed of real pins on a real alley — resulting in fast play, fast earning power.

SCORING is by official bowling rules.

BALLS (3 supplied with each bowler): hard rubber, 4½" in diameter.

DIMENSIONS: 16 ft. long, 4½ in. wide. Length may be increased to 21 ft. or 26 ft. with easily added 5 ft. alley sections.

STANDARD COIN MECHANISM is 15 cents a game, 2 games for a quarter, but is readily convertible to straight dime play.

HIGH-SPEED TOTALIZERS, proved perfect in thousands of Bally games, are standard equipment.

AUTOMATIC BALL-RETURN is fastest, smoothest ever built into a bowling game.

BALLY BOWLER

BALLY MANUFACTURING COMPANY—2640 Belmont Avenue, Chicago 18, Illinois
WURLITZER TEN TOP TUNES FEATURE BOOSTED OUR COLLECTIONS 50%

Sylvia and Sid Lewis of the Oatka Hotel, Scottsville, N. Y. Report 60% of Coins Were HALF-DOLLARS

It happened here as it happens everywhere. The introduction of the Wurlitzer Ten Top Tunes feature produced an immediate and substantial increase in collections — and a high percentage of the coins were half-dollars! Operated by Jim Bilotta of Newark, N. Y., he'll tell you, as will Wurlitzer operators all over the land, the Ten Top Tunes feature is the greatest money-maker in the automatic music business. Get it working and earning for you . . . now!

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"YOU'RE FOLLOWING ME"
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"THE LION SLEEPS TONIGHT"
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JOHN D. LOUDERMILK
"LANGUAGE OF LOVE"
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JIMMY ELLEDGE
"FUNNY HOW TIME SLIPS AWAY"
(7946)

DON GIBSON
"LONESOME NUMBER ONE"
(7959)

NEIL SEDAKA
"HAPPY BIRTHDAY SWEET SIXTEEN"
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HENRY MANCINI
"MOON RIVER"
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"what's up?"

"stock up!"

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