BMW's Disk Charts Reflect Strong Yuletide Buying Trend

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Brenda Lee’s “Rockin’ Around the Christmas Tree” on the chart for the first time this week and jumped from No. 47 to 25 on the monaural chart. Other new original cast albums on the monaural chart this week are “Moon and Honey” No. 18, and “Sail Away” No. 42.

As for Singles

The singles market, which suffered from the Christmas impetus, was holding up well in non-christmas items. Sales of the Chipmunks, Bing Crosby, and such Par contexts as “Rockin’ Around the Christmas Tree” is doing very well in sales. In addition, several new Christmas singles scored well (see separate story).

N.Y. Xmas Buying Wave Carries Old, New Sides

NEW YORK — The New York buying wave continues to be strong this week. Four new records, which the “Hot 100,” were moving well. Were: Lee Dorsey’s new release on Fury, “Do-Re-Mi,” the new Bill Black record of “Twist Her” on Hi; the Shirley baking of “Baby It’s You” on Decca; and the Jive’s new “Fool,” the side flip of Etta James’ “At Last.”

Frank Sinatra’s “A Pocketful of Miracles” and “Come and Get a Little Piece of My Heart,” two of Bing Crosby’s “Christmas Who,” “Jingle Bell Rock” by Bobby Helms, and another version by Bobby Rydell and Chubby Checker; “Dear Genius” and Brenda Lee’s “Rockin’ Around the Christmas Tree” are all selling well.

In fact, dealers appear to be moving many Christmas records that are leftovers from other years. “White Christmas” by Bing Crosby, the Drifters, and Gene Autry’s “Rudolph” are selling, as is the Chipmunks, Bing Crosby, and Elton John. Two other nice Christmas sellers that are still around are Patti Page’s “Come Home for Christmas” and Chuck Berry’s “Merry Christmas Baby.”

A number of dealers mentioned they are finding a lot of interest in the covers by the Isley Brothers on Victor, the Ronettes on Seaboard, and the Beatles, who are getting plenty of play, like many other old rock and roll hits, has never stopped selling, its sales during the last few weeks has been extra heavy.

(Continued on page 6)

Mpls.: Kiss’ & Jose’

WLOL also picked the tune as one of its “Big Five of the Week” last week.

The “Hot 100” this week still includes many Christmas titles; one group of records that already been released. Buick’s radio station and dealer rounds promotions of “Christmas New Year.”

Sinatra
Frank Sinatra’s new “Pocketful of Miracles” is being picked as a tune to watch by both WLOL and WCOR.

True to his word, D.K. XGOGO’s Ron Clark is getting some action on a local product that Clark feels has potential: Myrion Lee on “Peter Rabbit” b-w “A fellow Needs A Girl.” Lee is from Sioux Falls, S.D.

LOCAL SINGLES BREAKOUTS

These new records, not yet on BMW’s Hot 100, have been reported getting strong sales in dealers in major market (al formalized).}

RUDOLPH, THE RED-NOSED REINDEER — Metronome Studio 9908 (Sr. Nicholas, ASCAP (Baton Rouge, Louisiana)
GOFF GEE — Sunny and the SUNSTONS, Osaka 7145 (Jal- bloch, BMI (Philadelphia)
TUNES — Ace Cannon, Hi 2040 (sec. BMI) (Dallas-Ft Worth, BMI)
A KISS FOR CHRISTMAS — Joe Dowell, Smith 1728 (Polandia ASCAP (Minne- apolis-St. Paul)
HAPPY JOSIE — Jack Ross, Dot 16520 (Lanidance ASCAP (Minneapolis-St. Paul)
SHES EVERYTHING — Jack Ross, Dot 16521 (Albania, BMI (Philadelphia)
SANTA AND THE TOUCHABLES — Dickie Goodman, Bull 701 (K-Dinera, BMI (Chicago)

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<thead>
<tr>
<th><strong>TOP LP's</strong></th>
<th>FOR WEEK ENDING DECEMBER 24</th>
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<tbody>
<tr>
<td><strong>MONOaural LP's</strong></td>
<td><strong>STEREO LP's</strong></td>
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<td><strong>Week</strong></td>
<td><strong>Chart Week</strong></td>
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NOT

1

GENE PITNEY

"TOWN WITHOUT PITY"

MU 1009

BUT

2

KENNY DINO

"YOUR MA SAID YOU CRIED"

SMASH MUSICOR HITS

MUSICOR DISTRIBUTED BY UNITED ARTISTS RECORDS • 729 SEVENTH AVENUE • NEW YORK 19, NEW YORK
**Dot Records Proudly Announces That Vaughn Monroe Has Joined The Dot Family With A 2-Sided Hit Record!**

"If You Gotta Make A Fool Of Somebody" B/W "Mr. Moto"

**Dot's Best Selling Singles**

<table>
<thead>
<tr>
<th>RECORD NO.</th>
<th>TITLE</th>
<th>ARTIST</th>
</tr>
</thead>
<tbody>
<tr>
<td>16284</td>
<td>Johnny Will / Just Let Me Dream</td>
<td>Pat Boone</td>
</tr>
<tr>
<td>16270</td>
<td>Sweethearts In Heaven</td>
<td>Chase Webster</td>
</tr>
<tr>
<td>16295</td>
<td>Everybody's Twisting Down In Mexico</td>
<td>Billy Vaughn</td>
</tr>
<tr>
<td>16296</td>
<td>Adle &amp; Osa Chu</td>
<td>Lawrence Welk</td>
</tr>
<tr>
<td>16298</td>
<td>You Gave Me Wings</td>
<td>Jack Ross</td>
</tr>
<tr>
<td>16302</td>
<td>The Original Hippy Joe</td>
<td>Louis Prima</td>
</tr>
<tr>
<td>16301</td>
<td>The Continental Twist / Oh Ma Ma Twist</td>
<td>Louis Prima</td>
</tr>
<tr>
<td>16273</td>
<td>Mood Indigo</td>
<td>Louis Prima</td>
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</tbody>
</table>

**Dot's Best Selling Albums**

<table>
<thead>
<tr>
<th>RECORD NO.</th>
<th>TITLE</th>
<th>ARTIST</th>
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</thead>
<tbody>
<tr>
<td>3412</td>
<td>Moon River / Lawrence Welk</td>
<td>Louis Prima</td>
</tr>
<tr>
<td>3410</td>
<td>Do In The Twist / Louis Prima</td>
<td>Louis Prima</td>
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<tr>
<td>3406</td>
<td>The Andrews Sisters' Greatest Hits</td>
<td>Louis Prima</td>
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<tr>
<td>3392</td>
<td>Yellow Bird / Lawrence Welk</td>
<td>Louis Prima</td>
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<td>3386</td>
<td>Berlin Melody / Billy Vaughn</td>
<td>Louis Prima</td>
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<td>3388</td>
<td>Sad Movies / The Lennon Sisters</td>
<td>Louis Prima</td>
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<tr>
<td>3380</td>
<td>Golden Waltz / Billy Vaughn</td>
<td>Louis Prima</td>
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<tr>
<td>3384</td>
<td>Moody River / Pat Boone</td>
<td>Louis Prima</td>
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<tr>
<td>3386</td>
<td>Wheels &amp; Orange Blossom Special / Billy Vaughn</td>
<td>Louis Prima</td>
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<tr>
<td>3389</td>
<td>Part 1 &amp; 2 / Billy Vaughn</td>
<td>Louis Prima</td>
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<tr>
<td>3220</td>
<td>Best Loved Catholic Hymns / The Lennon Sisters</td>
<td>Louis Prima</td>
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<tr>
<td>3322</td>
<td>Wonderland By Night / Louis Prima</td>
<td>Louis Prima</td>
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<td>3326</td>
<td>Theme from a Summer Place / Billy Vaughn</td>
<td>Louis Prima</td>
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<td>3329</td>
<td>Last Date / Lawrence Welk</td>
<td>Louis Prima</td>
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<td>3321</td>
<td>The Lennon Sisters Sing 12 Great Hits</td>
<td>Louis Prima</td>
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<td>3222</td>
<td>Look for a Star / Billy Vaughn</td>
<td>Louis Prima</td>
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<td>3311</td>
<td>The Man With the Band / Eddie Peabody</td>
<td>Louis Prima</td>
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<td>3316</td>
<td>The Golden Instrumentals / Billy Vaughn</td>
<td>Louis Prima</td>
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<td>3340</td>
<td>The Ten Commandments / Sound Track</td>
<td>Louis Prima</td>
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<tr>
<td>3304</td>
<td>Melodies in Gold / Billy Vaughn</td>
<td>Louis Prima</td>
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<tr>
<td>3308</td>
<td>Hymns We Love / Pat Boone</td>
<td>Louis Prima</td>
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<tr>
<td>3371</td>
<td>Pat's Great Hits / Pat Boone</td>
<td>Louis Prima</td>
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<tr>
<td>3306</td>
<td>Music for the Golden Hours / Billy Vaughn</td>
<td>Louis Prima</td>
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**All Time Hit Singles**

<table>
<thead>
<tr>
<th>RECORD NO.</th>
<th>TITLE</th>
<th>ARTIST</th>
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<tbody>
<tr>
<td>16622</td>
<td>Trying / P.S. I Love You</td>
<td>The Hilltoppers</td>
</tr>
<tr>
<td>16623</td>
<td>Coconut Grove / In the Mood</td>
<td>Johnny Maddox</td>
</tr>
<tr>
<td>16604</td>
<td>Love Walked In</td>
<td>The Hilltoppers</td>
</tr>
<tr>
<td>16625</td>
<td>Tiel Clan / You (And You Alone)</td>
<td>Billy Vaughn</td>
</tr>
<tr>
<td>16605</td>
<td>Melody of Love</td>
<td>Billy Vaughn</td>
</tr>
<tr>
<td>16626</td>
<td>Sail Away Silvery Moon</td>
<td>Pat Boone</td>
</tr>
<tr>
<td>16628</td>
<td>Ain't That A Shame I'll Be Home</td>
<td>Pat Boone</td>
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<tr>
<td>16629</td>
<td>The Crazy Otto / Eight Best Boogie</td>
<td>Pat Boone</td>
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<tr>
<td>16630</td>
<td>The Shifting Whispering Sands</td>
<td>Billy Vaughn</td>
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<tr>
<td>16631</td>
<td>I Hear You Knocking / Ivory Tower</td>
<td>Billy Vaughn</td>
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<tr>
<td>16636</td>
<td>I Almost Lost My Mind</td>
<td>Billy Vaughn</td>
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<tr>
<td>16634</td>
<td>Friendly Persuasion (This I Love)</td>
<td>Billy Vaughn</td>
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<tr>
<td>16637</td>
<td>Don't Fool Me / April Love</td>
<td>Billy Vaughn</td>
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<tr>
<td>16635</td>
<td>Love Letters In The Sand</td>
<td>Billy Vaughn</td>
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<tr>
<td>16636</td>
<td>A Wonderful Time Up There</td>
<td>Billy Vaughn</td>
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<tr>
<td>16639</td>
<td>Young Love (Night-Time Ways)</td>
<td>Billy Vaughn</td>
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<tr>
<td>16640</td>
<td>Paper Doll / Glow Worm</td>
<td>The Hilltoppers</td>
</tr>
<tr>
<td>16641</td>
<td>Hearts of Stone / Seventeen</td>
<td>The Fontane Sisters</td>
</tr>
</tbody>
</table>

**Mail Now to Your Nearest Dot Distributor**

Or write: Dot Records, Inc., 1507 N. Vine St., Hollywood 28, California
BROADWAY MOVES TO B'CASTERS AS KEY TO CAST, ALBUM EXPOSITION

Stars, Producers, Brood Radio, TV Composers and Companies Seeking Coverage to Push Ticket, Dish Sales

By JUNE BUNNY

NEW YORK — The Broadway musical theater is becoming increasingly dependent upon the broadcasting industry as its key promotional vehicle. The trend coincides with the closer alliance between the legitimate stage scene and the recording industry, as well as the wider acceptance of the home as a valid market for the major new shows. And in this season’s new Broadway shows are going all out to garner exposure on local and national TV and radio programs to plug their respective shows and original-cast albums.

The most interesting aspect of this development is which composers which composers are participating, as well as which shows they are with. For instance, Arthur Schwartz (who entered "The Gay Life" with How ard Dietz and has been all around the rounds of New York radio and TV shows) has left his publishing company, the Hollywood Records promotion men to push the label’s original-cast album of the show.

Schwartz will certainly wave freely Baby Snooks (personality of radio show 19) when he appears on Westinghouse’s 1962 "PM East," which is carried here by WNEW-TV. Also appearing on the 19 will be Gay Life stars, former Jeanette Bal and Elizabeth Allen. As the show goes into its first date, Schwartz planes to Detroit, where he plans to stage a similar radio-TV campaign in their respective areas. Capitol’s Detroit branch promotion men, "The Gay Life" opened Detroit’s new Fisher Theater during its try-outs and the city is considered a particularly good sales bet for the original-cast. Among other N. Y. shows, Schwartz guested on Joe Frank’s WABC-TV special "Art" and "Frasier," WOR, and NBC-TV’s "Today," "The Gay Life" is also garnering national exposure last Sunday (17).

Graveyard Ops Are Victors in Disk Price War

PHILADELPHIA — Stories of colorectal gonorrhea during the recent Ginsburg-Korvette price war continues to be heard here in the wake of bitter pricing contests. One of the concerns over a few graveyard operators who pulled off a quick, easy, and profit coup through patience and sheer trickery.

Each of the operators hooked up with three other individuals to form their own break-even syndicate, which then invaded both Ginsburg and Korvette stores. The latter’s stores allowed only one copy of an album per customer, the individuals on each team bought one album at a time, took it outside and returned in a few minutes to buy another. Mitch Miller albums were the focal point of the frenzied buying action.

In all, more than 400 Miller albums were purchased by the operators through repeated trips inside each store. Salesmen were paid $1.19 or less. The albums were then resold in the streets and on stands of blocks away and sold for $1.99, for a total profit of close to $400.

German Gift Idea: Give a Juke Box

DUSSELDORF, W. Germany — A juke box is this season’s Christmas gift for the Ruhf tycoon who has “everything.” A record collection of phonographs is being sold to private owners, the firm of H. Ruhf, and it will be distributed as a free gift. A Ruhf distributor disclosed, “The German tycoon has developed into a giant new potential juke box market. The tycoons—at least those in Bavaria.”

“You can sell one for dancing in his villa, another for the game room, and perhaps two or three for his country place or Bavaria.”

Ruhf distributor in Essen added, “None of my tycoon clients will tell me about it, but I am finding them a terrific market for juke boxes as a Christmas gift gift.”

“Some of these families have so much money they literally have everything else. Now they have discovered the juke box and are taking it to life. Most of these families have three or four cars in their garages, so it’s nothing for them to buy a half dozen juke boxes at a crack to play around their various homes and holiday hideaways.”

One tycoon reportedly — although this account may be apocryphal— explained his box’s chrome with gold and altered the housing to resemble a music box (boudoir variety). He then presented it to his wife.

Six Waxings of Tender is the Night Pic Tune

NEW YORK—Record manufacturers and disk jockeys may find an improvement in the trend of declining enthusiasm for pop disk shows in the current season with the recent release of tender to the Night" picture, the 1962 film version of the D. H. Lawrence novel.

There is “very powerful” enthusiasm for "Tender," "that great portions of the public currently accepting the dance as a ‘new’ innovation are not those who are the normal everyday music听话者, but rather by radio and TV disk jockeys or automatic coin machines. These 3 statements are not commonly accepted as the backbone of professional music, or adults, or least, sophisticated and ultra-conservative groups, usually unappreciably, as potentially for customers for record sales or as potential clients for jockeys programs.”

The word "Tender," continues the jock "points to a tremendous rock jump" for pop records which all of us are ignoring in our normal attempts to catch up on the "Tender" film. and "Tender" was released to the public last season, and the new "Night" picture of the same name will be released on a nationwide basis, in the same weekend as the "Night" picture.

Firm is also making special mailings on the time to delay, and sending out head scarves for day's "night" spoons to help promote the song.

GEMA to Press Royalty Payment With AFN

By OMER ANDERSON

MUNICH—GEMA, the German performers’ rights organization, is pressing the West German Defense Ministry to set up royalties for the performance of German radio-wide network in West Germany. The GEMA, in a report released these days indicates that GEMA would drop its demands against the Armed Forces Network (AFN) in the wake of an unfavorable court decision.

However, the GEMA board chairman, Dr. Erich Schulze, has broached notice that GEMA has encountered nothing in its demands on the U. S. military, but is merely watching its tactics.

Dr. Schulze, in a statement to Billboard Music West, snapped the notice that GEMA has encountered nothing in its demands on the U. S. military, but is merely watching its tactics.

GEMA’s board chairman suggested that the armed military network is fighting the military network primarily on behalf of ASCAP, the American Society of Composers, Authors and Publishers. GEMA has a co-operative arrangement with GEMA’s collecting royalties for ASCAP in West Germany and vice versa.

(Continued on page 14)

No Adjudication In Suit Between Rose & Everly

NASHVILLE—No adjudication has occurred in a breach of contract suit recently lodged by Everly Bros. against Don and Phil Everly. A story in BMI (December 12) reported that "the court declared a decision in the suit in favor of the brothers.

According to a statement made to Rose by his attorney, Barkdale & Rose, the suit was filed in the Nashville, the lawsuit is still in progress and the court has not rendered a decision until the trial for the time. It has not been decided or adjudicated in this case, and no decision has been reached by the court as to your [Rose’s] claim that you are still their personal manager.

Barkdale & Rose’s counter-claim, was done with their agreement and under any order of the court, as had been indicated by the earlier story.
READER'S DIGEST TESTING DOOR-TO-DOOR DISK PLAN
NEW YORK—Reader's Digest Music, Inc., agent for the RCA Victor Records Clubs is pilot-testing a door-to-door sales campaign as a supplement to its existing package of stereo albums. This was confirmed last week by A. L. Cole, general manager of Reader's Digest, who points out that the campaign, at this point, could be regarded as experimental.

Many executives in the record industry, of course, feel that the anticipated potential of this type of selling is enormous. They feel that stereo sales have not achieved the expected peak. Cole states that the Digest was anxious to broaden the base of this new market by familiarizing more people with this relatively new medium and its potential.

“We, of course, are interested in records, but this campaign could help phonograph manufacturers, record manufacturers and allied companies,” he said.

The executive added that the price of the phonograph-record package, which will be tested, is not related to the price of the record. The price range, he said, from $220 to $250.

It is understood that the package, which has been previously offered, consists of a wide variety of records.

New York and other areas.

The Reader's Digest Club has had a stereo record and phonograph package special offer for members since the fall of the year. The Columbia Phonograph Package, which also includes stereo records, has been successful.

RISE & FALL
Current Singles in Long Chart Life

NEW YORK—A sales pattern of longevity has been very noticeable in the Columbia catalog during the past three months. This pattern is exemplified in the constrictions tone at the well-known pattern wherein a record starts high on the “Hit Parade” for a few weeks, drops off, many disks remain on the chart, and then come back with the same disk still in the Top 10 on the next chart, which is an indication that the disk was in the Top 10 during the previous three months.

On Example

A good example of a sales pattern of longevity, and resultant longevity, is a song, "Harlem’s "Hot 100" for 14 weeks. It has been as high as No. 24, then dropped to No. 10 and up to No. 31 again. It is known that the disk has received over a quarter million copies, and it is still going strong.

Prior to landing the disk on the national chart, Atlantic did a great deal of promotion and advertising throughout the South, and by slow and steady advance of his exposure to gain a national front for a disk that is a perfect example of a great record.

Plenty of other disks on the national singles chart have been around a long time. The Marvelettes’ "Please Mr. Postman" on Tamla, which was in the Top 10 last week and is now in the second position, has a chart total of 16 weeks to date, not counting chart activity, "Bristol Stomp" by the Deltones on Parkway, No. 30, has 16 weeks of chart activity, "I Love You Like I Love" by the Paris Stars on Mercury, which just dropped off the chart.

Second Batch of UA Counter Racks Ready

NEW YORK—United Artists Records is releasing a second group of UA Counter Racks Early this month. The racks are now featured in more than 100 retail outlets across the country.

Art Talmadge, UA PR, reports that sales of the racks, which he described as "very encouraging," are increasing for the past month of sales for the past dozen or so albums.

Sistema Ad Lib A.R.R. Headline

NEW YORK—George Sisaro has been named national sales and promotion manager of Ad Lib Records. Initial release is "Uncle Mikes" by Ad Lib arranged and conducted by Sisaro.

LATE ALBUM SPOTLIGHTS

MEET SUE THOMPSON

Hickory EPMH 104—Sue Thompson waited a long while for her record to appear. But it did—and it was worth the wait. "Sad Movies," Now she’s quickly following that up with the release of "Body Beautiful." Another hit to this new set, along with a flock of good country money by the Brooklyn Boys, Don Doxey, John D. Lomotek and others, Seb should do well.

Dealers Will Build Volume by Going Where the Shopping Traffic Goes

By REN GREVATT

CORAL-GABLES, Fla.—The small, independent dealer who uses his brains can still make it in the recorded music business. Mike Spera, president of the Society of Record Dealers of America, and proprietor of Spera’s Records here, is one of the wave of this story in the BMG regarding distributor take-over of retail record stores. Spera feels that one of the reasons why this is the increased activity of out-of-town suppliers of records to chain and discount operations in the suburbs is due to the number of genuine locals which are being sold out of businesses. The local distributor, he said, is left with the burden of selling the goods at his own retail outlets.

According to Spera, however, this situation offers a major opportunity to the indie dealer if he will simply "wise up to the situation." Says Spera: "It isn’t even daunting to think that the small dealer so much more today. Let’s face it, almost everybody is still cruising for a lesser degree. What’s really important to a dealer is the matter of location. He is a victim of a major trend that encompasses all retail business—the trend to the shopping center where mass buying of all kinds of goods goes on."

Big Traffic

More and more the big customer traffic is being attracted to the shopping center. The record department or separate record store in the shopping center is right there, so to speak, and gets that traffic. And that’s where the indie dealer needs to be. Here he is on his own, aware of the trend and realize it is not going to go away. Here is the key, he says, to the survival of the independent dealer located in the shopping center, too—the where the traffic is.

Spera went on to unleash a blast at the various kinds of chain and discount record opera- tors. He says that they are taking several factors to think about, "First, they are definitely going to make profits. Second, they are going to take the profits. They are not going to open up shops to be bought out or. The chain stores in Miami area gets its records out of Fall River, Mass. Another is serviced entirely from St. Louis. But these chain stores don’t have the single storeman depended on for to be on top of the opportunities. How can a guy in New England be fully aware of local buying habits or favorite artists or hits in the Miami area?

With singles especially, it’s a rough situation. If a record arrives begins to break through good airplay, you’re probably don’t have even if they have a store stores, and it may take them a week or two to get it. By the time it arrives, the record may be dead. Who profits from that?

(Continued on page 10)

ASCAP to Issue Letter Alanman On Monthly Basis

NEW YORK—ASCAP has issued a letter to the organization’s members informing them of a new monthly newsletter. This newsletter is known as the "ASCAP Newsletter." The purpose of the newsletter is to keep the members informed of the organization’s activities and to provide them with a forum for exchange of ideas and information.

The newsletter is published monthly and contains articles written by ASCAP members. It covers topics such as copyright law, licensing, and the business of music publishing.

ASCAP Newsletter is sent to all members of ASCAP on a monthly basis. It is available to the public on a subscription basis.

Yuletide Season Boon to West Coast Record Sales

HOLLYWOOD—Dick Wallis told BMG that the yuletide season has been a boon to the West Coast record industry.

Wallis said that BMG has seen a dramatic increase in sales over the holidays.

Howard Judkins Jr., who decided to try a discount policy during the pre-Christmas period, said that BMG's discount policy has been a success.

Wallis also noted that BMG's yuletide sales have been stronger than expected, with sales increasing by 25% per cent ahead of last year. Judkins said that "I'm really pleased with our sales this year. It's been a good year for us and I'm looking forward to next year." He also noted that BMG's yuletide sales have been better than expected, with sales increasing by 25% per cent ahead of last year. Judkins said that "I'm really pleased with our sales this year. It's been a good year for us and I'm looking forward to next year."

With rare exceptions, all the dealers contacted reported business was well ahead of last year, with most claiming that sales continue at their present brisk pace, with prices higher, the holiday season brings its own special advantages, these dealers pointed out that they have the luxury of having a wide variety of merchandise to choose from, thus eliminating the need to carry large inventories.

DEAD INC

NEW YORK—Chubby Checker’s Parkway waxing of "The Twist" has been on BMG’s "Hit 100" chart for over 1000 weeks—less than any other disk currently on the chart.

This is the case of Checker’s waxing of "The Twist" was placed on the "Hit 100" when it was first released a couple of years ago.

INT’L VISITORS IN NEW YORK

Giuseppe Giannini, executive vice-president of Compagna Gen- erale di Navigazione, a large shipping company from Italy, reached through attorney Harold Greinert in New York.

Meeting with Greinert, June 14-15.

Columbia Billboard Music Week’s Rome corres- pondent visits New York for the first U. & V. visit in nine years.

Address Overseas Press Club, July 7.

Walter George, Cosmos, Rome—LV 43500.

EDITORIAL

Let’s Do It Again

Nothing but pleasant reverberations continue to be heard as Our Country’s recent concert in New York’s Madison Square Garden, sponsored by Nashville’s WSM, home of “Grand Ole Opry,” the concert achieved two important results. First, it materially helped the Musicians’ Aid Society, for whose behalf it was staged—and second, and more important—to the concert keynoted in an important urban area, the cultural contribution of country music—not only in a narrow, cultist sense, but in a broad and far-reaching sense, a powerful, native stimulant to the entire world of pop music.

This is all to the good. But why be satisfied with a one-time, one-night engagement? The idea of a complete, world-wide organized concert is a possibility. It is possible, that our music show can be appreciated and understood in New York. We suggest that the Country Music Association and WSM, as the leading sponsor of an annual New York event of this type—a concert which captures the imagination not only of fans, but of radio executives, television buyers and critics of the metropolitan newspapers. Further, perhaps record manufacturing concerns might consider the possibility of employing the necessary legal clearances so that an LP of the annual event may be pressed and distributed—the better to spread among urban folk—both in the trade and at the consumer level—the story of WSM, of Nashville and, in toto, of country music and its meaning to the music art and industry.
Christmas Disks Take Off in Windy City

CHICAGO—Christmas finally caught up with the Windy City last week with "Little Drummer Boy," by the Harry Simeone Chorale, and "Baby's First Christmas," by Connie Francis, leading the pack of strong holiday sellers. Others include "Jingle Bell Rock," Bobby Rydell and Chubby Checker, and Bobby Helin's "Rocks and the Touchables," of which Goodwin (selling strictly here for "Entertainment Weekly Christmas") Bing Crosby. The Crosby tune is also crashes among substantial sales with box office operators. Big sales were being registered with established chart climbers. Very little new material was getting strong action.

Non-Holiday Tunes

Hottest of the non-holiday tunes is "What a Walk" by Bobbie Lewis. The record has been getting air play for some weeks but it is just starting to show up in store sales.

Other new climbers here include "Baby, It's You," Shirley Bassey, "My Boomerang Won't Come Back," Blake Cooke doing weak action but not too popular with local deejays. "Little Bunny That Buried His Tail" by Burt Bacharach and Hal David, and "Lollapalooza" by the Chantays. Blake David and Hal Lipton have been picking up here; "Little Altar Boy," Via Dano, and "I Knew John," Barbara George.

Of the new releases, the following are being picked up by the local radio fraternity: "Jamie," Eddie Holland and "The Bend" by Clarence Henry; "Joey Baby," Alotta and the So-Sor-Two; "Fire Hand," Bill Black; "Tea's From an Angel," Troy Shondell; "What A Wonderful World," Burt Bacharach and Hal David; and "I'm Gonna Love Me Again" by Conny Teller, German Montgomery; "He's So Fine," by Tina Turner; "She Touched Me With Her Love," Danny Ford; "Cryin," Frankie Avalon; and "Along Comes Linda," Tony Cory.

TROY & RUDOLPH BALTO PAIR

BOSTON—Two disks broke out here last week—Troy Shondell's "I'm Gonna Love Me Again" on Liberty and "Rudolph the Red-Nosed Reindeer" by the Mannheim Steamroller on Liberty. No bigger Warrior in an up-tempo spiral was "Moderate Goose" by The Four Gooses and "Twinkle Twinkle, Little Star" by Capitol. Among the others playing plenty of volume are having "Flying Circle" by Frank Chacksfield, "Mistletoe" by the Soap Suds, and "K-Doe on Minnie" by Norman.' by Stan Thompson, and "I Hear You Knockin'," Fats Domino, and "Pushin' Your Luck," by Slimmy King on Joy, and "Small Sad Sam" by Phil McLeod.

One big worry here was whether or not Elde's "Blue Hawaii" album would get to dealers in sufficient quantities to make the Christmas run. Last year, two dealers lost their jobs and the record got zero "G.I. Blues" was not delivered to them at all during the vital Christmas season. This year, the Christmas singles were doing well for many of the same reasons. "What A Wonderful World" by "Baby's First Christmas:" by Burt Bacharach and Hal David; "Linda Lee's "Food That's Right" by M. Claus Christmas Tree," and "Blue Cross" by Jimmy Witherspoon. Runway Christmas albums here are Mitch Miller's "Holiday Along," and seasonal albums by Chet Atkins, Lawrence Welk and Harry Simeone. Non-Christmas LP's making extra holiday sales hits, including James Brown and "Moon River."

WASHING'TON—Three records which landed on the "Hot List" recently were on strong local action in the Washington market the past seven days. They were "Papa's Got a Brand New Bag" by Sammy Davis Jr. on Fury, "Baby, It's You" by the Shirelles on Reprise and "You Don't Have to Be a Tower of Strength" by Gloria Lynne on Everest. The Fury disk received strong air play. Still selling strong here are earlier breakthroughs, "Lost Some- one," by James Brown, "Soulful Girl," by Brigitte Danso, and Danny Pepper's "Twist," other new "Hot 100" disk action being done well here last week was "Gotta Make a Fool of Somebody," by James Chance and the "Capers," "Poor Fool," by Ike and Tina Turner, and "Here Comes Full of Tears," by Gladys Knight. Washington is still buying the old-fashioned Christmas singles; that is, "The Legend of the Bells," by the Harry Simeone Chorale, and "White Christmas" by Bing Crosby. But it seems that the Christmas album is getting more attention this year than last. This special season, the Wax' n' Wane分析分 carrying "White Christmas" on Columbia, and "White Christmas" on Decca, and "White Christmas" on Mercury. Several salesmen Diller also reports that Ray Charles LP's "You Can't Lose With Christmas Music\r\n\nNo Breakouts in Detroit

DETROIT—There were no breakouts in this city last week and three records that were doing mighty well among the newer disks. These were "You Are My Heart, My Soul and My Everything," by the Shirelles; "Baby, It's You" on Scotch, and "I Can Understand Why" on Coachman, and two weeks, and both sides broke out last week. "Jump" by Eddie Floyd, by the Shirelles on Reprise and "You Don't Have to Be a Tower of Strength" by Gloria Lynne on Everest. The Fury disk received strong air play.

Detroit's sales are also steady, but there are few new disks being accepted by the local radio stations. The records that are doing well here are "You Gotta Make a Fool of Somebody," by James Chance and the "Capers," "Poor Fool," by Ike and Tina Turner, and "Here Comes Full of Tears," by Gladys Knight. Detroit is still buying the old-fashioned Christmas singles; that is, "The Legend of the Bells," by the Harry Simeone Chorale, and "White Christmas" by Bing Crosby. But it seems that the Christmas album is getting more attention this year than last. This special season, the Wax' n' Wane analysis was carrying "White Christmas" on Columbia, and "White Christmas" on Decca, and "White Christmas" on Mercury. Several salesmen Diller also reports that Ray Charles LP's "You Can't Lose With Christmas Music\r\n\nYou can't lose with Christmas music. It's the fastest!!

Packed with the latest news—business trends on the music scene—new programming—Cola Machine Operator. (WEEKLY)

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COLUMBIA RECORDS

*also available on Single 3215
Old Rock-Roll Hits Bring New Album Life

Record Labels Scramble for Those Big Former Rock Sellers for Top LP Fare

BY BOB ROLONTZ

NEW YORK—The demand for old rock and roll hit merchandise of the past seven or eight years is such that album manufacturers are offering as much as $5,000 as an advance for old single hits to be packaged in albums. This demand for old rock hits is on the album level coincides with the steady current sales of the old rock and roll hit singles.

The usable sales of rock and roll hits is somewhat analogous to the steady sales of hit merchandise back in the 1950s, when a Tommy Dorsey ("Bookey Woogie") or Benny Goodman ("Sing Sing Sing") single would continue to sell for years after it was first released. Records by top rock acts, vocal acts especially, have followed this pattern. Discs by the Spaniels, the Rainettes, the Moonlighters, Check Berry, and many others, have sold like hotcakes to millions of dealers.

Oldies Are Goodies

The power of those older hits is illustrated by the sociology of the "Oldies But Goodies" album which was released on Original Sound label about a year ago. Composed of sides from many labels, the LP turned into a smash across the country. This album was one of the first to be given the old hit singles tapings from other labels and issuing them on one LP. Since then there have been collections like this one, issued on Roulette by Jerry Brown's "Golden Greats," on the Agents of Clay Cole, and recently Alan Freed's "Golden Greats in Color.

The Freed LP's, of which there are three, all contain 14 or 15 hits, many of them by artists that Freed had worked with on his live shows. So, when Freed dealers report in New York that the Freed LP's are selling exceptionally well. Oldie Department

The oldies and rock hits have become so important to dealers that they have developed separate sections in their stores to feature these older discs. Sometimes they are called "Memory Lane" hits or "Oldies But Goodies." Sometimes they are the brisk sales and retail prices of 94 cents for the old discs, even when they are not available in new form at a discount. There are even some stores who charge two and three dollars for a wanted oldie.

Manufacterers continue to press the oldies even though they okay the disk for a new album. One dealer, who has a big oldie section, stated that the teens will buy an old single or an album on the amount of change he has in his pocket. "If he has a buck he buys the single; if he has three bucks he buys the album," he said. It is not only in the dealer area that the oldies have become popular. More and more radio stations have added a "Memory Lane" programming feature over recent years featuring older hits, from rock and roll to the sweet and swing bands of the 1920s. A lot of these stations stress the rock and rollers, and many jocks, on their regular shows, have a spot for at least a few of the good old rockers.

Synthetic Labels

In New N. Y. Hq.

NEW YORK—Synthetic Plastics, operator of the Peter Pan, Promenade and Pernot low price label, has moved into new, expanded quarters and has named several new executives.

According to E. I. Moss, executive vice-president and general manager, the company has been named vice-president for dealer sales. Gerald Gold is now in charge of a trek of 25 cities to meet with key retailers. S. G. Strangerson has been appointed vice-president for special sales and is now in Hollywood for straight licensing rights with TV and motion picture producers.

Also appointed were Fred Levitt as Southern district sales manager and Mrs. Selma Brody as sales director for Peter Pan. Sid Acker has been retained as public relations consultant and Alan Berman has been placed in charge of redesigning album covers.

Neil Sedaka Sets East Club Dates

NEW YORK—Neil Sedaka has set a flock of personal appearances in the Eastern section of the country. Among the clubs where he will appear are the Holida-House in New York, the Duke of Queen, the International on Broadway, and the Holiday House in Pittsburgh. Under the guidance of his new manager, Ben Sutter, Sedaka has started a new club act, and expects to play clubs and night club dates in his home city. He also will be the subject of a piece in Life magazine as a result of his solid string of hits on the Viceroy label.

CHUBBY NEEDS CHRISTMAS $35

PHILADELPHIA—Chubby Checker, whose singing antics have spread the twist craze through every section of the country, asked Philadelphia Orphans Court for permission to spend $35,000 of his Christmas money.

Checker, 20, whose real name is Ernie Evans, said in a petition to Judge Harold D. Lodge (the money that would be used to buy gifts for business associates and their parents, Mr. and Mrs. Raymond Evans. The petition was filed by Attorney Jerry Davis, who represents Checker for Checker's protective guardian.

In addition, the singer asked for $700 to buy a three-page layout in the trade newspaper and $1,000 to pay Zoo's fees. He also requested permission to hire a part-time bookkeeper, claiming that "bookkeeping transactions... have become so voluminous that they cannot longer be handled in the office of the guardian."

Atlantic Takes To Twist Kick

NEW YORK—Atlantic Records is on a Twist kick. The label has put out a new album ("The Twist with Ray Charles") on the charts, and has brought out a second, "The Twist with Wilson Pickett" (Aka album) this week.


Paul Livot Premiu Manager for MGM

NEW YORK—Paul Livot has been named premium merchandising manager for MGM, Virus and Reed Benslion. According to MGM President Arnold Maxin, Livot will be in charge of premium items with nationally advertised products for the labels.

Livot is a veteran of the single-disk business with Bunny Berigan's band, and has been active in show business as a night club booking manager, talent agent and has been on the stage himself.

NARAS Preps Series of Eight Trade Sessions

NEW YORK — The National Academy of Recording Arts and Sciences (NARAS), which recently staged a debate on the question, "Does Negroes Sing Trash?," has announced a series of eight lecture-discussion sessions on various facets of the disk field.

Series commences Wednesday, January 25, and will run on consecutive Wednesday evenings at the Hotel Pennsylvania on Square division of New York University, main building. Chairs for the sessions will be Alan Kaye and Harry Belafonte.

The first session will take up such matters as a.d.r. functions in the jazz, pop and classical fields, and will be given by Ira Gershon, Alan Kaye and Ray Charles.

NARAS trade sessions will take up such matters as a.d.r. functions in the jazz, pop and classical fields, and will be given by Ira Gershon, Alan Kaye and Ray Charles.

Galv Attractions Into Road Shows

NEW YORK—Tun Galv, one of the pioneers of road packages both in his own agency a few years ago and as A.G. has set plans for an upcoming national tour, a TV production and personal man- nequin attraction, "Galv Attractions." His first road show will be called "Galv Reas," and is to be featured for a February tour.

Galv Attractions now has personnel of Clyde McPhatter, Lillian Roza, Rona Rock, Donald and Joe Russ. The firm has three TV pilots completed and being considered by TV stations. Galv has named Art Traffic as an associate in the new firm.

Gal Sings the Twist

NEW YORK—One of the first "Twist" records by a female act in the country, "Mummy and Daddy Were Twistin'" by 15-year-old Susan Summers on Joe Kolicky's new Diamond label.

Miss Summers guested on buddy Deedie's WJZ-TV, Baltimore, show last Friday (13) and is booked for Dick Clark's ABC-TV American Bandstand show December 21.

ASCAP Votes Extension

NEW YORK—The members of ASCAP have voted in favor of the amendment to the articles of association which would permit the Society's president to serve for more than one term in successive terms. An amendment requires a two-thirds vote. Membership, in this case, was over 80 per cent in favor of the change.
Warmest Seasons Greetings

Sincerely,

[Signature]

Direction:

Personal Management:
HELEN & JOHN NOGA

COLUMBIA RECORDS
PHILADELPHIA — Two pre-dominantly rhythm and blues-oriented discs stepped out smartly this week with both achieving local breakout status. Little Richard breezed through with "He's Not Just a Soldier," while James Brown and the Famous Flames came up with "Look Someone." Bobby Lewis racked up strong sales with "What a Walk." The strongest record of the week here, and already a national hit, is Barrett Strong's "The Things I Know About Christmas." Not exactly chart-listed this year, but moving fast in its6th... "The Chipmunk Song." Meanwhile, an important Christmas seller occurred here with the return of a fine old A-side, "Please Come Home for Christmas," with Charlie Brown on Federal. Despite the closeness of the Christmas holiday, business continued spotty on the Quaker City front.

Panorama's "Tycoon," Capitol, has been the talk of the town for some weeks. The album features the Tycoon Orchestra, led by Dave Brubeck, and includes arrangements by Billy May and Hal David.

Capitol records Los Angeles, California

The Mighty Mites — The Mighty Mites, a new group backed by Capitol, is scheduled to make its debut on a major network radio show. The group consists of three young males and one female, all from the Los Angeles area. They are known for their tight harmonies and their ability to imitate popular recording artists.

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Chicago

Bill Steger, head of Emiagen, a leading record label, has announced plans to release a new album featuring the talents of various local musicians. The album will be titled "Chicago Soul" and is expected to be released in the spring. The label is looking to showcase local talent and promote the rich cultural heritage of the city.

WARNING! COUNTERFEIT RECORDS

All dealers, distributors, discount stores, one shops, and salenians handling "Just For Fun" comedy albums are advised that these records have been unlawfully distributed. Affix this notice to your window to alert the public. Please send any available information to Dootsie Williams, Inc.
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PRETTY LOOKIN' BOY

(And Say You Love Me)

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CORAL RECORDS
**Top sides of the year**

(A republication of Billboard Music Week's weekly Hot 100 chart for the period January through November, 1961)

Hot 100 for 1961

<table>
<thead>
<tr>
<th>Pos.</th>
<th>Title, Artist &amp; Label</th>
<th>Pos.</th>
<th>Title, Artist &amp; Label</th>
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<tr>
<td>1</td>
<td>Tobacco Bay, Bobby Lewis, Beltone</td>
<td>35</td>
<td>Don't Bet Money Honey, Linda Scott, Canadian-American</td>
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<td>2</td>
<td>I Fall to Pieces</td>
<td>36</td>
<td>Without You</td>
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<td>3</td>
<td>Highwayne, United Artists</td>
<td>39</td>
<td>Little Sister, RCA Victor</td>
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<td>4</td>
<td>Cryin'</td>
<td>41</td>
<td>This Time</td>
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<td>5</td>
<td>On the Rebound, Floyd Cramer, RCA Victor</td>
<td>43</td>
<td>Running Scared</td>
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<td>6</td>
<td>My True Story</td>
<td>45</td>
<td>I'm Gonna Work Out Fine</td>
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<tr>
<td>7</td>
<td>Tony Time, Chubby Checker, Parkway</td>
<td>47</td>
<td>Let Me Be Good To You</td>
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<tr>
<td>8</td>
<td>Wheels</td>
<td>49</td>
<td>The Very Thought of You</td>
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<tr>
<td>9</td>
<td>You Ain't Nothing, Warner Bros.</td>
<td>51</td>
<td>I'm Sorry Baby, Scepter</td>
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<td>10</td>
<td>Wooden Heart (Miss I Den)</td>
<td>52</td>
<td>I'm Sorry Baby, Scepter</td>
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- Shirelles, Scepter
- Last Night, Del-Sat, Ella Mae
- (Will You Love Me) Tomorrow, Shirelles, Scepter
- Exodus, Ferrante and Teicher, United Artists
- Where the Boys Are, Connie Francis, MGM
- Hit the Road Jack, Ray Charles, ABC-PARAMOUNT
- Sad Movies (Make Me Cry), Sue Thompson, Hickory
- Mother-In-Law, Dee Dee, Mint
- Bristol Stomp, Dovells, Parkway
- Traveller's Man, Ricky Nelson, WHY
- Shop Around, Miracles, Tamla
- Bell Wolf Song, Brook Benton, Mercury
- One Hundred Pounds of Clay, Gene McDaniels, Liberty
- The Mountain's Big Hill, Dick and Dee Dee, Liberty
- Don't Marry Bobby, Columbia
- Portrait of My Life, Steve Lawrence, United Artists
- Quarter to the Hour, Gary (U.S.) Bonds, Le Grand
- I Like It Like That, the Bomp, Bomp, Barry Martin, ABC-PARAMOUNT
- Calendar Girl, Needle Soda, RCA Victor
- I Like It Like That, Ken Kun, Instant
- Apache, Jorgen Ingmann, Atco

**Honor Roll of Hits for 1961**

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<td>1</td>
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<td>Wonderland by Night</td>
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<td>2</td>
<td>Caressa</td>
<td>27</td>
<td>Shop Around</td>
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<td>3</td>
<td>You Don't Know What Love Is</td>
<td>28</td>
<td>Don't Worry (Like All the Other Times)</td>
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<td>4</td>
<td>This Is Our Night</td>
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<td>Take Good Care of My Baby</td>
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<td>5</td>
<td>Tell Me Lies, Ruby</td>
<td>30</td>
<td>Running Scared</td>
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<td>Travelin' Man</td>
<td>31</td>
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**Top tunes of the year**

(A republication of Billboard Music Week's weekly Honor Roll of Hits chart for the period January through November, 1961)

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<td>2</td>
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<td>27</td>
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<td>Please Tell Me What You Want</td>
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**Honor Roll of Hits for 1961**

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</table>
Once in a great while, a new performer will come along who is special. He will be endowed with talent, presence, youth and a rare, elusive factor that can only be called "star quality." On December 26, 1961, such a performer will be proudly spotlighted by Columbia Records. His name is Kenny Karen.
MAKE IT A MERRY CHRISTMAS WITH
THE SELLINGEST SOUND ON RECORDS
DEC-O-RATED FOR
PROFITS!

SPOTLIGHT
SINGLE
THE
BILLBOARD

THE
MEGATONS

SHIMMY SHIMMY WALK

DODGE #808

DARRON
LEE'S

I'VE BEEN
SEARCHING
b/w
EVERYBODY'S
TWISTING

MYRL #410


Myrl Records / Dodge Records

114 SOUTH SECOND STREET • FERRIDAY, LOUISIANA • PHONE: 757-2611
DISK JOCKEYS, PROGRAM DIRECTORS: WRITE US FOR YOUR SAMPLE COPIES!
What 63¢ a day can mean to their future... and Uncle Sam's

Investing 63¢ a day at 3½% interest can bring some pretty nice things into your future. In six years—$1,800 down on a new home. In twelve years—nearly $3,000 for college costs.

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

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

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

Keep freedom in your future with U.S. SAVINGS BONDS

WWW.GOVERNMENT.COM

Billboard Music Week - December 18, 1961

DEE JAYS...
"MY GIRL"

WILL ADD ROMANCE TO YOUR SPINNING!

A NATIONAL SHAM "MY GIRL"
Charles McGilvogue
Doof 469

DEALERS! Dig DOOT'S HOLIDAY 10+1 PLAN!!
—Effective through December 31—

NEW RELEASES
DOOT 497
DON'T THE MAN
DOOT 502
I'LL BE HOME FOR CHRISTMAS
DOOT 506
RICHARD CLAYDERMAN
DOOT 511
PAPA "LOUIE"
DOOT 516
THE PENGUINS
DOOT 521
I'M NOT YOUR JIVE styles
DOOT 526
DON'T CHEAT ON ME
DOOT 531
BLIND MAE
DOOT 536
JEFFERSON AIRPLANE
DOOT 541
THE CREATIONS

HOT SINGLES
DOOT 497
I'M NOT YOUR JIVE styles
DOOT 502
DON'T THE MAN
DOOT 506
I'LL BE HOME FOR CHRISTMAS
DOOT 511
PAPA "LOUIE"
DOOT 516
THE PENGUINS
DOOT 521
I'M NOT YOUR JIVE styles
DOOT 526
DON'T CHEAT ON ME
DOOT 531
BLIND MAE
DOOT 536
JEFFERSON AIRPLANE
DOOT 541
THE CREATIONS

BEST SELLING ALBUMS
DOOT 497
I'M NOT YOUR JIVE styles
DOOT 502
DON'T THE MAN
DOOT 506
I'LL BE HOME FOR CHRISTMAS
DOOT 511
PAPA "LOUIE"
DOOT 516
THE PENGUINS
DOOT 521
I'M NOT YOUR JIVE styles
DOOT 526
DON'T CHEAT ON ME
DOOT 531
BLIND MAE
DOOT 536
JEFFERSON AIRPLANE
DOOT 541
THE CREATIONS

Jocks Feel Twisters Not Teeners

Continued from page 4
SALES ARE SOARING ON THESE SMASH SINGLES!

"TEENEESE FLAT-TOP BOX"
JOHNNY CASH
4-42147* 

"THE COMANCHEROS"
CLAUDE KING
4-42186* 

"UNSQUARE DANCE"
DAVE BRUBECK
4-42228* 

"SOMETIMES I'M TEMPTED" B/W "I TOLD THE BROOK"
MARTY ROBBINS
4-42246* 

"PLAY THE THING"
MARLOWE MORRIS QUINTET
4-42218* 

ON COLUMBIA RECORDS
* also available on Single
YESTERDAY'S HITS

Change of pace programming from your listener's shelves, featuring the disks that the listener has enjoyed over the past 15 years. Here's how they ranked on Billboard's chart then.

ROBERT F. LAMBORN

Labels: RHYTHM & BLUES—15 Years Ago

December 22, 1956—1951

1. Singing The Boss (M. Whettal, Columbia)
2. Love Me Tender (E. Pulver, RCA Victor)
3. Gone Down The River (O. Davis, Columbia)
4. I'm Glad You're Mine (C. Martin, Imperial)
5. Just Waiting In The Rain (J. Day, RCA Victor)
6. True Love (J. R. Conn, Monument)
7. You Make My Dreams (J. E. Taylor, Independence)
8. Love Me, Love Me (J. Martin, Columbia)
10. What a Night, Babe, You Say (E. F. & L. Brown, RCA Victor)

POP—5 Years Ago

December 22, 1951

1. I Told The World (J. H. Martin, Columbia)
2. I Need You (J. R. Day, RCA Victor)
3. Little White Cloud That Died (J. Day, RCA Victor)
4. Heavenly Father (J. E. Taylor, Monument)
6. True Love (J. R. Conn, Monument)
7. You Make My Dreams (J. E. Taylor, Independence)
8. Love Me, Love Me (J. Martin, Columbia)
10. What a Night, Babe, You Say (E. F. & L. Brown, RCA Victor)

POP—Ten Years Ago

December 22, 1956

1. I Told The World (J. H. Martin, Columbia)
2. I Need You (J. R. Day, RCA Victor)
3. Little White Cloud That Died (J. Day, RCA Victor)
4. Heavenly Father (J. E. Taylor, Monument)
6. True Love (J. R. Conn, Monument)
7. You Make My Dreams (J. E. Taylor, Independence)
8. Love Me, Love Me (J. Martin, Columbia)
10. What a Night, Babe, You Say (E. F. & L. Brown, RCA Victor)

WE TELL YOU WHERE TO BUY THEM!

RHYTHM & BLUES—5 Years Ago—December 22, 1956

Dr. D. H. Elkins, Atlanta, Imperial
S. B. & A. Brown, RCA Victor
J. E. Taylor, Monument
J. Martin, Columbia
E. H. & A. Brown, RCA Victor
J. Day, RCA Victor
E. F. & L. Brown, RCA Victor
C. Martin, Imperial
J. H. Martin, Columbia
J. R. Day, RCA Victor

RHYTHM & BLUES—15 Years Ago—December 22, 1951

Dr. D. H. Elkins, Atlanta, Imperial
S. B. & A. Brown, RCA Victor
J. E. Taylor, Monument
J. Martin, Columbia
E. H. & A. Brown, RCA Victor
J. Day, RCA Victor
E. F. & L. Brown, RCA Victor
C. Martin, Imperial
J. H. Martin, Columbia
J. R. Day, RCA Victor

LEADER DEEJAY PROMOTIONS

BY NIKI KALISH

BASKETBALL SING-ALONG

Mitch Miller's Christmas Sing Along With Mitch LP on Columbia has received much attention last week on the Coast when Shire Keli, Lee McAuliffe and others were singing during the holiday weeks. Several sing-along sessions between stations were held in Los Angeles and St. Louis Hawks NBA basketball fans. One session in St. Louis brought in Keli's new single, "Love, Love, Love," a top 10 hit in the city. Another group of discs went over to the Shire Keli radio station in Los Angeles and all were well received. Columbia Records co-ordinated 10,000 singer-song recordings with Keli's "Love, Love, Love" and distributed them to 30 copies of the "Christmas Sing Along With Mitch" LP for door prizes.

PROMOTIONS AHEAD:

Two new RCA Victor singles and a new Parkway Records disk captured quite a bit of attention recently.

(Continued on page 27)
Teppaz Makes Bid For U. S. Market, Names 2 Distributors

NEW YORK — Teppaz, one of the world's largest manufacturers of portable record players, is making a major push for the American market. The Lyon, France company, which has sales offices and distributors as its first American outlet, Summit Distributors, Chicago, and Tell Music, Madison, Wis., were appointed last week by Joe Schuman, who handles American sales for Teppaz, and Andre Bysson, executive vice president of the company.

Teppaz portable stress light weight, with the lightweight design, and in the 12 to 14 pound range, and a compact model weighs 22 pounds.

To increase interest in the line of six different models, Teppaz also bowed a new audio playback combination of record player, radio and TV, available through any AM radio equipped with a plug-in jack.

The series of three ranges in price from $16.95 to $22.95. The first range with the line will include the One, at $49.95; the Two, at $59.95; and the Three, at $79.95. The Octave, stereo playback with two matching speakers, is priced at $99.95. The Model 944, the four speaker console model, and the July, stereo console and the Octave, which includes radio tuner, retail at $159.95 and $199.95 respectively. The Teppaz Debutch stereo console and the Crencoda (which includes radio tuner) carry suggested price tags of $319.95 and $399.95. All four models are available in black, brown and white, and are equipped with wooden and hardwood solids. The four new console combinations with TV in addition to radios and record player, range in price from $650 to $850.

ALBUM COVER OF THE WEEK

DINELAND WITH A TWIST — The Croydyscrapers, Chanlerbell 5923. A new release from the Swedish band that outdid itself with a song that sounds like a cross between east-coast folk and rock. The song is about the freezing cold and the twisted world of urban life. The Croydyscrapers are a group of six young men who met in a music school in Stockholm.

Teppaz Makes Bid For U. S. Market

Teppaz, a company that makes portable record players, is expanding its reach in the United States. It has appointed Summit Distributors in Chicago and Tell Music in Madison, Wisconsin, as its distributors.

Teppaz portable record players are known for their lightweight design. The line includes six different models, ranging in price from $16.95 to $22.95. The models include the One, Two, Three, Octave, Debutch, and the Crencoda.

Victor Adding Tuner to Sets

NEW YORK — With an aimed goal of capitalizing on the growth of interest in FM stereo, RCA Victor, has added an FM-A-M tuner to two of its current combinations, according to Raymond W. Saxon, head of RCA Victor's Radio Sales Corporation. RCA is now offering built-in FM-stereo radio-in-motion picture sound and FM stereo tuner in five new combinations.

Raymond W. Saxon: "We have added an FM-A-M tuner to our popular "compact cabinet" series. This results in a total of six FM-A-M tuners in this series of products and that of our previous price-pleasing cabinet series.

"With the addition of a $29.95 FM-stereo radio adapter, consumers now have a unit capable of reproducing stereo records and stereo radio as conventional AM and FM radio for under $269.95. Built-in FM stereo tuners are being added to the Mark I and Mark II, the "latch" models in the current line. Neither are the radio's best sellers by manufacturers, based on results of a monitoring survey on record sales. Sales are expected to continue.

DISK DEALERS CO-OP PLANS MARKET PITCH

JERSEY CITY, N. J.— Dealers in Sound Corporation (DSC), local dealer disk buying group, announced plans last week for regular meetings on local stations. Spot announcements will plug record specials being made by dealers, and different store names will be mentioned on each spot.

The plan, worked out by Joe Schuman, president of DSC Records, Newark, calls for spots from 7 to 9 p.m. on WVNJ, New Jersey; noon and 1 p.m. on WVNJ, also in New Jersey, and 10 a.m. on WADD Radio, New York, which will air the spots from the time they are made. WVNJ and WADD both feature the same format and will use material during these hours, while WVNJ sticks strictly to album programming.

EIA Releases Suggested Ad Practice Code

WASHINGTON — Record Industry traders, many of whom have been deeply concerned over time to time over various aspects of discount store advertising, viewed with interest last week the presentation of an advertising code for discount stores to the Electronic Industry Association, under the tag, "Recommended Advertisers Practices for Discount Stores." The code, worked out by Edward T. Taylor, president of Mo- torola Consumer Products, is chairman of EIA's consumer product division, the move lends "significant support to Federal Trade Commission's efforts to combat deceptive and unfair advertising."

Among the practices of the code are: (1) When price reductions are advertised, the advertiser should have recently sold the item at a higher price in the regular channel; (2) Models or codes with which advertised prices should be identified by number; (3) Advertisements should be clearly advertised for sale which is not then being displayed by the advertiser or available for prompt delivery; (4) The need for a support product claims by demonstration or creditable data.

BEST SELLING STEREO TAPE DECKS AND RECORDERS

Item: No. 0101
Brand: TEAC
Price: $250

Item: No. 0102
Brand: TDK
Price: $150

Item: No. 0103
Brand: Sony
Price: $200

Item: No. 0104
Brand: Philips
Price: $100

Item: No. 0105
Brand: Aiwa
Price: $180

Item: No. 0106
Brand: Marantz
Price: $300

Item: No. 0107
Brand: Technics
Price: $280

Item: No. 0108
Brand: Sanyo
Price: $120

Item: No. 0109
Brand: Pioneer
Price: $180

Item: No. 0110
Brand: Grundig
Price: $220

Item: No. 0111
Brand: Sanyo
Price: $120

Item: No. 0112
Brand: Technics
Price: $280

Item: No. 0113
Brand: Panasonic
Price: $150

Item: No. 0114
Brand: Sanyo
Price: $120

Item: No. 0115
Brand: Kenwood
Price: $200

Item: No. 0116
Brand: Sansui
Price: $250

Item: No. 0117
Brand: JVC
Price: $150

Item: No. 0118
Brand: Sharp
Price: $100

Item: No. 0119
Brand: Sony
Price: $200

Item: No. 0120
Brand: Marantz
Price: $300

Item: No. 0121
Brand: Technics
Price: $280

Item: No. 0122
Brand: JVC
Price: $150

Item: No. 0123
Brand: Pioneer
Price: $180

Item: No. 0124
Brand: Grundig
Price: $220

Item: No. 0125
Brand: Panasonic
Price: $150

Item: No. 0126
Brand: Sanyo
Price: $120

Item: No. 0127
Brand: Kenwood
Price: $200

Item: No. 0128
Brand: Sansui
Price: $250

Item: No. 0129
Brand: JVC
Price: $150

Item: No. 0130
Brand: Pioneer
Price: $180
A Bag Full of Hits
For Big Holiday Sales!

CONWAY
TWITTY

"PORTRAIT
OF A FOOL"
MGM K 13050

SHEB
WOOLEY

"THAT'S
MY PA"
MGM K 13046

THE
STEREOS

"SWEET
WATER"
CUB K 9103

JIMMY
JONES

"HOLLER
HEY"
CUB K 9102

MGM RECORDS
THE STARPPOWER LABEL
Tape Plays Continuously

Our Enterprises of Opeika, Ala., is currently marketing this tape player which features continuous play. It may be used in either home, office, store, cars, or boats. The firm’s first unit is called the P100 and has record and playback potential. It is designed as a companion piece for a Radio-Tele-Blaster Walkman speaker. With its whip antenna, high 71⁄2 inches wide and 10 inches long. It uses a dual track head, giving two-track monaural playback at 3 3⁄4 ips.

AM-FM Portable Car Radio

A new radio being marketed by Majestic International Sales of Chicago is called the Ragamuffin. The set may be moved into sockets that connect the portable to the car’s antenna and electrical system. The mounting clips, once mounted under the dash, allows the owner to unlock the set and carry it away from the car.

Promote Extension Speakers

Philco extension speakers are the subject of a special counter-display promotion by the company. The display is specifically designed for the two- and four-inch speakers. They are general-purpose speakers mounted in an attractive molded plastic cabinet which contains a connector socket. A mating plug is provided for cable connections.

Green Light for Buy of WMGM

WASHINGTON—Buy of Lowry’s WMGM outlet, New York, by Sterling Radio, Inc., was given official blessing by the Federal Communications Commission last week. The tab was $10,900,000, and Storrow has to dispose of its interests in WWVA, Wheeling, W. Va., to bring the deal to conclusion. Sale of the Wheeling station to WWVA, Inc., lra Herbert, president, for $1,300,000 was okayed simultaneously by the FCC. This operates seven AM, six FM and five TV stations: WJZ, WJZ-TV; WJW, WJW-TV; WWJ, WJW-TV; WNYW, WNYW-TV; WNYW; WBNJ, WBNJ-TV; WNYW, WNYW-TV; WNYW, WNYW-TV; and WNYW, WNYW-TV. The FCC has granted a total of 15 licenses.

Whether your music features Tchaikovsky or boys beat—or anything in between—you can get exactly the records you need through RSI. For RSI now offers 9 different services, available 14 different ways.

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

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

R S I

New Dealer Products

Wongible Music Week

December 18, 1961

AM-FM Portable Car Radio

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RSI has a complete record service for broadcasters.

What do I say?

Be sure to order yours today!

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RSI has a complete record service for broadcasters.

What do I say?

Be sure to order yours today!

R S I
BROOK BENTON
Double header

a new great hit for the holiday season

"THE LOST PENNY"
B/W "SHADRACK"
71912
from the album "If You Believe"
MG-20619 SR-60619

a solid hit on all the charts

"REVENGE"
71903
Jazz

NICE 'N' COOL

Gene Ammons, Prestige-Moodsville MV 18—One of the finest tenors in the Prestige catalog, tenor saxist Gene Ammons, shows his tender side on this LP of ballads. The hornman is in brilliant form playing such touching tunes as "Willow Weep for Me," "Little Blue Girl" and the one medium-tempo tune in the set, "I Remember You." "Pratt Street Waltz," which is written in the rhythmic section at three, plays well throughout but excels on "Something I Dreamed Of" and "Southside in the Moonlight." Best track on this LP is "Can't Stop Twisting." The net result is a return to the moody and lyrical and sometimes swingy themes...plenty.

CLASSICAL

KEYBOARD GIANTS OF THE PAST

RCA Victor LM 2585—A release that will excite collectors of great classical piano playing, this contains nine examples of keyboard wizardry mainly from the days of 78 r.p.m. recording, and although several have been released in some form on LP, there are not. The artists include Rachmaninoff, Paderewski, Bauer, de Pachmann, Gribilowitsch, LEDRO, Rosenthal, Lwowitzki and William Kapell. These names alone are enough to sell this disc, apart from the extraordinary music.

Children

THE SOUPY SALES SHOW

Reprise R-6101—Soupys has a top-rated TV children's show on the West Coast, and this package should stop out briskly in that area. It also has solid appeal for the market nationally. Sales courts eagerly with his puppet character, White Fang, Black Tony, Toodles and Hippie and warms some entertaining comedy. disk.

THE WIND IN THE WILLOWS

Various Artists, London USA 1216—A largely amusing, with Richard Waddell as Mr. Toad, Frank Duncan as Rat, Tony Church as Busker, and narrator Patrick Wymark, along with the rest of the players are exceptional. This two-LP set makes magnificent giving at Christmas or any other time.

Comedy

PATE HARRINGTON JR., AS GUIDO PANZINI AND BILL DANA AS Kookie EY

Roulette 25162—Pat Harrington and Bill Dana offer some very impressive, characterizations of this release of tapes originally issued under the Signature label. In the Guido Panzini interpretations, Harrington does great dill with Dana in "The Pilot's Interview." "Basketball Lesson" and "English Class." Steve Allen does the introductions for the two funnymen. (Continued on page 36)

JAZZ FROM "SUBWAYS ARE FOR SLEEPING" INTRODUCING...
**Festival of the Week**

**SPOTLIGHT SINGLES OF THE WEEK**

**SPECIAL MERIT SINGLES**

**Country & Western**

**COWBOY COFAS**

**SAL (Saturday, BMI) (2:08) - A THOUSAND MILES OF OCEAN (Sunday, BMI) (2:10)** — The great charter has two more winning sides. On top is a bright novelty in the "Alabama" tradition, while the flip is a well-handled weeper ballad. Either way there. **Sunday 573**

**EDDIE HODGES**

**MAGNIFICENT - CAPRIDE (1:40)** — Here’s a cute story about a couple who like to drink coffee together. It’s done in a funny tongue twister and can get sickly sweet. **Sunday, BMI** (2:08)

**ROOFTOP OF MY DREAMS** — A bright novelty number taken from a country rock and roll group. It features an original rhythm section and has a chance for a dance hit. **ABC, ASCAP** (2:05)

**THE TYPHOONS**

**I’VE BEEN GOOD TO YOU - TADA (2:07)** — A bright novelty in the "Alabama" tradition, while the flip is a well-handled weeper ballad. Either way there. **Sunday 573**

**GEORGE RIDDLE**

**I’LL NEVER LET GO OF YOU (Glad, BMI) (2:24)** — The Bar Charles trio received a powerful performance from the carpet in the studio here and the instrumental makes a fine side for the home. Two strong sides. **(SAC) 2:31**

**Ralph Mariner and ORK**

**What a Beautiful Day (Unison, BMI) (2:45)** — A pretty melody with a strong vocal by Rachel Smith. The flip is a bright novelty number. **Ralph Mariner and ORK (2:45)**

**Clarence Henry**

**A Little Too Much (ABC408)** — A strong lead performance on a ballad question. The flip is a bright novelty number. **Clarence Henry (2:06)**

**Ben De Postel**

**La Lea’s Got Together - PACIFIC RECORDS (1:37)** — A bright novelty in the "Alabama" tradition, while the flip is a well-handled weeper ballad. Either way there. **Sunday 573**

**THE RACING STORMS**

**Dobbie Dobbie (Wise 677)** — A good novelty side, exploiting a vintage feel. **Wise 677** — Good vocal lead is evident by the Cabinet Crew, with horns and piano in the lead. Has good backing and strong vocal excitement. **Wise 677** (2:18) — Steve’s efforts are appreciated here.

**The Pick of the Week Releases**

**POP**

**Dave Appel**

**HAPPY ROSE (Lindalawson, ASCAP) (2:24)** — This happy tune, already getting some action via the Jack Ross version on Odes, gets a swinging, lively instrumental reading here. It has enough excitement to take off. **Festivals (Woodcrest, BMI) (2:10)**

**Teddyn Mertens**

**REVERIE FOR JOHNNY (Zoide, BMI) (2:19)** — A pretty instrumental is handled smoothly, with a trumpet lead over insinuating organ backing. Tune has a melodic flavor that could help it move. **Flip is "Velvet Night" (Zoide, BMI) (2:15)**

**Larry Finnegan**

**DEAR ONE (Mauro, BMI) — Singer comes through with a first-rate performance of a bouncy rocker, in which he tells about his "Dear John" letter, aided by an unblushing gal singer. Cute side. Flip is "Candy Lips" (Mauro, BMI). **Old Town 1113**

**Country & Western**

**Cowboy Cofas**

**Sal (Sunday, BMI (2:08) - A Thousand Miles of Ocean (Sunday, BMI) (2:10)** — The great charter has two more winning sides. On top is a bright novelty in the "Alabama" tradition, while the flip is a well-handled weeper ballad. Either way there. **Sunday 573**

**Calvin Carter**

**WHAT I’M SAY (Progressive, BMI) (2:31) — Vee Jay 419**

**Ralph Mariner and ORK**

**Lili Marlene (Apollo, GEMA) (2:53)** — United Artists 409

**Country Talent**

**Sonny Burns**

**PATCHES ON MY HEART (Glad, BMI) (2:10)**

**Blue House Painted White (Glad, BMI) (2:48)** — United Artists 395

**George Riddle**

**I’LL NEVER LET GO OF YOU (Glad, BMI) (2:24)**

**The Besco Old Town (Glad, BMI) (1:55)** — United Artists 393

**STRONG SALES POTENTIAL**

**Calvin Carter**

**Schwalbenwinkel**

**Vee Jay 419** — The Bar Charles trio received a powerful performance from the carpet in the studio here and the instrumental makes a fine side for the home. Two strong sides. **(SAC) 2:31**

**Ralph Mariner and ORK**

**Stenbockwindsong United Artists 409**

**Dave Grusin at the Piano**

**The Jetty**

**I’M GONNA FLY Away** — The Bar Charles trio received a powerful performance from the carpet in the studio here and the instrumental makes a fine side for the home. Two strong sides. **(SAC) 2:31**

**Johnny Boyce**

**You Look So Lonely** — RCA Victor 220111

**Louis Prima**

**On the Mavy Train (Ode 324)**

**The Deep River Boys**

**The Vanishing American (Wand 134)**

**Fred Carter**

**He Can’t Learn a Thing About My Heart** — Fred Carter has on his record a fascinating voice which he uses to good effect on the direct and honest songs that he sings. There are spots of more country, good work and a good voice. **Epic, BMI (2:15)**

**The Pastel Six**

**Daisy Hill Boys (United Artists 399)**

**Mouy Sales**

**Sonny Clarkson**

**I Got to Know (Ric 769)** — Flipping is handled smoothly by Reprise. **Ric 969**

**ROY ROUSE**

**You Look So Lonely — RCA Victor 220111** — The Bar Charles trio received a powerful performance from the carpet in the studio here and the instrumental makes a fine side for the home. Two strong sides. **(SAC) 2:31**

**Moderate Sales Potential**

**Betty Robbins**

**When I See You Through My Eyes** — RCA Victor 220111

**The Headliners**

**Here’s My Way (Capitol, BMI)**

**Frankie Erin**

**I Saw It Feel (MGM, BMI)**

**The Topper**

**Tell Me Why (Lucky Bums, BMI) (2:17)**

**Dave Grusin at the Piano** — The Bar Charles trio received a powerful performance from the carpet in the studio here and the instrumental makes a fine side for the home. Two strong sides. **(SAC) 2:31**

**An exciting Jazz version of the next big Broadway hit...played by a swinging new pianist!**

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& CRY ME A RIVER
Ella Fitzgerald  VK 10241

IMAGINATION
The Quotations  VK 10245

DICK TRACY
The Chants  VK 10244

LOVE THEME FROM "EL CID"
Benton Ames & His Orch.  VK 10246

THE WIT, JAZZ, AND SWINGIN' SOUNDS OF AMERICA ARE ON

VERVE HIGH FIDELITY
Stampone Waxes New Tango Album

By RUBEN MACHADO

Los Angeles

Apr 8, 1962

The late Adolfo Stampone, author, and co-founder of the music label "El Llano de las Bambas," has been a key figure in the Tango music scene. Since his untimely death in 1962, his record company has continued to produce new Tango albums. This month, they released a new Tango album, "Argentina's New Tango Album," which has been well-received by fans of the genre.

The album features a variety of artists, including renowned Tango musicians such as Carlos Gardel, Carlos Gardel, and Edgar Varela. The opening track, "Negro" by Carlos Gardel, sets the tone for the entire album, with its haunting melody and emotional lyrics. Other standout tracks include "Siempre en mi Corazon" by Carlos Gardel and "Como La Flor" by Carlos Gardel.

The album has received critical acclaim and has been praised for its timeless quality and traditional sound. It is a must-listen for fans of Tango music and anyone interested in the rich history of this genre.

Aussie Trade Greets Sinatra

By GEORGE HILDER

19 Tandan Ave, Sydney

Jun 1, 1962

The Australian Trade Mission welcomed Frank Sinatra to Australia this month. The legendary American singer was greeted with fanfare upon his arrival, and his performance at the Sydney Opera House drew a packed audience. In a press conference, Sinatra spoke about his love for Australia and its rich cultural heritage.

The visit was part of a larger trade mission to promote Australian goods and services. The mission was a success, with many Australian businesses signing deals and agreements with American counterparts.

Belgium

Brenda Lee Set For Belgian Trip

By JAN TORFS

Sintenbergen, 37, Mechelen

Jul 15, 1962

Brenda Lee will be in Belgium on July 17-25, following the recent release of her new 12-inch EP here. The release includes some of her biggest hits: "Dum, Dum, Dum," "Eventually," "You Can Depend on Me," and "Bye Bye."

The EP is expected to be a hit, with fans eagerly waiting to hear Brenda's classic sound once again.

Austria

Austria Going the Way of All Twist

By FRED ZILLER

Mollwaldplatz 1, Vienna

Jul 15, 1962

"Twist-Twist," a real Austrian twist, will become a part of the Austrian way of life in the near future. Gerhard Menzken has created a new twist dance called the "Austrian Twist," which has already become a popular dance in Austria.

The dance involves a series of steps and movements that are unique to Austria, making it a true representation of the country's culture and history.

Dick Rowe Heads Deco Singles

By DON WEDGE

New Music Express

Jul 15, 1962

Dick Rowe, the GM of Pye, has put Dick Rowe in charge of Pye's new Deco label. The new label will focus on British recording artists, and the first release is expected to be a hit.

Eire

Sammy Davis Jr. May Do Show

By KEN STEWART

Dublin Evening Mail

Jul 15, 1962

According to a report in a national newspaper, Sammy Davis Jr. is considering a show in Dublin. Davis is a well-known entertainer and is expected to draw a large crowd if he were to perform in Ireland.

Mendelson Has Big Hit Score

By JIMMY JENGENK

102 Tannenberg Street, Munich

Jul 15, 1962

The most successful German recording artist, Eddy Méndez, has added another hit to his extensive discography. His latest single, "Man in the Moon," featuring lyrics by Gun Backus, has been a huge success and has been featured in many radio and television programs.
This complete issue is being read by over two million half times more national readers all over the world than all other U.S. music trade publications combined.

For full information how you can receive Billboard Newsweek promptly each week—at new low cost—see coupon attached.

The International Communications Center of the Music Industry
MUSIC AS WRITTEN

Doente Records, Hollywood, stepped off at United Distributing, en route to Detroit... Mary Pastor, 22-year-old throat of Flo's Kit Kat, is an ASCAP member and has recorded eight songs, of which four were her own compositions... Disk talent opening at the Playboy this week include the Diamonds (Gershon), Jimmy and Joe familiars signed to Columbia) and Nino Nannini (Carroll)... Mercury's Jack Tracy recorded Dinah Washington with Quintette Jones at Universal studios... Stacey Records, new label here headed by James Gaylord, put out its first release last week. It's by the Novels. Lead singer is Stephen Mueler, formerly with the Flamingos... Brown Jr., whose "Kick 'n' Co. created more controversy than even Jack Paar could stir, returns to Chicago's Birdhouse for two weeks with his trio.

Rocco Green, formerly with Mercury and Variety, springs a new release on Vav-Ray, M-S handles the line... EPI Records, Hollywood, this week with a "Talks With" series, to air on Jay-Jay. "Ske Sawolover is doing Christmas shows at seven veterans' hospitals this week. Stars include Smothers Brothers, Dick Gregory, Isabella Robbins, Chet Robide and Meg Mykel... E. J. Ahner brings Horace Silver to his Sutherland this week... Personality Records has bought the master of "Crazy, Crazy Feeling" by Dough Sahn and the Spirit, a Texas tune... Jack Russell has been re-elected president of the Midwest Regional Artists' Representatives Association for the ninth consecutive year. He was also named a national veep at the AKA meeting in New York.

Bristol

Lenny Litman and Tim Tormey, head of Coast Records, with booker George Clarke setting the acts, will present a "Twist assembly" December 29 at the Civic Auditorium, under the management of the Twist which is sweeping this area. Set for the show are Jerry Lee Lewis, Danny and the Juniors, Frankie Sardo, the Russ, Geralde and the Skyliners, and Frankie Avalon will report to John Barrymore's Halcyon one night with LIsa Kirk and Tony Martin also set for the same room... Roberta Knight will spend December 22-25 in Los Angeles, preparing his Dick recording of "Two... Oscar Lack, daughter of Mort Lack, RCA Victor branch manager here, will marry Gene Levy, assistant to the president, when she met while "Route 66" was filming two shows a few months ago in Pittsburgh.

Frank Wood will bring his unit for a one-nighter in March at St. Louis. The group is established in the town, staging their very public, "imagination."... "Bone Crackers" turning Johnny and the Debonairs on the Femway label, looks as a surprise hit for the local instrumental scene.

Philadelphia

The Chetwyd in suburban Rosemont, Pa., is the latest in the area to become the modern twist jazz room, with Chris Gerden and with the Stan Free Trio first in... Steve Gibson and the Red Caps take over the stand at the private membership 21 Key Club... Eugene A. Cahn, producer of the "Sight" in New York, a dependent distributor, was named to the city's Board of License Suspension at the request of the American Federation of Musicians... Martin Oettlef and Buddy Smith are operating the reopened Thoroughbred Room. They are operating it as a "House of Rhythm" for rhythm and blues-styled stage shows emceed by WHAT'S Rockin'... Bob Dunn, lead singer with the Chastellaine label and noted for his recording for Twist Records here, go under the personal management of Jesse Morgan.

Maurie H. Orenleker

RADIO REVIEW

George Crater—A Funny Cat

A fellow named George Crater is pioneering as a new type of comic—a jazz comic. He's funny and he's hip—lopf he's a recent appearance on a hit of the FM radio network in New York, on Saturday evenings at 6 p.m. over Station WNNC. Although he talks about anything that comes into his mind, he has a way with him that echoes off the shelves to selling Bibles from door-to-door, he isn't so far out that he's hard for the young adults to understand and enjoy, as he stays away from the sick area of comedy entirely.

Between his monologs he spins jazz records, and these are not too far out either—not the Ornette Coleman type things, but the Herman Herms or the Al Cohn-Zoot Sims stuff. Crater's voice is reminiscent of Eddie Condon and Leonid Uris' and since he uses it for a Downtowner magazine column. As a jazz comedian he is only a bit of a joke the jazz world, but not too much which should bring him a smile, seeing as he is as enjoyable to others as he is to his listeners.

Crater got a little rep via his album on the Riverside label, which contained his earlier routine about the windup dolls. He could gain more through his FM stint and his appearances at jazz shows around town. His material is his own. Crater's type of comedy will probably appeal to anyone who has a music lover, but his rather whimsical and satirical humor should gain him a sizable following in the East; at any rate, with the knowledgeable, jazz-oriented, young-in-groups.
country in the world to meet the local RCA Victor people. He will be recorded by his own record production firm, Camp Productions, and these records will be released on exclusive basis by RCA Victor throughout the world.

In general, Filipino songs and composers become popular only in the Philippines. But an exception to this rule is the now well-known Filipino composition entitled "Dahil Sa Iyo," which English language.

Contrary to mistaken belief, "Dahil Sa Iyo" is not a folk song and does not belong to the public domain, but is very much private property and duly copyrighted according to law. The composer is Miguel Valerio Jr.

Aside from the fact that this song has been translated into English and is popular in the night club circuit abroad, such as in Japan, Australia and the United States, this song has been recorded by several companies.

The publishers in the Philippines and abroad is the foremost Filipino photographer record manufacturer, Marco Inc., while in Japan it is handled, with proper authority, by the Japanese Office of Rights of Authors and Composers.

SPAN

Madriguera Here To Build Revue

By PAUL MATAS

32 Av Jose Antonio Madrid 13

Earle Madriguera came back to his native country to prepare the "Follies of Spain." The show will open in Waco, Tx. 1st, and is scheduled for Radio City Music Hall.

Cadence Records will have its own label in the charity field. Har-

vessel has been releasing the Cadence material through German Helicador. New Hispanov launches Johnny Tillotson, Andy Williams, Every Brothers, the Cherie James and introduces Eddie Hodges' hit, "I'm Gonna Love You Again, Mr. C.," and is scheduled for Radio City Music Hall.

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The pick of the new releases:

SPOTLIGHT ALBUMS
OF THE WEEK

Strongest sales potential of all albums reviewed this week.

• Continued from page 28

WOODY WOODBURY'S SALOONICS

Steeplechase—Woodbury has had good sellers with at least two of his past four albums, and this one, patterned after his best, can do plenty of business. Like those, this is a live performance in Fort Lauderdale's beachfront Bahama Breeze and some of the best of Woodbury's gags and stories are included. The audience bovvides and the feeling is infectious.

Folk

TRUE RELIGION AND OTHER BLUES, BALLADS
AND FOLK SONGS

by "Walking Cane"

BILLY DUKY

20th Fox 296

1721 Broadway, N.Y. 19

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Best List

Dealers

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JUNE 26

IMPERIAL RECORDS

BONUS PRE-PACK DISPLAY

A REAL BARGAIN!

“LET THERE BE DRUMS”

Nelson

7375

REVIEWS OF NEW ALBUMS

Continued from page 26

The country's talented vocal talents are spotlighted on "There, I've Said It Again." "Love Me Missy," etc. BABA's plan of selling a wire record through spectacular display values.

• TWIST WITH STEVE ALAHO

The DJ's choice for any more Twist albums, "She's got this vibe and she's got this style to a tee. She's got this body style to a tee, this style to a tee, this style to a tee."

• DOWNTOWN THE TWIST WITH LUCAS COURT

Dowell RLP (Stones & Monkees—

Koala) is a very good album, and for less than a roll, you can't beat it. There are two good albums for less than a roll, and for less than a roll, you can't beat it.

• JERRY LEE LEWIS'S BEST

Jerry Lee Lewis has had a lot of hits, and his listeners will be happy to know that these are the same hits that have already been covered by others. Lewis is a great singer, and his music is a great way to start the day.

• MODERATE SALES POTENTIAL

THEME FROM THE GREAT
FOREIGN FIELD

GUNFIGHTERS AND MEK
INTERNATIONAL, TRADE MARK. RECORDS. R-6598 (Stones & Monkees)

LEO MURRAY

SPECIAL MERIT ALBUM

DIXIELAND WITH A TWIST

The Carpenters, Chancellor CH-826—This album features a very novel and successful combination of Diddley and Twist, both of which are based on a two-beat rhythm. The title songs are included in this album, which is a very good one, and it is a good one because of its novelty and quality.

THE SOUND OF FOLK MUSIC

Various Artists, Vanguard VRS 126—Here's an excellent opportunity for the folk music lovers to enjoy a taste of many top performers in the folk field, and at a very low price. This sampler album contains exciting performances by Odetta, the Weavers, Leon Bibb, Joan Baez and Shoshana Damari, and to name a few. The folk songs come from all over the world, including "Michael Row the Boat," "Woody Knows Nothing," "Tambor Tumbas" and "Most I Don't." Perfect gift item for all music buffs.

SPECIAL MERIT ALBUM

PERFORMANCE

THE KENNY DREW SEXTET

Retreat LP (Cherry Hill—Cherry Hill 30—Stones & Monkees)

THEY LET US TUNE THE TWIST FOR ADULTS

DJ's Choice and the Times, MGM R 5997 (Stones & Monkees)

THE SUN KING

RAY CHARLES

JAZZ LP'S

STRENGTH SALES POTENTIAL

THE SOUND OF THE JOHNNY SMITH GUITAR

Jazz LP—The guitar player to pick from one of the jazz world's most talented guitarists. Smith has had a lot of success in the past, but he's ready to do it all over again. His music is always a hit on the charts, and his guitar playing is second to none. A must for any jazz fan.

A HISTORY OF JAZZ—JAPAN

Various Artists, Verve V-56—A collection of jazz from the past 50 years, featuring some of the greatest artists in the genre. The music is a great way to start the day, and it's a great way to end the night. A must for any jazz fan.

CHICAGO AND ALL THAT JAZZ

Various Artists, Verve V-56—This album features some of the greatest jazz artists from the past 50 years, including some of the greatest musicians in the genre. The music is a great way to start the day, and it's a great way to end the night. A must for any jazz fan.
REVIEWS OF NEW ALBUMS

... Continued from page 36

**MODERATE SALES POTENTIAL**

LP REVIEW POLICY
All albums received by Billboard Music Week are listened to by our own in-house Listening Panel. LPs are rated, within their respective categories, according to their commercial potential, and on such factors as performance, material, artwork, name value, recording quality, etc.

**SPOILFIGHT WINNERS** are judged to have the strongest sales potential of all albums reviewed during the week and are picked to hit the Top LP Short. FOUR-STAR albums are those with strong sales potential. Three-star albums have been evaluated by the Listening Panel and descriptive reviews are published for them.

THREE-STAR albums, having moderate sales potential, are chosen at random from the reviewing pool. Two-star LPs have been reviewed and descriptive reviews are published for them.

FOR FURTHER DETAILS and your listings form, circle 2 "Wanting and mailing it without delay to HARRAS, 9220 Sunset Blvd., Hollywood 69, Calif.

THE NATIONAL ACADEMY OF RECORDING ARTS AND SCIENCES invites you to participate in submitting listings of your product for the 1961 "Grammy" Awards Eligibility List. This covers recordings released during the Awards period December 1, 1960, to November 30, 1961.

For information, contact: AARON EDWARDS, 8880 Sunset Blvd., Hollywood 69, Calif.
CHRISTMAS

JANET JONES AND JOE HOPKINS

A Hand Picked (Pac) 45—Santa Is Coming

To Town (Washington, D.C.) 33—Melody

To Remember (Buddah, N.Y.) 33—SEASICK.

DONNY COLEMAN

The Santa Fe Special on Time (Gosling, B.M.C.) 45—Christmas in Kansas City

PLAIT 101.

JULIA ANN AND RON ELLE

The History of Jesus (Happy Heart, B.M.C.) 45—HAPPY HEART 104.

DOLPH HENRY

Santa Claus is Coming to Town (Famous). 45—CHEMICAL RECORD 136.

THE REDD FAMILY

Christmas Time (Palm), Christmas Song (Palm), and Love Will Do (Tomlinson). 45—DANCE HITS

PLAIT 535.

THE LEGENDS

December Ball, Carol of the Bells, and Silent Night (Timbrell). 45—TIMELESS 136.

LEGEND 135.

NEW ALBUMS

whose roots don't spring from the Balkan area. Eastern slopes, chestnut-colored voices by which they fill the air with warble and song, all make a pleasing mixture with good singing. That is why their record, the first of the series, is tender and moving. But it is Perpetuo, from whom the music is known, and who is often called Persepolis. His voice is soft, and his words are quite pleasant, as he sings:

"Life is a dream and we live it in a dream."

SVEN OLAF

Melodica Honda, Mutineer MF 35—The

Swedish singer's new album is a collection of Swedish folk songs and carols. His voice is pleasant and his singing is very effective. The album is well received, and the listener is left with a feeling of warmth and peace.

**THESE ARE THE SIMPLE FOLK**

Singer-songwriter Bob Dylan's latest album, *The Freewheelin'* Bob Dylan, is a collection of 11 tracks that showcase his distinctive folk-style singing and songwriting abilities. The album is praised for its raw, honest, and often politically charged lyrics.

**FLYING HIGH**

George Johnny and the Pilots' album, *Flying High*, is a collection of upbeat, feel-good songs that draw inspiration from their own experiences and the world around them. The album is well-received for its catchy melodies and positive messages.

**IN THE STUDIO**

Recording artist Bruce Springsteen's latest album, *The River*, is a collection of 11 tracks that explore themes of love, loss, and the human condition. The album is praised for its powerful vocals and heartfelt lyrics.

**COUSIN & WESTERN**

The album, *Cousin & Western*, features a blend of country and western music with a modern twist. The album is praised for its catchy melodies and tight performances.

**THE BODYS**

The album, *The Bodys*, is a collection of 10 tracks that showcase the band's powerful vocals and energetic performances. The album is well-received for its catchy melodies and tight performances.

**THE PUMPERNICKLES**

The album, *The Pumpernickles*, features a blend of punk and new wave music with a modern twist. The album is praised for its catchy melodies and tight performances.

**THE BASH**

The album, *The Bash*, features a blend of punk and new wave music with a modern twist. The album is praised for its catchy melodies and tight performances.

**THE DELIGHTS**

The album, *The Delights*, features a blend of punk and new wave music with a modern twist. The album is praised for its catchy melodies and tight performances.
With the Country Jockeys

If you're a man who takes pride in his work, you're a man who reads his businesspaper carefully. Come to cover. Advertising as well as editorial page. Why because—a man who puts a kick out of a good job—has a better place to get so much good, practical ideas you can put to work with extra profit to yourself, and your firm too.

Where there's a business action, there's a businesspaper

BILLY SUECE, MUSIC WEEK

Die of a series of advertisements of Billboard MUSIC WEEK BUSINESS PUBLICATIONS

C.W. music will be prominently featured on KAIL-TV, Fresno, Calif., which made its debut on the air last week. Burany Lee Golden, station general manager, announces that Jim Ward, singing guitarist, has been signed to perform on "Covered Wagons Jamboree" on KAIL-TV Monday through Saturday, 6:30-7:00 p.m. Other features on the show are Chuck Siegraves, Hughe Smith and Slim Andrews. Ward and Andrews have appeared on Fresno radio for a number of years. Elbert Daves is co-owner and technical director of the station. Mochondo plays the harmonica. Lester Flatt and Earl Scruggs, on their recent West Coast tour, entertained in a reception in Los Angeles for the Lengendary Kirova Ballet Company and members of the Cultural Exchange of the State Department. Lester and Earl, the "Grand Ole Opry" act to be booked in a college, performed in concert at the University in Berkeley, and appeared in a folk music club in Los Angeles, where they attracted a record audience. Following the West Coast appearances, the band traveled across-country for a concert in Boston and two concerts at Ethical Culture Hall, New York.

December 2nd... Kathy Denius currently touring the Midwest to promote her new Capitol release "Subtract His Love" and "Multiply Your Heartbeats," will visit deejays in Alabama, Georgia, and Florida right after the first of the year.

Bob Neil, talent manager and booker, has sold his interest in Station KACU, Shreveport, La., to become affiliated with the WJ-Hehm Agency, Nashville, effective January 1. The Will-Hehm office now represents country singers Jim Dowell, Bobby Helms, Loretta Lynn and the Wilburn Brothers. Neil will be in charge of talent development and will work in association with Jim D. Taylor, director of talent. Joe B. Taylor, working under the personal management of Stan Gold, is back in the Pittsburgh territory with his all-female country and western band, the Beaver Valley Cowgirls.

THINK OF CANCERN IN TERMS OF YOUR EMPLOYEES

ONE IN FOUR OF YOUR EMPLOYEES WILL DEVELOP CANCER AT SOME TIME IN THEIR LIVES, ACCORDING TO LATEST ESTIMATES. FAR worse, of many of them may die unnecessarily unless they learn to guard themselves against cancer.

For example, too few men and women realize that colon and rectal cancers can be detected at such an early stage that three out of four patients could be cured.

To some women realize that breast cancers can be detected at such an early stage that nearly 100% could be cured.

In fact, too few Americans realize that these and many other types of cancer can be detected at early, curable stages in the course of a thorough, health checkup.

Whether you have a few or many employees, call or write to your Unit of the American Cancer Society for information about a free employee education program, geared to your company's needs. That's a service you can't afford to miss.

Copyrighted material
Public’s Mood Spells Change, Thinks MOA’s E. R. Ratafack

CHICAGO—Edward R. Ratafack, managing director of the Music Operators of America, this week predicted that juke box collections will rise in 1962 "if the music operator doesn't ignore the mood change the American public is going through."

In his yearly address for 1962, Ratafack said there is no prediction of what he feels is a proven relationship between economic trends in the country and the public's mood as reflected by the record industry.

"In my opinion," Ratafack explained, "is a peculiar industry. While it seems hardly possible to react to general business conditions, it does not always follow the pattern of the national economy."

Industry Studies

Ratafack has made a study of the music industries from 1934-1941 and from 1941-1951, with the war years and the immediate post-war period included. He discovered that in the 1934-1939 period, juke box collections and single record sales followed a roughly parallel pattern. But, in the 1941-1951 period, single record sales (based on share of total record sales) had reached a peak in 1928 and dropping to a new low in 1961.

During this period, Ratafack explains, "an examination of the economic factors reveals that after following parallel courses for a number of years, the record industry's graphs took an upward surge which the juke box industry didn't follow. The upward swing of the record business was primarily due to teen-age pattern of interest in artist and repertoire."

The average juke box patron would not pay to hear these tunes. Juke box businesses dropped off, not violently, but steadily. A drastic drop-off was witnessed by two factors—the operator's reliance on standards, and the juke box manufacturer's attempts to put in compensating income-raising factors in the instrument itself.

"About two years ago, the upsurge in the single record business was halted by the sudden drop-off in teen and pre-teen interest. Business fell gradually until the cycle line not only jumped the juke box line, but fell below it."

Upward Cycle

In the past several months, the record line has been on the upswing. They jumped up with the juke box graph line. Today, both are in an upward trend. The new upward cycle has begun for both industries. This upward trend will die out if the music operator ignores the change in the mood of the public. People have had enough (Continued on page 47)

Chicago Operators Bank on Standards, But New Francis, Miller Disks Help Out

CHICAGO—Operators leaned heavily on old standards for the majority of their programming during the last week and most new listeners were getting good sales response. Biggest seller to the juke box trade was Connie Francis' new hit: "Baby's First Christmas." When the Boy in the Red Coat came out, the tune started as a d.c.w. item and has gone popular. Oddly enough, Singer still reports it's still getting stronger response from operators than standards and "Town Without Potato" Gene Pitney equally strong with operators.

Generally, operators report good business, with collections anywhere from a little above to as much as 25 to 30 per cent ahead of last year.

This year, however, has been better, but the big change has been the increased employment. The Southside in particular was hurt by shutdowns of meat-packing plants during the early months, but the plants have been moved from Chicago to Elgin and Aurora, Oak Park and Denver. Most people have now adjourned to the plants closing down and getting new jobs.

The tunes get more play, are more common, with the main type of location. On the Southside, for example, Proftt reports "Unchain My Heart." Ray Charles getting the biggest response.

Other new records being put out by Proftt this week, include: "Christmas Song," Nat King Cole; "Silent Night," Mahalia Jackson; "Merry Christmas," Charles Brown; "Lone Star Christmas," Lowell Fulson; "Christmas Day," Martha Wash and "This Time of Year," Brook Benton.

On the Northeast side at Paul Brown, the emphasis is on Automatic Music, especially, the tunes getting the most play are: "The Lion Sleeps Tonight," "Little Drummer Boy," "That Certain Day," "Striped Owl," "Sleigh Ride," "Silent Night," the Miller-Miller Christmas package of five records, and "Run To Him," Bobby Vee.

New material brought by Brown last week includes: "Little Alter Coming Down," "Danny Boy," "Miracle," Frank Sinatra, and "Silent Night." Chuckie and Bobby Rydell. All of course, are big on the charts, with the standards. But Brown is also going heavy with holiday songs, with a 75-cent price.

(Continued on page 49)
Specializing in Service Station Needs:
Image Holds, Builds Bulk Route

ARLINGTON, Tex.—Creating the same sort of "public service" or national business campaign as big national business campaigns strive to achieve is not only advisable in the eyes of Washington, but the general public, especially indispensable to healthy collections, according to M. J. Whitehead, long-time operator here.

Whitehead, with more than 20 years behind him in bulk vending, specializes in service station locations in the thick of highways connecting Dallas and Fort Worth, 30 miles apart. Vending ball, gum, tootsie roll, and tab gum exclusively, he has held most of his locations for more than a decade, and twice for them for twice that long, through good personal and business relations.

Recognizing the fact that the bulk vending route operator is usually a shadowy figure whom the location owners see only briefly once or twice per month, Whitehead deliberately allows himself just about twice as long a period of time to service each route as is usually the case.

Conversation

The extra time is spent in conversation with location owners or employees, and even customers, introducing himself as a bulk operator, discussing anything which will help to impress his face upon the location owner.

Thoroughly familiar with the service-station industry, Whitehead can talk such elements as vehicle building and gasoline and a good deal about the power plant, which affects service station operations, and similar points, on an intelligent plane.

Frequently he has been to service station service station operators in need of advice, one service station operator to sell unused equipment to another who is searching for exactly the same item.

Acting as a "clearing house" of information on the local market, he is more likely to be mistaken for a salesman than a bulk route operator—all of which he feels is well and good. As a fact, he admits, he often sees a customer in the street, of course, match his appearance to his name, and point the way he would like to be approached.

Advantages which accrue from presenting a strong bond in the location owner's mind are many. Whitehead indicates. First, location owners are inclined to take better care of the vending machine than to any other customer, bringing them inside in the event of bad weather, and without hesitation using the machine as part of over-all appearance maintenance operation.

Another advantage has come from the fact that former employees of some of the large service stations, who go into the business themselves, signing leases for service stations, immediately make a call on Whitehead at Arlington, and ask whether he would like to intrust bulk vending to new firm, and are always going up. (There have been at least 36 such unexpected installations developed in the past two years.

Like many businessmen who retire, Whitehead finds the activity of vending and service station operations tremendously. With no stop more than a 15-minute drive or so from his headquarters, he has been able to help a small service station operator to sell unused equipment to a customer who is searching for exactly the same item.

COURT DECISION

Find Detroit Bulk Operator Sole Heir to $250,000 Will

DETROIT—Frank F. Hopkins, Detroit bulk vending operator who is expected to appear before the court sometime this week to be declared the legal representative of a quarter-million-dollar fortune left by his father, through the decision of a Probate Judge in Kalamazoo City, Mich., appears to have the inside track at Hopkins, like a number of penny machine operators, is black and, according to the press summary of his uneventful history, he agreed to keep his election secret when his father, now deceased, married, married, married in a third time in 1914, while the implication that the family would have outed that fast had been his blind son.

It is stated that Frank Hopkins first contacted his father by telephone in 1913, and that the court ruled the father either had forgotten the existence of his son or was mentally unable to remember him in his will.

Frank Hopkins also operated scales and other types of vending equipment, retiring from active operations in 1920. His father, Carl F. Hopkins, who formerly operated for a quarter-century, received national attention this past week when he was declared the sole heir of a quarter-million-dollar fortune left by his father, through the decision of a Probate Judge in Kalamazoo City, Mich.

A number of oddments in the court minutes are being compiled by the inheritance court to determine the legal status of the Hopkins fortune of $250,000,

Newcomers feature the merger

DAYTON, Ohio.—A merger of the Acme Merchandising Company, Inc., and the vending interests of the National Tobacco Company, into an organization with about 1,200 vending machines, was announced by the principals.

Name of new organization will be the Acme-Miami Vending Company.

Headquarters for the merged operation have been established at Acme’s Springfield Street facility.

Details

Details were outlined by George L. Flanagan Jr., president of Acme and of the new firm, and Ralph Skiflen, president of Miami Cigar and vice-president of the new partnership.

Skiflen emphasized that only his vending operations, known as Miami Vending of Dayton, are involved in the merger. Nor does the deal include Flanagan’s Air City Distributing Company.

The report of the merger settles a sea of rumors about the two companies for several months.

When the two companies for several months.

Size

Skiflen emphasized that "there are no negotiations at this time to sell the vending operations to an outside organization."

Acme operates about 500 vending machines, while the Miami Vending Company has around 200 others for food and soft drinks. Miami has about the same number of machines, too.

(Continued on page 59)
BERLIN ONS SAY 'NUTS' TO REDS
As Machines Move Into Bars

BULLWINKLE & ROCKY

ACTION RINGS

Get Started in the Vending Business with RARE'S M & M DEAL 10 New Assorted Vendor and 100 DC Candies in my 12 oz. Candy, Farm Products, Profitably! ONLY $34.50.

MANDELL GUARANTEED USED MACHINES

Mandell's Guarantee: Every article sold by us is guaranteed. If not satisfactory, return within 5 days, and your money will be refunded.

Season's Greetings and a Happy, Happy 1962

IT IS A PLEASURE TO EXTEND OUR SINCERE WISHES FOR A HEALTHY AND PROSPEROUS NEW YEAR.

There are Big Profits in GUM

Get Your Share with Northwestern

PACKAGE GUM VENDOR

This amazing vendor is a very hot item for big gum profits. A testing mechanic with five columns is made of 235 standard nickel pills. "Calmness" is said to play top attracts kids.

Stamp Folders, Lowest Prices. Write:
MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN
SALES AND SERVICE CO.
M. O. MANDELL
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The Best Names in Vendor Equipment

VICTOR VENDING
5701-13 W. Grand Ave.
Chicago, 39, Ill.

BIGGEST PROFITS GUARANTEED
VICTOR 2000
Capacity: 2,000 Balls of 100-Count Gum

Get VEND Specials

Every Issue Thru a Money-Saving SPECIAL)

Biggest profits you can make in vending come from machines that are good, serviceable, and profitable. Victor's 2,000 ball machine is a winner.

SUNDAY SPECIAL

Your maximum profit potential is in the Victor 2000. It's the biggest, most popular, and most profitable machine available. And you can get it for the lowest price anywhere.

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charm Vendor. Also all other Northwestern machines.

NAME COMPANY ADDRESS CITY

Please rush complete info and prices on Northwestern SUPER SIXTY Ball Gum-Charm Vendor, as well as other Northwestern machines.

Bullwinkle & Rocky

Latest Bullwinkle, Rocky Charms Deb

NEW YORK — Karl Guggenheim, Inc., this week released the latest in its Bullwinkle and Rocky charms — a flexible plastic item which may be used as either a ring or tie clip. The charm has a flexible loop in back, which can be clipped or slotted as a tie clip. When extended, it is used as a ring. The Bullwinkle and Rocky series is based on the popular Bullwinkle cartoon television series.

SEASON'S GREETINGS

And our very best wishes for a healthy, happy and prosperous 1962

J. SCHOENBACH
715 Lincoln Place, Brooklyn 16, N. Y.
President 2-3900

Dak OAK MANUFACTURING COMPANY, INC.
1101 Knightsbridge Ave, Cienega, California

Time payments available on Oak machines through all distributors.

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'400' Capable Vendor

Holds 400 capsules, for larger profits on each filling, without crushing capsules or jarring because of half capsules, guarantee mechanically perfect. Conversion to your own standard Acorn Vendor. Vends any denomination from $0.05 to $0.25.

Dak OAK MANUFACTURING COMPANY, INC.
1101 Knightsbridge Ave, Cienega, California

Copyrighted material
IF YOU KNOW WHAT YOU'RE DOING: Juke Box Rentals Can Be Source Of Extra Income During Holidays

Brown's philosophy about the entire thing: "We're not crazy about the business, but it can be profitable if you carefully figure your cost and charge accordingly." He feels many operators in the rental business tend to figure it as something extra and aren't realistic about the time it takes to get the machine ready for operation. He doesn't feel it's good to cut corners, since people would much rather pay a little extra and receive top service and a good photograph. He advises other operators to remember the following: (1) Servicing and cleaning machine up for delivery. (2) Programming with good record selection. (3) Delivery and installation — generally two men are needed. (4) Service calls if machine breaks down during operation. These have to be made prompt since there's no better way of "killing" a party than having the machine stop. (5) Picking up the machine after use.

If all these things are taken into consideration and costs figured realistically, says Brown, the business can be a very nice "plus" to your operation.

ChicagO---Renting older juke boxes for parties and social functions can be a profitable business but you have to do enough of it and charge enough for the service to come out, according to Paul Brown of Western Amusement Music, Inc., here. Brown has been renting equipment for over 10 years and has built it up into a very nice—"it's small— sidel ine.

Most of the activity is, of course, during Christmas and New Year's, but Brown does a steady volume during the year also.

Price

The price structure is the most important thing, he feels. "We charge a flat $50 for an 80 or more selection machine, and $30 for a 40-selection model.

This includes delivery, setting up of the machine and complete programming. The machine is set on free play and Brown furnishes any supplementary speakers that might be needed.

Brown prefers the AMI "D" in the 40-selection category and the AMI D-80 or Sectory "B", "G", or "O" models in the 80 or above selection group. "The AMI D is in the hard-to-get-to-locations," Brown notes.

Deliveries

The machines he uses are those already retired from locations and kept in stock specially for rental purposes. He has a steady flow of about a half dozen machines out during the year with the number going up substantially during the holidays.

For making deliveries, Brown prefers the new Chevrolet Corvair campside truck which has room for two juke boxes or three cigarette machines.

"One thing we note," says Brown, "is to drop off in office Christmas parties," which he feels is due primarily to the large amount of "poor publicity" such parties have received during the past few years.

Brown numbers quite a few "regular customers" in his rental business—"many have been with us for close to 10 years." Christmas customers are mainly business organizations—factories and distributors.

During the rest of the year, he tented photograp hes for weddings, confirmations, graduation parties, club affairs and even picnics.

Deposit

One important rule of the business—he feels—is to be sure and receive a written confirmation before we handle up. That is, to make a deposit from the private parties.

"Many times the private parties have several people who will call you and one will order the machine up, but, and the first one to come gets the location and the money.

Most rental businesses is done on weekends, but during the Christmas holidays, office parties are often held all week and the machines are constantly going.
German Gift Idea: Give a Juice Box

A series of tycoon parlor games are developing around the juice box rage. One of them is "Guess That Tune," in which guests wager the numbers of a list of records placed in the box without identification.

There are endless variations on this theme. In one variation the guests keep depositing gold coins into the box until one guest plays the lucky tune, the collapse of gold coins from the game goes to him. Another variation is played with disks to titled as to require a participant to perform a certain trick (e.g. "Piano or Consequences"). Disks are placed in the juice box anonymously, and participants draw numbers, the number drawn determining the order in which they play (or "ride") the disk.

Still another game is called "Know Those Coins," with the coin slot being adjusted specially for each kind of rare coin or unusual coin.

For example, one prominent Ruhr tycoon threw a party in his Bavarian castle where at each guest was required to appear with a "do-it-yourself" disk for juice box play. Some tycoons sang and others played musical instruments, their artistic performance being professionally recorded for juice box playing at the party.

The coin insertion mechanism of the host's juice box was at one time altered to take only American silver dollars. The party was then staged, deep in the Bavarian Alps, with a Westerning camp setting, gifts turning up in miner and bar bell garb, pockets and handbags clanking with silver dollars.

There are various reasons for the juice box appeal to Ruhr tycoons. One is the sheer novelty; another is the shortage of musicians because of the general labor shortage, which makes producing music difficult to hire.

The Dusseldorf distributor observed, "You must remember that some of these tunes really have everything. They're loaded to the extent that only novelties appeal to them."

A "juke box gives a party 'atmosphere' and originality. Aside from gaggling up, having a number of juice boxes sitting around some of these fantastic mansions lets the guests play themselves their favorite music."

Yule Dinks

Tycoon Christmas juice boxes began making their appearance the first Sunday in December, when the Christmas season begins in Germany. The box is loaded with Yule dinks and unveiled at an evening party.

Few tycoons remove the coin box, which exercises universal fascination for wealthy Germans. In fact, most tycoons peg the play-per-penny costs (by one mark (25 cents) a selection—and make the guests fork up. Tycoon juice boxes are becoming a favorite means of raising charities, and at such charity affairs it is usual to charge either two marks (a two-mark coin is 50 cents) or five marks ($1.25).

Chicago Coin's Rifle Gallery

Gives Impression of Depth

Chicago Coin's new weapon gallery gives an impression of depth.

...the store is an artistic approach to the sale of a money making machine. The display is a large open space with protection leaving the customer free to enjoy the show. There are large binoculars to help the buyer see it all. The display is one of the largest in the city.

Chicago Coin's.

Its new rifle gallery is a place to please all of your customers. Here is a place to show them the different types of rifles that are available. Here is a place where they can try them out and see which one they like best.

Public Mood

...Continued from page 43

of violence, death and predictions of human annihilation on television, radio and the public press. They want end to a happy note. The happy note is the position to provide relief from worldly cares—at the touch of a button.

"All he has to do is to follow a program that he likes. He is in charge of the box. He can turn the dial on the box, he can change the tunes, he can change the pictures. He can do anything he wants."

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SEASON'S GREETINGS
and all our best
wishes for a healthy and prosperous 1962

By JOSEPH KLEIN
CHICAGO — A pending challenge of a trade practice in the dairy industry may result in an indication of the legality or illegality of loans to dairy machinery dealers, the attorney in charge of the Chicago office of the Federal Trade Commission said last week.

As a rule, it was pointed out, the FTC avoids preempting the controls already established by an ordinance, such as the one established by the Chicago City Council (BMV, November 6).

William F. Lembke Jr., the commission's legal counsel, said that the final decision of the FTC will depend on whether the problems of dairy cream manufacturers and 35 subsidiaries with unfair competition methods could cast light on the propriety of operators' loans to premise owners and the status of the practice under the Sherman anti-trust act.

Under Study

At the same time, the public relations officer of the Federal Trade Commission in Washington, D.C., said that the issue in the dairy case was still under study and that, as the date for final adjudication could be fixed at this time.

 Loans to dealers are among the challenges presented in the charges against the ice cream manufacturers and subsidiaries, Lembke explained.

By orders of Examiner John Lewis, the complaints were dismissed and changed on July 23, 1939. The commission, however, said that the decision was not final and that it opined, "One of the reasons for the review would remain open.

During the months since the decision was heard late last year. On March 24 of this year, the Commission received a statement from which it is clear that this information may be ascertained," reminded the proceedings to the examiner.

"Exclusive Dealing"

As raised in the complaints, the issue of "exclusive dealing" might apply to the coin machine industry industry.

"In my opinion," Examiner Lewis said, "the existence of a tradition of single dealing in the industry tends to defeat the argument supporting the contention. I do demonstrate that exclusive dealing agreements have little practical preclusive effect since most dealers will deal with a single supplier anyway, irrespective of whether a formal agreement requires them to do so or not."

"It is observed further that offering financial assistance is widespread and that the 35 subsidiaries do so only to a limited extent. He said further that their complaints are directed to "many "pro"

stores desiring modernization, expansion, distribution, and supermarkets. Frequently, he declared, the loans held that they are used for "capital sales," thus benefitting all concerned.

According to the order, however, the Commission asserted that an informed display of the apparent requirement is an appearance in all aspects of the competitive effects of its graphed agreements.

"This involves, among other things," the Commission said, "a consideration of the appropriate amount of trade which has been offered or may be restrained or otherwise affected by these activities."

Lewis was instructed to receive a complaint and the FTC will offer be offered for the purpose of showing, for some reasonable period of time, the extent to which requirement agreements, "trade deals" or other exclusive dealing agreements have been used by various respondents, their subsidiaries and affiliates in connection with, or in conjunction with, the sale of ice cream and other frozen food products, the identity or location of the customers with whom such arrangements have been made, and the total and dollar volumes of the products which have been involved in the transactions.

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Let's Prove It

With This

25 HIALEAH DE LUXE

Upright with 7 horns and 6 actions

5c play up to

7 nickels

BRAND NEW IN CASES

PRICES RIGHTS AS ALWAYS

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Nail-Tone Firm Buys Into TDl For Coin Dist.

MIAMI—Nail-Tone, Inc., a local cosmetic manufacturing firm here, has paid $100,000 for a half interest in Tech Development, Inc., of Cincinnati, Ohio, principal for the distribution rights to its coin-operated golf putting machine which has been developed by TDl.

Principal officers of the Dayton firm are Joseph Fleisch, president and treasurer; Sidney M. Gauss, vice-president, and Louis Froits, secretary. Robert D. Greenman is president of Nail-Tone. The machine is the electro-mechanical devices for scoring and returning golf balls to the players. One or more may play the game. The unit will list for $1,695, and will be designed for use in bowling alleys, country clubs and arcades. According, too, Games, TDI has started its first run of 10 machines and has a firm order for 100 more.

EDITORIAL

Meanest Man in Town

By and large, the coin machine industry has done a pretty fair job in policing the amusement for its own people. It hasn't been too difficult a task, as the overwhelming majority of persons engaged in the industry are decent people, and they will obey the letter and spirit of the law without being pressed to do so.

This in mind, we would like to comment on a news story which appears on this page. The story concerns a Cary, Ind, location owner who is not connected with the coin industry, but whose actions are bound to reflect on the integrity of every man engaged in the making, selling or operating of coin machines.

This man is charged with cheating money to school children — 20 per cent interest — and then to play an amusement machine on his premises. The evidence is pretty strong—a stack of IOU's given by the youngsters.

Because this is the time of year when peace on earth and goodwill toward men shall be uppermost in our thoughts, we will refrain from saying what we think of this man.

No doubt the daily press will seize the opportunity to lead three thousand complaints about the coin machine racketeers — who are feeling the nation's youth, and that the morality of the Cary storekeeper reflects the morality of the industry.

But, just to set the record straight: The storekeeper is not a member of the coin machine industry, and we are sure that the industry wants no part of him.

The game involved is an amusement device which has given pleasure to hundreds of thousands of children. There is nothing immoral or unwholesome about the game itself. What is unwholesome and immoral is the use to which the game has been put.

We don't know if the location owner has title to the game, or if it belongs to an operator. We suspect that the piece is location owned.

However, if an operator is involved, he should have known what was going on.

Members of the coin machine industry are seldom given the benefit of the doubt. It behooves them, not only from the standpoint of amending their business in the most scrupulous manner possible, but to make sure that outsiders do not besmirch the name of the industry.

BARGAINS FOR THE WEEK

GAMES

GAMES

350 OF THEM

Received a Large Lot of Games in Valuing One Lot of $25 to $35. WHAT DO YOU NEED? 9 C.C. King Reworld, 30 ft., at $50.00 each. Lot of 8 Must Be Taken at This Price. Write or Call Us Collect.

Main 1-3511

Wants for Our Price List on Full Line of Coin-Operated Machines.

Sweeps Launched by Rock-Ola Firm

CHICAGO—Rock-Ola last week gave away four new Princes phonographs, one each to an operator in the North, South, East and West, to kick off its Grand National Sweeps contest. Winners were Sam Dash, Stowe, Pa, (Joe Aha's Active Amusement Company, distributor); Nathan Whess, Jonesboro, Ark, (S.M. Distributing Company; G. M. Wilkins, Galena, Kan, (TuTa Automatic Music Company), and Doug Johnson, Sioux City, la, (H.D. Valinger, Sales). Eight more phonographs will be given away, four each in January and February, Grand and Florida prize, to be drawn in February, will be a trip for four to Hollywood. Any operator who has purchased a Rock-Ola Princess phonograph in the contest time period is eligible. After each drawing, the winners' names are returned to the box, theoretically at least, an operator can win as many phonographs plus the Hawaii trip.

DETOIT OPERATORS:

Keeney's 2-GUN FUN pop-up and moving target amusement equipment is APPROVED FOR LICENSE by the CITY OF DETROIT. An outstanding opportunity to capitalize on the extraordinary money-making ability of this remarkable target game.

Telephone or see:

A. P. SAUVÉ & SON
7525 Grand River Ave.
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ANOTHER REASON WHY THE ROCK-OLA PRINCESS PAYS

YOUR BEST BUY

Look to ROCK-OLA for advanced products for profit

Sweeps Launched by Rock-Ola Firm

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New Juke Box Models to Bow in Few Weeks

CHICAGO — Two juke box manufacturers will introduce new models after January 1 and a third will follow shortly.

Seeburg held sales meetings for its distributors in Chicago and San Francisco last week and showed a promising new $229.50 model to be introduced after January 1. The Rock-Ola company has already offered a private show for its distributors and is expected to bow a new 1200 selection model Capri to the trade during the first week of January.

Wurlitzer is planning its introduction for the middle of the month, and is stating “Wurlitzer Week” to start January 1. Distributors will unveil the firm’s new line to operators in a series of showings and open-house celebrations.

Details of all three lines have been kept secret. Seeburg held its meeting at Chicago’s Palmer House, with distributors from the East, South and Midwest. The firm’s West Coast and Texas distributors saw the machine last Friday (15) at the Villa Hotel, one Mason, Calif.

Ohio Firms Merge

**Continued from page 44**

The principals said the merger is to be accomplished “in order to remain competitive with other big companies” in the vending business.

**REDD NEEDS**

We need the following machines for EXPORT and we will pay prices indicated below:

<table>
<thead>
<tr>
<th>Machine</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Seeburg L100</td>
<td>$315.00</td>
</tr>
<tr>
<td>Seeburg C100</td>
<td>75.00</td>
</tr>
<tr>
<td>Rock-Ola 1455</td>
<td>50.00</td>
</tr>
<tr>
<td>Bally Key West</td>
<td>60.00</td>
</tr>
<tr>
<td>Bally Show Time</td>
<td>30.00</td>
</tr>
<tr>
<td>Bally Sun Valley</td>
<td>160.00</td>
</tr>
<tr>
<td>Gottlieb Flag Ship</td>
<td>35.00</td>
</tr>
</tbody>
</table>

**Top Prices for All Bally Bingos**

<table>
<thead>
<tr>
<th>Machine</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Seeburg AQ 160SH</td>
<td></td>
</tr>
<tr>
<td>10 Rock-Ola 1455</td>
<td></td>
</tr>
<tr>
<td>10 New Bally Markman Gun</td>
<td></td>
</tr>
<tr>
<td>10 Bally Challengers, 14&quot; Bowlers</td>
<td></td>
</tr>
<tr>
<td>10 New Bally Bikinis</td>
<td></td>
</tr>
<tr>
<td>10 New Western Trails Kiddie Rides</td>
<td></td>
</tr>
</tbody>
</table>

**Season’s Greetings to our many friends from your BILLBOARD MUSIC WEEK editorial and advertising staff**

AARON STEINFIELD
DICK WILSON
JACK SLOAN
NICK NICHOLSON
SHARON PODERS
ANNE VEECHIO

21 Times More Circulation Than the Next Magazine!

**WATCH FOR SDS!**

**OPERATE UNITED**

**Shuffle Alleys**

**and Bowling Alleys**

**WELCOME EVERYWHERE!**

**GIVE TO DAMON RUNYON CANCER FUND**

**60 BILLBOARD MUSIC WEEK**

**DECEMBER 11, 1943**

**ANTI-RED TUNES BOOST W. BERLIN PHONO TAKE**

**WEST BERLIN — Operators in this cold war outpost are discovering that the output of anti-Communist tunes has brought financial hard to all of them, can also be used to boost collections. The device is an automatic collections-bin which can be used to raise funds. The record sales are a direct reflection of the anti-Communist mood. The operators have been asked to keep a record of all anti-Communist tunes sold, and to report to the local authorities. The authorities have been asked to keep a record of all anti-Communist tunes sold, and to report to the local authorities.

One enterprise operators are even arranging for specially recorded disks, so great is the demand for anti-Communist music.

In West Berlin the government has been asked to allow the operators to sell anti-Communist music, and to give them a share of the profits. The government has been asked to allow the operators to sell anti-Communist music, and to give them a share of the profits.
N. Y. Post Says Corallo Was Moore Partner

NEW YORK — According to a report published in The New York Post Thursday evening (11), Antonio (Tony) Dicks Corallo, a leading figure in the local underworld, was partner of Sanford J. Moore in the operation of Gibraltar Amusements, Ltd., a Long Island juke box and game operation.

Moore, currently a federal convict, has been indicted for the alleged hiring of a New York State Supreme Court Judge. Moore is doing three years following a bankruptcy fraud conviction (BMW, December 11).

Corallo has been indicted along with Moore in the alleged fix. Two other defendants — New York Supreme Court Judge J. Vincent Kohler and former Chief Assistant U. S. Attorney Elliott Kahane — were arraigned Thursday in U. S. District Court, along with Moore and Corallo. They all pleaded "not guilty." The fifth defendant, Dr. Robert Feinman, was to have been arraigned Friday (15).

Moore, still in the custody of U. S. marshals as a federal convict, is free on a $50,000 bail. The case has been adjourned until January 15.

The Post reported that Corallo raised the $33,000 for the alleged fix. It added that Corallo later learned that Moore had hidden some of the Gibraltar firm's machines from him and had been receiving the revenue.

After Corallo learned that Moore had been holding out on him, The Post stated, the New York bookies became quite upset, and he and Moore are no longer friends.

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

BANNER
SPECIALTY COMPANY
1614 N. BROAD STREET * PHILADELPHIA, PA.
1508 FIFTH AVENUE * PITTSBURGH, PA.

when answering ads . . .
Say You Saw It in Billboard Music Week
Model Vending Co. Buys Elkins Park

PHILADELPHIA -- Model Vending, Inc., operator of full-line vending equipment, juke boxes and local Wurlitzer distributor, has acquired the Elkins Park Vending Company, Elkins Parks, Pa., for stock and cash.

Elkins Park has about 100 machines in industrial locations and grossed about $45,000 last year. This marks Model's sixth acquisition in the last four months.

CANOPY ABOVE THE KIDDIE RIDE was custom built for the location, and it helped the operator fund the stop.

jet plane delivery

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

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

BILLBOARD MUSIC WEEK THE INTERNATIONAL COMMUNICATIONS CENTER OF THE MUSIC INDUSTRY

Exotic! Exciting! Positively Irresistible

GOTTLIEB'S
2 PLAYER

Aloha

Stacked with Player Appeal! Profit!

- Twin double bonus scores up to 400 points
- Drop-in hole scores combined bonus values;
  double bonus values when lit
- Kick-out holes score bonus up to 100 points
- Top rollers light corresponding colored
  Pop Bumpers for high score
- Stainless steel mouldings  Chrome corners
- Match feature 8 or 5 ball play

New "Hard-Cone" Finish
Extends Playboard Life to an All-Time High

Season's Greetings

DECEMBER 18, 1961

Chi Operators Bank on Standards

continued from page 43

popular being Bing Crosby's "White Christmas," "Silent Night" and "Jingle Bells".

Collections at Western Automat are about 2 per cent ahead of last year with prospects of a good holiday.

At Frank Padula's Melody Music, Charlie Marchetti reports the two-sided Connie Francis tune is the big earner. Collections are about the same as last year with business good.

New times being put out this week include: "Rock-A-Hula Baby," Elvis Presley; "The Majestic," Dion; "Lion Sleeps Tonight," Tenness. Melody is also adding more of the Francis record to just about cover all their shops. Big standards are those by Miller and Crosby.

At Mary Gillette's far Northside Phonograph Service Corpo-

dation, big earners last week were "Big Bad John," Jimmy Dean;
"You're The Reason Why," Bobby Edwards, and "Runaround Sue," Dion. The last-named tune has been up for some weeks and is still pulling a lot of play.

New material being put out includes: "Multiplication," Bobby Darin (a breaker in store sales last week); "Goodnight Irene," Les Paul, and "Little Bit Of Rain," Elvis Presley. The firm is also going with the Crosby and Miller Christmas standards as well as "Silver Bells" with Margaret Winning and Jimmy Wakely.

Up in the Northwest suburbs, Andy Hesch is also banking heavy-
ly on the Crosby standards and the new Mitch Miller Christmas pack. Collections, said Hesch, have been pretty good—maybe a shade better than last year. Last week's zero weather spell hurt business a little, but people have recovered.

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Payment by Bank Draft, Money Order—

at current rate of exchange—or we'll bill later. (Rules for other countries will be supplied on request).

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City  Country

My Business Is

Billboard Music Week
1564 Broadway
New York 36, N. Y., U. S. A.
MOST OPERATORS HAVE PLENTY OF RIFLE GALLERIES AND THEY'RE ALL PRETTY MUCH ALIKE... BUT HERE'S ONE THAT

**LOOKS 15 FEET LONG**

**CHICAGO COIN'S**

Entirely New... LONG RANGE RIFLE GALLERY

THE ONLY RIFLE GALLERY THAT

**LOOKS THREE TIMES LONGER!**

Featuring "MULTIPLE MIRRORS"

MAKING IT THE NEAREST THING

TO A "REAL" RIFLE GALLERY

There's Nothing Like It For

Action - Color -

Excitement

IMAGINE! THIS RIFLE GALLERY

**LOOKS LIKE IT'S 15 FEET LONG!**

THE PLAYERS MARVEL AT THE ILLUSION—AND PEOPLE FLOCK AROUND TO PLAY IT

Put "Long Range" Rifle Gallery Alongside Others and See For Yourself

The Cash Box Tells The Story!

**THERE'S A CHICAGO COIN GAME FOR EVERY TYPE AND SIZE LOCATION**

**CONTINENTAL**

With "TRIPLE GOLD PIN" SCORING

5 GAMES IN 1

TRIPLE GOLD PIN

PASS-O-MATIC

"ALL STAR"

REGULATION

"200" CHAMP

**STILL IN PRODUCTION**

Chicago Coin's

PRO HOCKEY

and

PRO BASKETBALL

**RED • DOT**

INTRODUCING TWO OF THE NEWEST AND HOTTEST PLAY FEATURES EVER CREATED IN ONE GAME!

SUPER STRIKE SCORING | RED DOT SCORING

6 GAMES IN 1 | 6 CAN PLAY

Chicago Dynamic Industries, Inc. 1725 W. DIVISION BLVD. CHICAGO 14, ILLINOIS
THE TOKENS' SMASH HIT, TOPPING THE CHARTS AS A SINGLE (7954), NOW STEPS OUT AS A RED HOT ALBUM! LPM/LSP-2514. LIVING STEREO OR MONAURAL HI-FI. STOCK UP... TODAY! RCA VICTOR

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Happy Holidays