The image contains text from a newspaper article dated January 20, 1962. The content is primarily in the form of a column about local and national music news, album releases, and radio show statistics. The text includes references to various artists, songs, and radio stations. The layout consists of a main column with headings and subheadings, each containing detailed information about different events or releases. The text is dense, typical of a newspaper's feature article format.
MANY THANKS, DEEJAYS
For Your Winning Votes This Year

Thank You for Voting

"CALCUTTA"
NO. 1 Favorite Single

Lawrence Welk's Best Selling Dot LP's

- "Moon River" Stereo 35412
- "Yellow Bird" Stereo 35310
- "Calcutta" Stereo 35209
- "Last Date" Stereo 35110
- "Mr. Music Maker" Stereo 35093
- "Song of the Islands" Stereo 35033
- "Polkas" Stereo 35302

Thank You for Voting

"ORANGE BLOSSOM SPECIAL & WHEELS"
NO. 1 Favorite

Billy Vaughn's Best Selling Dot LP's

- "Greatest String Band Hits" Stereo 35409
- "Berlin Melody" Stereo 35394
- "Golden Waltzes" Stereo 35380
- "Orange Blossom Special & WHEELS" Stereo 35370
- "Theme From a 'Summer Place'" Stereo 35322
- "Look for a Star" Stereo 35333
- "Sweet Music & Memories" Stereo 35319
- "Golden Instrumentals" Stereo 35016
- "Melodies in Gold" Stereo 35064
- "Music for the Golden Hours" Stereo 35066
- "Sail Along, Silv'ry Moon" Stereo 35100
- "Billy Vaughn Plays the Million Sellers" Stereo 35119
- "La Paloma" Stereo 35140
- "Billy Vaughn Plays" Stereo 35136
- "Blue Hawaii" Stereo 35138

"THE NATION'S BEST SELLING RECORDS"
BOOMER

STIVA1S

TOWN WITHOUT PITY
From the motion picture "Town Without Pity" with Gene Pitney singing the title song

GENE PITNEY
MUSICOR RECORD MU 1009

COTTON FIELDS
By THE HIGHWAYMEN

"Cotton Fields" and "Gypsy Rover" included in the new HIGHWAYMEN album "STANDING ROOM ONLY"

MY BOOMERANG
WON'T COME BACK

UNITED ARTISTS RECORD UA 370
UNITED ARTISTS RECORD UA 398

Australia's no.1 hit heading for the top in the United States!

UNITED ARTISTS RECORD UA 3168 UAS 6168(Stereo)

CHRISTMAS SONGS!

UNITED ARTISTS RECORD UA 370
UNITED ARTISTS RECORD UA 398

www.americanradiohistory.com
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<thead>
<tr>
<th>#</th>
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**STEREO LP's**

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Mercury Bows New Philips Label in U.S.

CHICAGO—Mercury this week formally introduced its new Philips Record label which will utilize the vast resources of the entire Philips Phonograph Industries network of which Mercury has become a part.

The label will be directed by Mercury's top corporate management, with a staff of promotion, production, and field force.

Plans are to bring out some 96 LP's and 100 45 r.p.m. singles during the course of the year.

To Use Phillips Roster

The new label will utilize the international artist roster of Philips Phonograph Industries, large companies in records and recording (a Philips Electronics subsidiary) with which Mercury has a worldwide distribution agreement.

American artists, some signed to Mercury and some to be added later, will also be included on Philips.

The move will have far-reaching impact for the entire record industry. In essence, it is an interlocking of Mercury's entire roster with that of the Philips Phonograph Industries as well as make available the vast financial and distribution muscle of the Netherlands company for the entire operation.

The Philips Electronics network is one of the industrial corporate groups of Philips, which is virtually every country of the world.

Philips in 32 Countries

Philips Phonograph Industries currently operates in 32 countries and has an extensive library of classical and popular music with hundreds of internationally known artists on its roster.

Irwin Steinberg, Mercury vice-president in charge of promotion, noted with the newly formed Philips Records label that plans also call for the introduction of phonograph equipment - trade mark and distributed by the Dutch company - to be determined.

The move is in no way affects the status of Mercury or its subsidiary, Smash, except that both firms will now be able to draw on the financial and artistic resources of the international Philips organization.

Steinberg indicated that Philips Records will be a full-line company, issuing all types of product from records around the world.

The newly formed Philips Records is currently setting up national promotion, sales, and distribution for its new label and is seeking to acquire recording talent both in the United States and abroad.

Promote New Theme

An advertising, sales promotion, and distribution campaign is being designed utilizing the theme, "New One World of Music... On One Great Label."

Headquartered in Chicago, as is Mercury, the new label will be recorded primarily in New York, Chicago, Los Angeles, and Nashville. The company will utilize its American recording staff to record talent throughout the world under contract to Philips Phonograph Industries of the Netherlands.

Lou Simon, formerly with Supreme Distributing Company, Claxton, and a veteran of the phonograph record industry, has been named as mananger of the newly formed Philips Records label. Simon and his sales staff have been negotiating with major distributors throughout the U.S. to handle the sales of the new label.

Separate Distributors

In many cases, Mercury will attempt to utilize separate distributors from those used by Mercury and Smash.

The first release, due February 1, will include some 12, LP's and four 45 r.p.m. singles, and will be a blend of American and international artists.

Included will be Svatolas, who was presented at the recent Newport Festival and who will be heard on "Broadway Is My Beat," Julian Watkins, "French Horns for My Lady," Dina Annelli, "Emily Saltes Hal Kelly," Barrier Brothers, "Golden Fours," and "Rain.

(Continued on page 85)

Chi Operators Complain

Of New Singles Dearth

CHICAGO—Juke box operators are putting away their Bing Crosby Christmas records and going back to normal programming. Most aren't too happy about it though.

The big complaint is not enough new singles aimed at the juke box market, and you don't have to go very far to hear it either.

Stopping in at Music Box One Stop on the city's Southside, operators and juke box men declared their criticism of the current singles crop.

Sales

Speaking for most of the trade, R.L. (McGovern, owner of Music Box One Stop) states about the inability of records to sell.

"You just can't put rock and roll in every tavern," DiAngelo points out. "EP's are just out and operators have to rely almost entirely on singles, and there aren't enough good singles out now that the juke box industry any good."

Big sellers to the juke box trade at Music Box last week reflect DiAngelo's comments, with standbys and stars marketing the bulk of the merchandise.

What Operators Buy

Being bought by operators were "Pocketful of Miracles," Frank Sinatra; "I'll Take Care of Your Cares," Al Morgan; "Show Me the Way to Go Home," Guy Lombardo; "Mama," Roger Williams; and "(My) Guitar Went Walkin'," "Frenzy Horns for My Lady," "Whispering Winds," "Emily Saltes Hal Kelly," "Barrier Brothers," "Golden Fours," and "Rain."

Kapp Issues New Miriam Makeba LP in Jan. Line

NEW YORK — Kapp Records will issue its newest Miriam Makeba LP, from Belmonte Enterprises, Inc., in January.

The album, titled "Vocal Voices of Miriam Makeba," is one of 20 new releases announced by Kapp last week in a series of meet-ings in Los Angeles, Chicago and New York.

The release, which comprises pop and classical material in addition to the new group of Kapp Medallion LP's, emphasizing sound quality for the first time, is released by sales chief, Phil Skiff.

In the program is a 10 per cent discount to all the independent distributors. Program began January 1 and ran through March 15. Traditionally, the label's president, Dave Kapp, has opposed heavy discounts.

The label has had artists present at all three of the meets, with Jack Jones, Bill Dana and Pete King in the Los Angeles group, Miriam Makeba in Chicago, and Emanuel Ax and David Berlitz in New York.

Dot Special Order Plan

HOLLYWOOD — Dot Records has introduced a customer special price plan for its distributors. The plan will enable consumers to obtain records at prices which dealer may not have in stock, and cannot obtain from other sources. The plan has been introduced directly through the distributor, VITO introduces a somewhat similar plan January 1.

Prices do not include local sales taxes, and distributors are reminded that a deal on records should go right along with it.

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High for NARAS Disk Nominations

HOLLYWOOD — The National Academy of Recording Arts and Sciences has announced the nominees for the 1965 "Grammy" awards, to be presented at the 1966 Grammy awards ceremony.

Special meetings will be held here and in New York to screen the nominatones before a ballot is prepared for the members to select the winners. The final selection will be verified by the eligibility of recordings nominated and placing them in their proper categories.

Philips Factory Will Be Located in Nigeria

GNITSHA — Nigeria — This city has been selected as the site of a new phonograph factory for the Philips of Nigeria. Philips, also is planning factories at Lagos and Ibadan, as well as a phonograph factory for manufacture of radios and electrical equipment, that is scheduled to be built within a technical school in Lagos next year.
Phil Kahl Sells Interests in Pubs, Roulette Diskery

NEW YORK — Phil Kahl has sold out all of his interests in Roulette Records, and his three record pressing firms. Kahl, ex-President and Planetary Music to Morris Levy, president of the label and the music publishing combine. Kahl's brother-in-law Joe Kolky recently sold his interest in Roulette to Levy and set up his own label, and Levy evidently has no wish to expand his organization to include Kolky's departuere. He refused to reveal his plans for the future other than to say that he would continue to be active in the music field.

Veteran publisher Kahl has been in the business for over 25 years, and started with Santly-Joy Music and the Vision Records. However, it is understood that his decision to team up with Levy was made under the threat of a lawsuit from Kolky's departure. The move came on the heels of a major realignment of the company into two operational groups (see BMW, January 6 issue). Records and Phonographs, headed by Vice-President of Personnel and Mail Order and Electronics, headed by Vice-President Dan Bonbright.

Western operations Vice-President Joe Cuda will continue to helm Capitol's singles operations. Marketing Vice-President Lloyd Dunn was given the added responsibility of heading Capitol's classical album activities. Livingston, in addition to serving as over-all head of the record company and phonograph group, will be in charge of Capitols' top albums.

Increased Responsibility

Cuda has headed the firm's singles operation since August 1966.

WMGM Move to 'Good Music' Accents Trend

By JUNE BUNBY

NEW YORK — The new Stars station here, WMGM, is reaching a change from Top 40 to "good music" format, in an effort to phase on non-rock and roll. WMGM began its "good music" format by introducing February 28, at which time the station's call letters will be changed to "WMGM." The format change again points to the growing trend in radio toward a more moderate music programming policy, a trend that has now become a major radio exposure outlets for albums but not for "rocking." WMGM is seeking to attract and offer labels for promote plays for small labels.

However, some treasurers believe the trend away from Top 40 programming may be a good thing for the singles record business in that "teenagers" will now be able to have the current hits play over and over on a round-the-clock basis. The change in format is a result of the "good music" industry trend. WMGM is seeking for labels to promote plays for small labels.

At week's end, British Decca chief, Dick Rowe, was here with two of his colleagues, Phil and Peter Atwood, for discussions with London executives on ways and means of further penetrating the American market with British pop product, both albums and singles.

HOLLYWOOD — Capitol Rec's structural reorganization continued last week with the division of its disk product into three broad lines (singles, pop albums, classical albums). All executive positions were moved to a vice-president who will hold executive responsibility for every area of the record, from production to sales policies. The move came on the heels of a major realignment of the company into two operational groups (see BMW, January 6 issue), Records and Phonographs, headed by Vice-President of Personnel and Mail Order and Electronics, headed by Vice-President Dan Bonbright.

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Cuda has headed the firm's singles operation since August 1966.

WMGM Move to 'Good Music' Accents Trend

By JUNE BUNBY

NEW YORK — The new Stars station here, WMGM, is reaching a change from Top 40 to "good music" format, in an effort to phase on non-rock and roll. WMGM began its "good music" format on February 28, at which time the station's call letters will be changed to "WMGM." The format change again points to the growing trend in radio toward a more moderate music programming policy, a trend that has now become a major radio exposure outlets for albums but not for "rocking." WMGM is seeking to attract and offer labels for promote plays for small labels.

However, some treasurers believe the trend away from Top 40 programming may be a good thing for the singles record business in that "teenagers" will now be able to have the current hits play over and over on a round-the-clock basis. The change in format is a result of the "good music" industry trend. WMGM is seeking for labels to promote plays for small labels.

At week's end, British Decca chief, Dick Rowe, was here with two of his colleagues, Phil and Peter Atwood, for discussions with London executives on ways and means of further penetrating the American market with British pop product, both albums and singles.

HOLLYWOOD — Capitol Rec's structural reorganization continued last week with the division of its disk product into three broad lines (singles, pop albums, classical albums). All executive positions were moved to a vice-president who will hold executive responsibility for every area of the record, from production to sales policies. The move came on the heels of a major realignment of the company into two operational groups (see BMW, January 6 issue), Records and Phonographs, headed by Vice-President of Personnel and Mail Order and Electronics, headed by Vice-President Dan Bonbright.

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Europeans See Shrinking World Mkt. Share to U. S.

By OMER ANDERSON

COLOGNE — American disk sales face increased competition in the European market in 1962, especially on the European markets where U. S. music is no longer regarded as an automatic success. There is a tendency among some European consumers to give less emphasis to the American repertoire and more to European-origin music.

German trade sources point to the expansion of the hit tunes market on the Continent. The tegno Hits in Europe no longer are automatically imported from the U. S. On the contrary, Continental music is invading the American market, and the Germans in particular favor Fats Domino in a bigger share of the U. S. music dollar. French and Italian discers, too, are gearing for aggressive self-America drives.

Mpls. Awake to ‘Sleeping Beauty’

MINNEAPOLIS — Dealers are setting post-Christmas and pre-strike business records here. Some strong new singles merchandising is starting to move well with three new disks selling wildly in the Twin Cities area.

Hottest is Jimmy Dean’s “To a Sleeping Beauty,” on Columbia — taken from his “Big Bad John” album. The single was cut on a national smash. The disk is very strong in stores and, has hit radio station KDWB’s Top 10 list. Another strong seller, which also hit the “Top 100” is Dean and Dean’s “A Sunday Kind of Love.”

A big local breakout is Bruce Channel’s “Hey Baby” on ABC, which first took off in Dallas (Continued on Page 8).

Showmen Pull Sales and Air

BALTIMORE — Nothing new broke in Baltimore last week, but the city made “It Will Be Mine” by the Showmen, the biggest seller among the newer charts climb, as it is this week’s radio favorite, too, hitting first place on the WDWM station chart list above top national chart tunes.

Another seller here, “My Roommate Wasn’t a Conco” by Charles Drake on UA, sold solidly by the showmen in consecutive (Continued on Page 8).

Detroit Sells ‘Oldie’ LP’s

DETROIT — No breakouts turned up in the Motor City last week. However, the recent breakouts, Buddy Holly and the Everly Brothers, continued to show good growth by popular radio exposure.

An important variety store chain, however, listed “Oldies” and “You Don’t Have to Be a Millionaire” to its own label. While the former was popular in stores, sales were less enthusiastic than expected.

‘Archie’ Zooms In Boston Sales

BOSTON — The steam apparently has cooled on the bumper buying in the Hub since breakouts have zoomed out of the power of the band’s latest, “Felted label’s ‘Archie’s Melody’ by the Fall, or the more recent short lead out Net King Cole’s “Magic Moment” on Capitol and Freddy Cannon’s “Someday,” a Fillmore record, by Freddy Cannon on Swan.

The station, among the top couple of last week’s breakouts, “Lopita and Roses’ and “Outside Hawaii,” which failed to pan solid business. The Kingston Trio, who were already “Without a Song” is getting lots of air exposure and calls, but dealers say they are not getting a chance to get some records in here to meet the demand, and some retailers mentioned the large number of calls for Sam Fletcher’s “Mardi Gras” on RCA, a tune from the show “How to Succeed in Business Without Really Trying.”

‘White Fang’ Sales

N.Y. — The “White Fang” movie has been a holiday and have noted no lag in sales, according to Mel Schmitz, manager of the Capitol Distributing office here, January 8.

“White Fang” was a big hit on the playbill of the Williamsburg which also appeared on the “Circus” — a “Night at the Circus.” The venture has been widely seen in the area and has grossed $12,000 in the past year.

“White Fang” may be doing well, but it has not been doing as good as expected. The movie was released in October under the title “The Adventures of the White Fang.”

How is business? Holding up, but the competition of the cartoons giving it an edge over last year, for this post-holiday time.

Philly: Conflicting Reports

PHILADELPHIA — Reports of disk sales were mixed here last week with some major labels ranging from “business is holding up well following Christmas,” to “there is a noticeable drop in the disk market.”

One from another major source stated that the disk market, except for the “First” and “Last” of the year, is still holding up well. However, another source reported that sales are down and that the market is the lowest it has been in years.

Selling in moderate quantities was the Miracles’ new disk, which was released “I Don’t Have to Be Goodbye,” while Gloria Lynne’s “Look out, I’m Building Up a Wall of Strength.”

The subject of Gloria Lynne’s new record was one dealer, John Simson, of Downbeat Record Shop, out and he then stated he was happy that the record was doing so well. The song was a hit in Chicago. "My husband is an entertainer," Simson noted, as he married the record.

Dean a Solid N.Y. C. Seller

NEW YORK — New York dealers contacted this week were happy about the pace of the song on the singles level especially. A flock of new product was keeping traffic up and sales strong.

No new breakouts appeared on the New York scene last week, but dealers were reporting local盘 sales on a number of local disks. Dealers said that the Disk Jockey Prophetees this week. They included Jimmy Dean’s “To a Sleeping Beauty,” on the “Twist,” the Douglass “Night Owl,” by Bert Kaempfert’s “African Beat.”
Now on COLUMBIA RECORDS, THE DUKNES OF DIXIELAND, with the sound that sells and sells. On their first Columbia, the Dukes break it up — better than ever — on Broadway's hit tunes!

**STEREO**

the Columbia Records debut of

THE DUKNES OF DIXIELAND

BREAKIN' IT UP ON BROADWAY!!

*RUNNIN' WILD • OLD FASHIONED LOVE • HOW ARE THINGS IN GLOCCA MORRA? • OH, LADY BE GOOD • AIN'T MISBEHAVIN' • HEY, LOOK ME OVER • THE NEW ASHMOLEAN MARCHING SOCIETY AND STUDENTS CONSERVATORY BAND • LIDA ROSE • IF I WERE A BELL I CAN'T GIVE YOU ANYTHING BUT LOVE • FROM THIS MOMENT ON • ADRIFT ON A STAR*
3 NEW ATLANTIC HITS!

CRY TO ME
Solomon Burke
2131

I KINDA THINK HE DOES
Carla Thomas
2132

DRINKING WINE SPO-DEE-O-DEE
Larry Dale
2133

---

'Sound Citizen' Theme for Air Month

WASHINGTON — "Radio's
'Sound Citizen' is the theme chosen for
the observance of National Radio
Month by the National As-
sociation of Broadcasters. "Radio's
the Perplexed Broadcaster" may be
the theme of radio hearings on
today's radio licenses and
programming problems at the Federal
Communications Commission.
Kenneth Cox, chief of the Com-
mission's Broadcast Bureau, has
advocated a look into radio rather than
television for a change. Tele-
vision has been investigated from
every angle, with a final FCC hear-
ing into its advertising. It is now
scheduled to get under way this
month, CBS spokesman leading off
(February 24) Cox has told State
Broadcast Associations (in which
radio members for station and
licensees that more clarification is
needed for both licensees and the
FCC) that the radio broadcasters' rights
and duties.
NAB says the 1962 radio ob-
servers will concentrate on the
individual station's contributions
toward programming and its civic
responsibilities. "The good sound
and good service." emo-
tional jingles will be provided by
the New York Radio News.
Productions of New York, which
has produced many commercials
with a happy conscience has just
made a first of time album for RCA Victor
entitled "Sounds Terific." NAB
reports.

FCC's Broadcast Bureau chief
Cox has told broadcasters that
planning is under way to stage a
festival for some informal FCC hear-

ings on radio. Also we would like to
change some of the unrealistic radio
radio commentaries.

Cox points out that the Commis-
sion has had to do too many
programming on so heavily on TV that it now
has lost some of its listeners.

Some matters to be talked over
in radio hearings are the services of
programming available to stations;
are there any record licenses and
live sources available? FCC needs
to know a good deal more about
the services and resources of the
indvidual broadcaster in granting.

Cox also wonders if there is room
in radio for some dance drama,
discussion of public affairs.

Other speakers, however, go to the
way radio makes its living in the
some cases. How well does it
serve the local community, since
the FCC's standards for license
writers are strict enough? FCC
wants to know more about the so-called "special-
ized" radio stations — does it also
have an obligation to offer more than the
specialized entertainment (such as
Top 40 programming)? Also
questions would be the matter of
rates and ratings.

Ork Leaders File Restrain Order

By MAURI ORODENKER

PHILADELPHIA — Twenty-
nt Lorenzo orchestra leaders
filed application for a restraining
order and preliminary injunction in
the U.S. District Court here last
day, (against Local 77, AFM
the Italians to which they
belong. They charged the local will
fail to "negotiate wage increases
for theirers in good faith" under
the terms of the Taft-Hartley
Landon-Grimm acts. The
the officials of Local 77 and
Herminus, national president.

The union is also being charged
with a conspiracy to restrain trade
and fix prices and to monopolize
the market for musical talent in
light of certain orchestra
leaders. The union's goals are based
on three U.S. Court decisions in
which orchestra leaders who
refuse to negotiate for convers-
tions, weddings and social func-
tions were declared employers.

Since orchestra leaders have
so far been reluctant to hold union
meetings, the AFO considers
the leader a contractor, as in the
building-construction industry, and
will not employ. The leaders, however,
can claim that an injunction
ordered down in the U.S. Court
of Appeals October 17 reaffirmed
the orchestra leaders in the cate-
gory of employers, a status they
had been contending since 1947. The
leaders must belong to the union in order
to hire union
musicians, but as employers cannot

"bargain on wages and..."

Under the Taft-Hartley and
Landon-Grimm acts, any union is required to negotiate all
wages and terms of the
an organization; it is expected
that these will be a series of
and awards will be
"bargained on" by the
leaders. The leaders, however,
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THE DEAN OF HITS!

JIMMY DEAN
WITH 3 BEST-SELLING SINGLES RIDING THE CHARTS!

HOTTEST ARTIST IN THE BUSINESS

DEAR IVAN
Columbia 42259

CAJUN QUEEN
b/w
TO A SLEEPING BEAUTY
Columbia 42282

AND HIS BEST SELLING ALBUM
BIG BAD JOHN
CONTAINING HIS BEST SELLING SINGLE

BOOKINGS:
WILLIAM MORRIS AGENCY

EXCLUSIVELY:
COLUMBIA RECORDS
Music as Written

New York

Gary Crosby has been signed to Lee Hazlewood and Lester Sills' Graceland label. First release will be a string of club dates and promotion tour, starting January 25 in Indiana. Era distributions the Graceland line.... The Blackwood Brothers are on a one-night tour of the Southwest and Midwest.... Columbia's Sandra Bionna, who has recorded for Columbia's subsidiary Sire in New York, and an accomplished concert pianist, just returned from a two-week tour of countries in Europe. She performed with the North German Radio Orchestra in Hamburg, and also with the London Symphony Orchestra. She was promoted to the post of national field sales manager for Atlantic Records.

The Jo-Ed label, of Big Springs, Tex., is being handled by Ideal Distributors in New York. ... Brooklyn's Abraham & Sherman department stores present a folk-song festival at the Civic clinic last week, with a stock of artists from Elektra Records participating. The Irving Fields Trio played at the party for the premiere release of "Adrienne and Candles" at New York's Far West Seafood eatery last week.... John Griggs' Bird label, Norfolk, Va., has signed singer Tommy Thompson. James Duram will cut the hit, "Goodbye, Cruel World," in German and Italian for the overseas market.... Cartoon exec Joe Carlson, Don Geman and Carl Holty, who will be at the road last week to work on Danny Pepperam's new platter.

A new distributor, Classic Record Distributing Company, has opened in Buffalo under the direction of Ted Roll. Roll is handling Acme, Dodge, Count, Teroc, Heart, Heig-He, Prach, Myril and Paisalades labels. ... Dave Dreyer, manager of Continental Records, has signed charter Oliver Hill and Muriale Fordell to long-term pact. Lads wrote "Revenge." ... Lillian Tookey, formerly of Continental, has joined Continental to continue public relations.... Reggie Toffle is holding the riddle to promote the new Every Records' waxing of "Scream" by the R. & M. Linnard, the actress-singer artist All Bakke of "The Bachelor," has found in the Keels label for new acts. He has signed Ted Spielda, Bogaio, N. J., rock & roll singer. Bob Roberts.

Cincinnati

Station WING, Dayton, Ohio, has inaugurated a new service for artists and distributors in the Cincinnati-Dayton area in the form of a weekly public service WING Tips, in which the station reports the other records it is playing between programs. "In the past WING used to say Bob Holliday, in charge of the new service, "stores can stock and distributors can make records available if they are in earnest about selling records." The station now mails 25,000,000 copies of the WING Erd surveys to 120 accounts in Cincinnati and Dayton and surrounding territory, Holliday says.

Rex Dale, long one of the town's top deejays, has been promoted to station operations manager at WZQ, here, with headquarters in the Vernon Manor Hotel, adding to his already busy schedule. Dale will take over his "Vernon Man- nuti" show mornings on WZQ.... Bob Braun, WLW radio and TV personality and deejay, has a new release coming up soon on the Decca label. It's said to be a talkin' ditty with a raft of possibilities.... Danny Deeds, boss man of the Maranor Continental, has picked up an old policy, with Tony Martin the first in under the new deal, A host of record manager's club members to follow in succession in the weeks, including Duke Ellington, the Mills Brothers, Peter Nero, Ferrante and Tachler, South Jones Quartet, Al Hi, Francis Lane, George Shearing and Louis Armstrong.

Chicago

Merrill Rose, head of Record Rose here, is recuperating at Michael Reese Hospital following a recent mild heart attack. All State's Hugh Devlin is the latest to join the local ski fraternity, unsuccessfully headed by singer Fred Spira.... Dottie May, the Andy Horsey, and the on for Beverly Wright, who has a single coming on Chess in February. She'll also do Lue Forry here in a few weeks, Maurice Schwartz, of Heatrecords, Has just signed Paul Gallis and His Orchestra (first release due later this month) and Bill Kuske, a veteran Chicago deejay, has been on the Don McNINCH label.... Bill Jordan, currently at the Playboy, has a follow-up album coming on Jubilee, and Ted Aerby, at the same box, has denoue out to Warner Bros., with a screen test scheduled.

Mercury is flooded with applications following Steve Schickel's departure as public relations head to a newspaper edit post. The Schickelians, as did all radio TV and television personality of "good music" WBEM, takes over as program director at hip- hop station WJLA, Washington, D.C. ... Dick Lawrence moved to WABY, Albany, N. Y. ... The trade was saddened by the death of Robert Edward (Bob) Nosselt, 51, formerly connected with Super Records, for some 15 years with the firm. ... Motorola will open a permanent exhibition center, a musical showcase, on the company's Wilke Road, House April 1. They'll show off their entire radio, phonograph and tape recorder line. News flash: Lou Wainstock, Big Jay, Fred Butler and wife were killed in a holiday auto crash are false, Butler was, however, involved in a double collision near Bensmore, Pa., Monday night, just before they had been recuperating in a Houston hospital. Jimmy Calio, who retired at BMI head job recently, returns to the same firm, where he started 15 years ago, in the capacity of vice president in charge of music promotion. Nick Biro.

Pittsburgh

Rose Santoros, owner of the Twin Conches night club, has set up Rose Santoros' James Polti, and Peter Fyler and the Freshmen for spring dates.... Bob Schuchter's Bobaloma Records has acquired the Ricca label, Continental, Monitor and the Vox labels.... Nick Costi, of
YOUR TICKET TO GREAT PROFITS IN '62

YOU'LL BE ON THE RIGHT TRACK WITH THESE EXCITING NEW LIBERTY ALBUMS!

...SUNNY BÜRTWITZ'S HITS AND OTHER FAVORITES... 3210/7210
You're The Reason, Help Me, I'm A Fool, Help Me, My Best Friend, Wait, My Baby, My Baby, And Me, Big Big Mountains, Little Little Boy. You're Beautiful, Dreamline, A Little Bit Every Time. See all details on this album.

...EDDIE BYRDWOOD PLAYS THE GREATEST... 3222/7222
Eight Little, Dream Of olive, Jan This Is My Beloved, Autumn Leaves, Smile, September Lovelights, Around The World, Beyond The Sea, Robby. Love Is A Many Splendored Thing. An Affair To Remember. Album's favorite instrumental with only Eddie Byrdwood can play them.

...SOUL... 3212/7212
Be Anything (Euris), I'm Coming, A Lovely Way To Spend An Evening, If I Had You, There Goes My Heart, Suddenly, You Belong To Me, Africa, If I Didn't Care, Then I'll Be Tired Of You, Nothing In The World, Don't Take Your Love From Me. One In A Million. Somewhere Along The Way. Vocal "Find" of the decade is in her second great Liberty album!

...BLUEGRASS GENTLEMEN... 3216/7216
Rock Out Of The Chilly Little Maggie, Apple, Long Black Va)', Fear, Little Silver, Tobacco Road, Shanghai, Sweetheart, Smiropoano, Long Little, Ghost Of Wine, Foolish Of Tomorrow, Presenting a fresh new dimension in folk music!

...TOWER OF STRENGTH... 3219/7219
Dave Melendish - 3219/7219
But One Thing My Love Of Strength. I Almost Lost My Mind. Forever, The Sacred A Toast, He's Got My Symphony. You Can Have Him, A Little Bit Of Sorry I Don't Want To Cry No More, Another collection by one of the big voices on the music scene today.

...WIT A LADY RIVER... 3215/7215
Sister And His Orchestra - 3215/7215

...FABULOUS FAVORITES OF OUR TIME... 1020/7220

- 10% cash discount. This includes your entire back-catalog re-stocking order, too!
- 4/3 March 10, 4/10 April 10, 4/15 May 10 payments.
- 100% exchange privilege.
- Displays, streamers, and co-op advertising available.

GO LIBERTY IN '62!
BOBBY EDWARDS' FOLLOW-UP HIT IS "WHAT'S THE REASON?" #4674
IT'S ON CAPITOL. ORDER NOW!
"THE BRIDE" LOU RAWLS
THE SMASH AMERICAN VERSION OF THE WORLD-WIDE HIT "LA NOVIA" #4695
B/W "THE BIGGEST LOVER IN TOWN"
### Europe

**Austria**

- **This Week**
  - [1] MANN IN MIND-Gun Bockstiegel (Polydor)
  - [2] VERSACE-Heidi Schoeller (Polydor)
  - [3] EINEN INSEL FUR ZWIE-Heinz Schlüter
  - [4] LIEB MEIST AGN-Comedian Chopper
  - [5] AM Morgen-Die Temps
  - [6] MICHAEL-The Waywardmen
  - [7] LIEB MEIST AGN-Comedian Schiller
  - [8] WEISS ROSEN AUS Athes-Hans Mundis
  - [9] BAUERKRAFT POLKA-Paul Winter
  - [10] LA PALOMA-Franky Quinn
  - [12] LIEB MEIST AGN-Comedian Schiller

**Belgium**

- **(Courtesy: Jackie Finn, London)**
  - **Denote local origin**
  - [1] LETS TWIST AGAIN-Viens en Farandole (Charby)
  - [2] MOON RIVER-Antony Williams (CNR)
  - [3] NICHES AUS DEM VERHEER (Philips)
  - [4] VOLTAIRE-Kika (Vogue)
  - [5] LIEB MEIST AGN-Comedian Schiller
  - [7] DANG DANG-The Citi (Odeon)
  - [8] H. PAUL-SAVIOUR (RCA)
  - [10] LIEB MEIST AGN-Comedian Schiller

**Britain**

  - **Denote local origin**
  - [1] THIS ONE'S FOR YOU-Phil Cotton (Mercury)
  - [2] LIEB MEIST AGN-Comedian Schiller
  - [3] ROYAL HUNTING-Howard Williams (GMI)
  - [5] SORBIA-MARTHE Adina (Mercury)
  - [6] VIOLETTA-Ray Adam
  - [7] SYLVIA TANGO-Antony Williams (CNR)
  - [8] VIMINEM MORASS (Auen)
  - [9] FABRICATION-Buttler & Chip (Frogman)
  - [10] H. PAUL-SEVEN YEARS (Zodiaque)
  - [11] LIEB MEIST AGN-Comedian Schiller

### France

- **This Week**
  - [1] TAKING GOOD CARE OF MY BABY-Bob Silver (London)
  - [6] D'AGITATO ROCK-Danielia (RCA)
  - [8] HIT THE ROAD JACQUELINE-Heinz Schiller
  - [9] FRANKIE VAHRA (Philips)
  - [10] LIEB MEIST AGN-Comedian Schiller

### Germany

- **This Week**
  - [1] ANZEIGEN MIT SPERRE IM DUMP-Ludwig Gruenland (Warner Bros)
  - [3] SCHRAMM MANN-Heinz Schiller
  - [5] HAMMERCHEN-Philipp (Philips)
  - [6] JAGD-Philipp (Philips)
  - [7] BÄCHLERS INFUR ZWEI-Cecile France (MGM)
  - [8] VIOLETTA-Jeanine Hambrecht (Mercury)
  - [9] NICHT GEGEN DIE WIND-Philipp (Philips)
  - [10] VERKAUF DER STARS-Anita Gamba (Mercury)

### Eire

- **(Courtesy: Dublin Evening Mail)**
  - **Denote local origin**
  - [1] TOWER OF STRENGTH-Frankie Vaughan (Philips)
  - [2] MOON RIVER-Danny Williams (CNR)
  - [3] MIDNIGHT IN MOWGLI (Dot)
  - [4] STRANGER ON THE SHORE-Danny Williams (CNR)
  - [5] YOU'RE THE ONLY GOOD THING-Philipp (Philips)
  - [6] JOHNNY WILLY-Johnny Delight (Bluebird)
  - [8] HIS LATEST FLAME-Philipp (Philips)
  - [9] THE IRISH PARLO-Philipp (Philips)
  - [10] MY MANNISH SEA-Philipp (Philips)

### Finland

- **(Courtesy: Hufvudstaden, Helsinki)**
  - **Denote local origin**
  - [1] PUTT PUTT-Joe Esco (Mercury)
  - [2] LIEB MEIST AGN-Comedian Schiller
  - [3] NORA-MARTHE Adina (Mercury)
  - [4] VIOLETTA-Ray Adam
  - [5] SYLVIA TANGO-Antony Williams (CNR)
  - [6] VIMINEM MORASS (Auen)
  - [7] FABRICATION-Buttler & Chip (Frogman)
  - [8] H. PAUL-SEVEN YEARS (Zodiaque)
  - [9] LIEB MEIST AGN-Comedian Schiller

### Holland

- **(Courtesy: Flanmamanager, Amsterdam)**
  - **Denote local origin**
  - [1] LET THERE BE DRUMS-Philipp (Philips)
  - [2] THE LION SLEEPS TONIGHT-Philipp (Philips)
  - [3] MY BOOMERANG WONT COME BACK TO ME-Philipp (Philips)
  - [4] TAKE FIVE-Philipp (Philips)
  - [5] WHEN THE GIRL IN YOUR EYES-Philipp (Philips)
  - [6] WHO CAME TO MIND-Philipp (Philips)
  - [7] OCH STEFAN WALLA-AUS DER TINSEL-TANGEL-SCHU (Mercury)
  - [8] NICHES AUS DEM VERHEER (Philips)
  - [9] VOLTAIRE-Kika (Vogue)

### Asia & Pacific

- **Australia**
  - **(Courtesy: Music Maker, Sydney)**
  - **Denote local origin**
  - [1] I'LL GONNA KNOCK ON YOUR DOOR-Philipp (Philips)
  - [2] LIEB MEIST AGN-Comedian Schiller
  - [3] BAD GIRL-Philipp (Philips)
  - [4] MAMMA-Mahone (CNR)
  - [5] MEXICO-Philipp (Philips)
  - [6] VICKY WAS TOOK-Philipp (Philips)
  - [7] BACKSTREET-Philipp (Philips)
  - [8] BAD MOVIES-Six Thompson (Odeon-Arlet)
  - [9] BRIDGETTE BADRO-Philipp (Philips)
  - [10] LA PALOMA-Philipp (Philips)

### The Americas

- **Hong Kong**
  - **Denote local origin**
  - [1] STILL DANCING-Tony D'Albana (Metro)

### Italy

- **(Courtesy: Music e Dischi, Milan)**
  - **Denote local origin**
  - [1] DON'T YOU SWING YOUR LEGS-Philipp (Philips)
  - [2] YOUR DANCE IS OVER-Philipp (Philips)
  - [3] L'ILOCO-Sir Mark (Philips)
  - [4] L'ILOCO-Sir Mark (Philips)
  - [5] PESSO-Antony Williams (CNR)
  - [6] ICON TANG-Philipp (Philips)
  - [7] MORMONI-Philipp (Philips)

### Mexico

- **(Courtesy: Audiorama, Mexico)**
  - **Denote local origin**
  - [1] NO POPINOT-Loas Tex Type (Philips)
  - [2] LOS LOCS-Joe Corella (Philips)
  - [3] BENDA-C yayınlan Campus
  - [4] ECOLO ESTAR KONOS B Marianno (Philips)
  - [5] COMO UN PRO SHAHISENDRI-Comajo (Philips)
  - [6] CHITA-Comajo (Philips)
  - [7] SEAMORE DION-Philips
  - [8] NORMA ROSA-Philips
  - [9] SEAMORE DION-Philips
  - [10] LAMBO-Philips

### South Africa

- **(Courtesy: Lawrence Lazi, Johannesburg)**
  - **Denote local origin**
  - [1] NO MORE-Eric Pym (RCA)
  - [2] BIG COLD WIND-Pal Bone (Philips)
  - [3] LITTLE SISTER-Eric Pym (RCA)
  - [4] CRUDE CRUISE-Philipp (Philips)
  - [5] BINGO-The Shakers (CNR-Flamin)
  - [6] SEND ME THE PILLOW YOU BROUGHT ME-Philipp (Philips)
  - [7] NAIRU-Philipp (Philips)
  - [8] NO BETTER SCENE-Philipp (Philips)
  - [9] RUN AWAY ON CANDY-Philipp (Philips)
  - [10] WALTZING KALION-Philipp (Philips)

### The Americas

- **Israel**
  - **(Courtesy: Kari Israel Association)**
  - **Denote local origin**
  - [1] THE LATEST FLAME-Biremker (Gas)
  - [2] THE KIDS DIVA-Biremker (Gas)
  - [3] BAD MOODS-Six Thompson (Odeon-Arlet)

---

**Note:** The table provides a snapshot of various songs and artists from different countries across Europe, Eire, Asia & Pacific, and The Americas, indicating their popularity and origin during the specified week.
KAPP RECORDS
has the Original Recording of England’s newest hit

MIDNIGHT IN MOSCOW
by Kenny Ball...K-442
Number 3 in England
Number 2 in Ireland
Now a hit in America

KAPP RECORDS
**ARGENTINA**

*'Lady' Success Prompts 'Annie'**

By BERNIE MACADO

London, March 24 (AP) - The success of "My Fair Lady," which was performed in the National Theater here last week, has prompted the producers to program the future for similar shows. Misses Liza, a company of American actors, will appear in "Annie" and "Carnival." 

Juan Gilberto and Julio Kanfman will present "The Boy Friend" in the Colón Theater. Melina, a Syrian actress, is the leading lady. All day in rehearsal is another musical comedy, "Tunbridge Wells," conducted by Jose Osuna. Great excitement has arisen in Buenos Aires over the production of "Tunbridge Wells," which is set for November.

**AUSTRALIA**

*A Twist Breakout Hits Down Under**

By GEORGE HILDER

Tunbridge Wells, March 24 (AP) - "The Twist" to this country with the appearances of Chubby Checker and Bobbe Kauffman in the Paramount movie, "He's Twistin' His Stuff" - their tour is the latest in the line of shows promoting the Stadium show "Twistie Valentine," in a opening, featuring Bebe, Sydne, with Diana Hilton and the Perrennials.

Local record stars are jumping on the wagon with the first local Twist group, the Sweet Little Sixteen Twist, John by Bebe, Sydne. The band completed a Twist extended play for release at the end of the month.

**AUSTRIA**

*Twist Ruge Gains In Austrian Trade* (GER) - A new Austrian group now called "Twist and the Twisters" are gaining a great deal of attention in local recording circles. Their first record, a duet of "The Ruffle Song," was released recently by Decca. The group consists of four members, Haner Werner.

Hans Werner, "The Twist" by Pagan, and Madjata looks like a potential hit here. German lyrics were written for the English songs.

The group has done a pretty good job in their recording. A best seller in sheet music, Published by Josef Hochsönn (Southern), the group have sold over 3,000 copies on special request by music stores throughout the country. Austria, which has sold out its number one, according to the record company, and now has their second recording, "Chopin Riber" is singing it on the "Rolling Stone" she records. The Pinions, also Ole Voig, both on Arista: Jack Van Doorn on Columbia and Bobby Rott onPyga. For their part, Bobby Rott on Pyga, and Bobby Eicher on Arista.

The French Twist and title song "Chopin Riber" on RCA records has been produced by Gerhard Funke from the GRP label. The group called "Twist Over" has been introduced in their new label Kopp, and Pye Industries plans a big promotion for the album with its new acquired Reprise label. Auction Recording, having launched "Big Bad Bob" album and "More Latin American Hits" by the Trans Pacific group, also released "Elton John - The Sound of the Million Dollar Stallions" on United Artists.

**BRITAIN**

*Trad Jazz Fad Boosts Billk Disk* (GER) - By DON WEDGE

New Director, New Musical Express, recently returned from a visit to a Lispoking disk, the Acker Billk's "Swing Show." - is an unusual example of the contemporary interplay between jazz and folk music. Billk, a clarinettist with several of the London bands, is known for his good work in soul, rhythm and blues, and he is the leader of a group of players who have formed an association to promote folk-jazz music. The "Swing Show," featuring the best of both musical styles, has been described as the most important addition to the British trad jazz scene in recent years.

In the first week more than 2,000 copies of the Royal Prin group were sold and in six weeks the total was up to 6,000. During Christmas, sales increased and the record has been featured on the same disc as many jazz enthusiasts noted "Finishing Party." At the time of writing this disk has sold 3,000.

To date the group has apparently done a lot to promote the interests of jazz and folk, and it seems that their records have been so successful that they have a number of other local record companies who are interested in the project. The group includes Steve Pyke, the accordionist, and Steve Pyke, the percussionist. For example, a miss from a local record company who attended a sales meeting has offered a number of local radio stations a loan of the catalog if they will issue them on its label with the profits. At the moment no arangement has been made with local record companies, but there is a possibility that one would like to hear from any commentator who is interested in hearing the label issued through this medium. 

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**DENMARK**

*Lindblom Strikes Double Triumph* By ARNE HANSEN

March 24 (AP) - Monthly charts for December as reported by the Swedish music business contained one of the best records of the year, "Twist and the Twisters." This record, which was issued by Aker, is the first to be released in the country in over a year. The band, "Twist and the Twisters," was formed in 1960 by Peter Blut and Morten Henry. The band has had many hits, including "The Twist," "The Swing," and "The Rock," and their record "Twist and the Twisters," which was released in September, has been a huge success in Sweden. The band is currently touring the United States, and their next recording, "Twist and the Twisters," will be released in April.

Other local Twist groups have included "Twist en Surrender," "The Hooters," and "Twist and the Twisters." One of these new local Twist groups, "Twist and the Twisters," was featured on the Swedish national television program "Twist Around the Clock." The group, which is currently touring the United States, is expected to release their next recording, "Twist and the Twisters," in April.

**FRANCE**

*French Still Toast Twist* By EDDIE ADAMS

March 24 (AP) - The French music industry is experiencing a bit of a lull at the moment, with few new releases expected in the near future. However, one of the most popular local Twist groups, "Twist and the Twisters," has released a new recording, "Twist and the Twisters," which is gaining a great deal of attention in local music circles.

The band, "Twist and the Twisters," was formed in 1960 by Peter Blut and Morten Henry. The band has had many hits, including "The Twist," "The Swing," and "The Rock," and their record "Twist and the Twisters," which was released in September, has been a huge success in Sweden. The band is currently touring the United States, and their next recording, "Twist and the Twisters," will be released in April.

**GERMANY**

*Eire* by BRIGITTE KEER

Music Editor, Automaten Markt.

The first international music festival for local artists popular in joke boxes shows these results for 1961: Most popular local Twist group was "Twist and the Twisters," followed by "Twist and the Twisters." The group "Twist and the Twisters" was formed in 1960 by Peter Blut and Morten Henry. The band has had many hits, including "The Twist," "The Swing," and "The Rock," and their record "Twist and the Twisters," which was released in September, has been a huge success in Sweden. The band is currently touring the United States, and their next recording, "Twist and the Twisters," will be released in April.
GOING, GOING, GONE!
(Leaped From 93 to 49 on Hot 100 This Week)
Don't fall to pieces but you'll be crazy about Patsy Cline's newest 2-sided smash: 'She's Got You' c/w 'Strange.'
SONGS

20.

A flock of stars. The list below that name includes some of the most popular single chart entries of the past few weeks. The one thing they all have in common is that they are all associated with Warner Bros. Records.

THE EMMY BROTHERS INFLUENCE

Warner Bros., W 1430 (Stereo & Monaural) - On the basis of singer strength, performance, the trend, as usual, favor Warner Bros. Records (of which Warner Bros. is the most popular) but here they offer an extra one which is a popular tenor sensation. "Take It, My Papa," is a popular tune that gives new life to a forgotten tune. The set is also balanced with top arrange-ments of standards among them "Autumn Leaves," "Dreams," "Moonlight" and "My Favorite Things," among others.

UP A LAZY RIVER

St Zentner Orch. Liberty LST 7216 (Stereo & Monaural) - The Zentner big band pushes through a strong performance of its recent top chart entry "La La La!" The album is an excellent one, filled with strong instrumental performances and with a nucleus of popular songs.

THE BALLAD OF JOEY FRALEY

Joey Frazier, W 1435 (Stereo & Monaural) - The Joey Frazier album provides a strong performance of his popular song "Joey's Theme," a big hit single that has been a favorite of fans for some time. It is a perfect example of how a good record can bring a lot of exposure to a popular singer. The album is also filled with top arrangements of standards and with a nucleus of popular songs.

WITH A SONG IN MY HEART

Bert Kaempfert and His Orch, Decca DL 74228 (Stereo & Monaural) - Kaempfert and his orchestra provide a strong performance of his popular song "With A Song In My Heart." The album is also filled with top arrangements of standards and with a nucleus of popular songs.

SO MUCH IN COMMON

Ray Conniff Singers, Columbia CS 8520 (Stereo & Monaural) - The Conniff Singers provide a strong performance of their popular song "So Much In Common." The album is filled with top arrangements of standards and with a nucleus of popular songs.

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LITTLE WILLIE JOHN
FEVER (Jay and Cox, BMI) (2:40)—Here's a re-recording and a new label for the original. Pete Bennett has a hit with this on another label now but the original man can make it go all over again. Flip is "Re-Du-Ley Dii-Dii-Lay" (Bennett, BMI) (2:20).
King 5591

PRINCE LA LA
GETTIN' MARRIED SOON (Saturrn, BMI) (2:28)—Here's the latest from one of our great guitar pickers. Is this one of his, too? If so, it's a real "Come Back To Me" (Saturrn, BMI) (2:35) AFO 363

HANK BALLARD
DO YOU KNOW HOW TO TWIST (Los, BMI) (2:25)—The music is fine but this is just another rockin' effort. "Flip is "Flip" (Ballard, BMI) (2:30).

ARETHA FRANKLIN
I SURRENDER, DEAR (Mills, ASCAP) (2:14)—The fine oldie receives a warm and meaningful performance from this talented charm of a support by the orchestra. A fine disk. Flip is "In Your Eyes" (Dunphy, BMI) (2:52).
Columbia 4216

JAY AND THE AMERICANS
SHE CRIED (Tri, BMI) (2:25)—A haunting tune-soul thing. A good one to put out on the smash "I Know," by Barbara George, and this new twisting by the Prince has a lot of the same, really, bluey quality. It's got the gospel feel and a fine tenor chorus and it can happen. Watch this. "Flip is "Come Back To Me" (Saturrn, BMI) (2:35) AFO 363

BILL DANYK
JOSE JIMENEZ IN ORBIT (Bill Dana, ASCAP) (2:55)—PRESS CONFERENCE WITH JOSE JIMENEZ IN WHICH HE TELLS THE PUBLIC OF HIS ORBITAL VOYAGE FROM THE FANTASTIC INTERGALACTIC THEME. ASKED WHAT HIS EXPERIENCES WERE IN SPACE, JIMENEZ SAID, "I HAVE EXPERIENCED A FEELING OF UNIVERSE WHICH IS HARD TO DESCRIBE." HE IS THE FIRST AMERICAN TO JOIN THE SPACE FORCES AND HIS VOYAGE WILL BE THE FIRST TIME A TRUE AMERICAN HAS BEEN IN SPACE. THE CONCERT WILL BE HELD IN NEW YORK CITY ON SEPTEMBER 3rd AT 8 PM. "Flip is "Yes, Yes, Yes" (Orkind, BMI) (2:25).

Country & Western

GEORGE MORGAN LONELY BONNY (Morgan-Shelley, BMI) (2:25)—A quiet weeper receives a classy reading from Morgan over soft chorus and Floyd Crummett-style piano backing. Good country side, with a chance for pop action, too. "Flip is "Let Me Live and Love Today" (Cedarwood, BMI) (2:20).
Columbia 4227

SPECIAL MERIT SINGLES
Pop Talent

GEORGIA BROWN DON'T TAKE YOUR LOVE FROM ME (M. Wittenberg, ASCAP) (2:30) London 9513

**** DON'T TAKE YOUR LOVE FROM ME (M. Wittenberg, ASCAP) (2:30) London 9513

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

All singles included in the Billboard Music Week Index should be sent to the Billboard Music Week Index, 275 Madison Avenue, New York 16, N. Y., for consideration for the Billboard Music Week Index. If the label has not received the single, please indicate the name of the record sent and the date received. All singles submitted for review are subject to the Billboard Music Week Index and are not returnable. The Billboard Music Week Index is published every Friday and is distributed to Billboard subscribers. All singles for review should be sent to the Billboard Music Week Index, 275 Madison Avenue, New York 16, N. Y.
NEW YORK UNIVERSITY in Cooperation With The
NATIONAL ACADEMY OF RECORDING ARTS AND SCIENCES
Announces
A Series of Eight Lecture-Discussion Sessions
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WEDNESDAY EVENINGS, 6:30-8:00
BEGINNING JANUARY 24, 1962 AT
100 WASHINGTON SQUARE EAST, ROOM 808, MAIN BUILDING
NEW YORK, N.Y.

THE PROGRAM

SESSION I JANUARY 24 THE ROLE OF ARTISTS AND REPORTEURS: POPULAR & JAZZ
Instruments, The Urban Scene, Pop Singers, Top 40, Jazz, Beat, The R&B Scene, Jazz Innovation Trends, Retail Influences
SESSION II JANUARY 31 THE ROLE OF ARTISTS AND REPORTEURS: CLASSICAL
Symphonies & Orchestras, the Symphony, Chamber Music, Operettas & Operas
SESSION III FEBRUARY 7 SALES & MERCHANDISING: RETAILING
Single Records, Album Sales, Catalogs
SESSION IV FEBRUARY 14 SALES & MERCHANDISING: WHOLESALE
Records, Clubs & Direct Mail
SESSION V FEBRUARY 21 THE PROMOTION OF RECORDS
Advertising, Record Promotions, Radio, Television & Disc Jockeys
SESSION VI FEBRUARY 28 RECORD PACKAGING
Art Production, Artwork
SESSION VII MARCH 7 ROLE OF THE RECORDING ENGINEER
Shure & Line Recording, Tape Development, Equipment
SESSION VIII MARCH 14 THE FUTURE OF THE RECORD BUSINESS (PANEL DISCUSSION)
Topic: The recording engineer, the panel
The Recording of Broadway Shows, Sound Tracks, The Impact of Colorful Pop, College Spots, Sales Increase of Foreign Sales, and Top Chart Shows
David Karp
Ronald Wolpin
Ted Tolido
Billy Taylor, Mardel

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the year's first big
INSTRUMENTAL hit...

breaking big on ALL stations—
top 40, good music...a juke box natural!

THE WHITE ROSE
OF ATHENS

from the Wolfgang-Mueller-Schan film "Dreamland of Desire"

DAVID CARROLL

and his orchestra

Mercury
71917
**TOP LP's BY CATEGORY**

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

### VOCAL LP's

**Title (Label) (Stereo) Notes**

<table>
<thead>
<tr>
<th>Male Vocalists</th>
<th>&quot;HAPPY THIEVES&quot;</th>
<th>HAPPY PORTRAIT (KAPP)</th>
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</thead>
<tbody>
<tr>
<td>Peri Ano Sings His Big 15 (ABC)</td>
<td>160</td>
<td>-</td>
</tr>
<tr>
<td>HAPPA HILL (COL)</td>
<td>160</td>
<td>-</td>
</tr>
<tr>
<td>CRUSADE CHECKER/Bobby Orson</td>
<td>160</td>
<td>-</td>
</tr>
<tr>
<td>Hayley Mills and Roger Miller</td>
<td>160</td>
<td>-</td>
</tr>
<tr>
<td>DO MY PART (ARGO)</td>
<td>160</td>
<td>-</td>
</tr>
<tr>
<td>DO THE TWIST (MCA/ABC)</td>
<td>160</td>
<td>-</td>
</tr>
<tr>
<td>DO MY PART</td>
<td>160</td>
<td>-</td>
</tr>
<tr>
<td>YOUR TWIST PARTY (PAR)</td>
<td>160</td>
<td>-</td>
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</tbody>
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<table>
<thead>
<tr>
<th>Female Vocalists</th>
<th>&quot;HAPPY THIEVES&quot;</th>
<th>HAPPY PORTRAIT (KAPP)</th>
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<tbody>
<tr>
<td>All the Way (ABC)</td>
<td>160</td>
<td>-</td>
</tr>
<tr>
<td>You Don't Care (FAME)</td>
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<td>-</td>
</tr>
<tr>
<td>NEW ORLEANS CHORUS &amp; ORCHESTRA</td>
<td>160</td>
<td>-</td>
</tr>
<tr>
<td>Your Foolish Fool (ABC)</td>
<td>160</td>
<td>-</td>
</tr>
<tr>
<td>Your Foolish Fool</td>
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<td>-</td>
</tr>
<tr>
<td>YOUR TWIST PARTY (PAR)</td>
<td>160</td>
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### INSTRUMENTAL LP's

**Title (Label)**

<table>
<thead>
<tr>
<th>Mood and Dance</th>
<th>&quot;HAPPY THIEVES&quot;</th>
<th>HAPPY PORTRAIT (KAPP)</th>
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<tr>
<td>NEW IN the USA</td>
<td>160</td>
<td>-</td>
</tr>
<tr>
<td>BIG BAND PLAYS HITS</td>
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<tr>
<td>CHRISTMAS MUSIC</td>
<td>160</td>
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<tr>
<td>CHRISTMAS SONGS</td>
<td>160</td>
<td>-</td>
</tr>
<tr>
<td>JUMPIN' JUKE BOX</td>
<td>160</td>
<td>-</td>
</tr>
<tr>
<td>NOODLE ROVER</td>
<td>160</td>
<td>-</td>
</tr>
<tr>
<td>THE SILENT NIGHT</td>
<td>160</td>
<td>-</td>
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<tr>
<td>CHRISTMAS CAROLS</td>
<td>160</td>
<td>-</td>
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<tr>
<td>SING ME A SONG</td>
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<td>-</td>
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<tr>
<td>SONGS OF THE NIGHT</td>
<td>160</td>
<td>-</td>
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<tr>
<td>TWISTIN'</td>
<td>160</td>
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### SHOW MUSIC

**Original Cast**

<table>
<thead>
<tr>
<th>Role</th>
<th>&quot;HAPPY THIEVES&quot;</th>
<th>HAPPY PORTRAIT (KAPP)</th>
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<tbody>
<tr>
<td>THEATER</td>
<td>160</td>
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</tr>
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### MIXED VOCAL

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<th>&quot;HAPPY THIEVES&quot;</th>
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<tr>
<td>COME FROM AWAY</td>
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<td>ANYTHING GOES</td>
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<tr>
<td>ME AND JULIO</td>
<td>160</td>
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<tr>
<td>ME AND JULIO</td>
<td>160</td>
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### CLASSICAL & SEMI-CLASSICAL LP's

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### MUSIC FROM MUSICALS, FILMS AND TV

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MONAURAL RECORDS REDUCED TO $3.98

All the Time hits — greatest independent catalog in the industry — formerly $4.98, now at this new low price! Monaural only; Time's superior stereo remains at $5.98.

EVERY GREAT TIME MONAURAL, INCLUDING THESE POWERFUL NEW RELEASES, NOW AT THE NEW LOW PRICE!

Stock up NOW to capitalize on the sales-power of this explosive low-price offer. Call your distributor or:

TIME RECORDS INC. 2 West 45 Street, New York
ARTISTS' BIOGRAPHIES

For your programming use, here are pertinent facts about hit disk artists, if clipped and posted in an attractive manner, they will make your station a success.

BURL IVES
REAL NAME: Burl Ives
BIRTHDAY: June 14
HOMETOWN: Hunt City Township, Illinois
B.C.G. GROUND: In the music field, Ives has primarily been known as a folk singer, although his extensive travels, varied background, and unusual voice talents have enabled him to present an extensive repertory of recorded music to his many fans, all on the Decca label.

THE QUESTION:
Do you think the Twist is just a passing fad or will it go down to posterity with the Charleston, Lindy and Big Apple?

THE ANSWERS:
BURL IVES: TWIST-IV-RISE
Apparently the Twist will be with us for a long time. However, the most current Twist devotees are not the same people who were originally in the craze the first time it happened. The average teen-ager is also archaic. Current Twist fans are adults or at least sophisticated, older-competition people who are not interested in Twist records or as audiences for discos. This, I feel, points to a tremendous depression in the Twist, but herefore recognized buying power for pop records.

GENE KAYE
WALT, Preston, N. J.
I feel the Twist is here to stay. The teen-agers obviously loved it and still do. The adults have now adapted it for their own use as proved by my Friday night shows at the very conservative Grossinger Hotel and Country Club. Any dance whose popularity forces the dancing of the nation to teach it is obviously more than a passing fad. Several records which bear my name report Twistling along with the universal appeal and all societies in the country programs. I feel that it will continue on in all of the nation. Adults have found it is a light-hearted escape from daily humdrum. The society finds it different and exciting. And, of course, the kids love it. What fun people eat, sleep and drink the Twist. Chiropractors have found it profitable too!

RUSTY PAGE
WGV, Charlotte, N. C.
The Twist, even though its popularity may seem to be on the decline, will definitely go down in the annals of dance history as a sideline twist. It's a natural for many bodies and a natural for anyone who can move or can dance.

WHY "MOVE TO 'GOOD MUSIC' ACCENTS TREND"

Other stations which have modified their formats recently and adopted a softer sound and a trend, like WMGM, CKWQ, Canada, withPhiladelphia, KUDY, Seattle (which changed its call letters to KIXI last month to conform to the dignity of being a "high camp, top flight") KAL, Salt Lake City; WIP, Philadelphia; WNEB, Worcester, Mass.; WCB, Wilkes-Barre, Penn.; and many others.

Stereos FM * A Factor
The advent of stereo FM and the growing popularity of stereo album has also played a part in shaping up the trend toward more music of a different sort.

KALI, particularly sound-conscious, is also one of the leading stations in this field. In addition to dropping Top 40 in favor of "Swing Along Sounds", KALI last month introduced a program on a new sound system that adds "live" presence to a radio station's broadcasting signal.

The outlet has leased two "Surround Sound" units, which provide continuous 24-hour-a-day presence and one for one as a production aid. Preview programs of "Surround Sound," produced and broadcast by Broadcast, Hollywood, were broadcast last month from KALI's studios to stations of the International Network. Howard R. Peterson, manager of KALI, notes: "This is something the listener wants. He proves it: he wants to hear sound in a more realistic, fuller sense than with ordinary stereo."

You don't have to be between two speakers.

TV DEBUT
The new service can be used on AM and FM radio, TV, concerts, opera, classical orchestra, and in large night clubs. Red Skelton debuts "Surround Sound" in a new NBC "Red Skelton Show." And Vic Damone used it during its development for his entire Las Vegas runway tour.

Only one AM, FM and TV station has made use of "Surround Sound" in each market, and more will follow. Chicago, Boston and New York will be using it soon. Networks will find

Programmers Panel

If you have a provocative question or a provocative disk policy, please send it to the Programming Panel, 1042 Broadway, New York 35, N. Y. Your name will be credited when the question is printed.

THE QUESTION:
Do you think the Twist is just a passing fad or will it go down to posterity with the Charleston, Lindy and Big Apple?

THE ANSWERS:

By JUNE BUNDY
GREEN STAMPS: The station, WERE, Cleveland, kicked off its "S & H Green Stamps" promotion by presenting S & H every hour throughout the day. Listeners having the correct phone number in their telephone numbers are asked to call the station. First ten callers were each given a letter or page and a letter on that page from the S & H Idea Book. The promotion continues through entire week. Only the first ten persons to answer question correctly, can win up to 300,000 green stamps in one year.

GOSPEL SPECIAL: Jim Trippe, who retired from air work four years ago due to a heart condition, is now operating a B.B.-type service (Huntville, Ala.), which provides merchandising and promotion services: (lapel buttons, bumper strips, etc.). He is readying his "CHRISTIAN BUSINESS" for mail order. Jim has been in the gospel field for years, and is the man to see who is the man to see. Look for his name in the future.

CHANGE OF THEMES: Andy Benedict, disc-jay assistant program manager of WWKR, New York, since 1946, has been appointed program manager of WRFM, New York. Hall Cooper has succeeded Benedict as assistant program manager of WRFM. Nick Power has resigned from his 7 p.m.-midnight post at WCRE, Providence, R. I., and is interested in forming a new station at a later date. Prior to joining WCRE, he was program director of WMCI, Chicago, and KOIL, Denver, and recently joined KLAC, Los Angeles, in the midnight to 6 a.m. time slot.

JOSIAH: Josiah has returned to WXYZ, Detroit, in the 7:15 p.m. to midnight time seg, Monday, Thursday, and from 7 p.m. to midnight, Saturday. The jock left WXYZ some time ago to join another station, and has now returned to his former position. Fred Wees at WXYZ, in addition to his daily chores he will now handle the "announcer" business. From Thursday the 23rd to 7:45 p.m. Coca-Cola sponsors the teen show. In addition from Monday evening to 9 p.m., the morning show at KGK, Pittsburgh, is James E. Gearhart. In addition to this, no one is operating at KKC at the present time.

John H. Muir, who causes "The World of Jazz," on WQXR, New York, has premiered another subscription series, "Black," on Fridays from 7:30 to 6 p.m., Leslie Steel, formerly a programming executive of the program which (headquarters at KFY, San Francisco), has handled the p.d. post at KGO, San Francisco. (Fred) Ed Patterson left the morning slot at WGO, Chicago, took the 6:00 a.m. seg at WPTF, Albany, N. Y., and Bob Robbins, executive producer of "Black," is now at WKLO, Louisville, Ky. -- Irv Lichtendienst, ex-Mutual Broadcasting System exec, has resigned and joined WJDC, D. C. edition of "Executive Board," in the same capacity as before.

YESTERDAY'S HITS: Changes of programming from your listener's favorites, featuring the disks that were the hottest in the land five years ago and 10 years ago, this week. Here's how they rated on Billboard's charts then:

POP-5 Years Ago

"Jiggle the Beat," E. Michael, Columbus
"Green Door," Love, Det.
"Bluebell Hill," F. Dennis, Imperial
"On the Sunny Side," E. Michael, Imperial
"Bananaberry Song," Tarrius, Glory
"Dot's Waltz" By F. Dennis, Imperial
"Sentimental Journey," E. Michael, Imperial

POP-10 Years Ago

"I Got Rhythm," E. Michael, Columbia
"I'm All Smiles," E. Michael, Columbia
"I'm Sorry," E. Michael, Columbia
"Who's That Girl," E. Michael, Columbia
"I'll Be Seeing You," E. Michael, Columbia
"I'm in the Mood for Love," E. Michael, Columbia

RHYTHM & BLUES—5 Years Ago

"Bluebell Hill," F. Dennis, Imperial
"Blue Monday," F. Dennis, Imperial
"Time in a Bottle," F. Dennis, Imperial
"I Don't Care If It's Heaven Or Hell," F. Dennis, Imperial

RHYTHM & BLUES—10 Years Ago

"Love Me," F. Dennis, Imperial
"I'm Sorry," E. Michael, Columbia
"I Can't Stand the Rain," E. Michael, Columbia
"I Can't Stand the Rain," E. Michael, Columbia
"I'll Be Seeing You," E. Michael, Columbia
"I've Got Rhythm," E. Michael, Columbia
"I'm All Smiles," E. Michael, Columbia
"HERE'S A SUBWAY THAT'LL RUN & RUN!"

- New York Mirror

AND HERE'S AN ALBUM THAT'LL SELL & SELL!

COLUMBIA RECORDS

KOL 5730/KOS 2130*
A.S. Tops Department Store Disk Discounting

*Continued from page 4*

more selective basis with a series of different offers, all made through five-column ads in the Sunday (7) and Thursday (11) New York Times. A series of London complete opera sets, for example, were available at discounts of 50 per cent or better. The Victor Stereo-Action sound series, with a list of $23.38, were being sold at $13.99, about 30 per cent off. At Goody's a list of the Top 10 best-selling records in the stores, "No B.S. to Billboard," were offered at 50 per cent or more off. This list included the logs of a list of 25 different labels, including ABC-Paramount, Dot and Evergreen. Another group of 32 labels, including Atlantic, Commodore, Victor, Capitol, London, Kapp and Jubilee were pegged at 40 per cent off, while another 32, including

Birnbaum's Plan: Gas Up and Buy

NEW BRITAIN, Conn.—How can a stereo dealer get prospective buyers to drive long distances in order to look over his wares? Just buy them the gas to visit the store," says M. B. Birnbaum, who heads up the stereo department of Birnbaum's. The offer of free gasoline for the showing is particularly attractive, he feels, to certain groups, as the offer is quite attractive to bring in more than 500 prospects, many of whom believe automobiles are cheaper than public transportation.

Each customer coming in during special sale events was asked to state the number of miles driven, then compensated in cash for the amount of gasoline consumed. While this was, of course, an open invitation to purchasers to go for the free gasoline offer without the intention of buying, this was counterbalanced by the fact that consumers who brought the long distance came more than 60 and have probably listened to a lot of stereo phonographs, tape recorders, television sets, etc. The free gasoline offered was dictated to the Auto Union living who indicated it was an easy way to get to the store. It was completely free, and probably the customers who came the longest distance, some of them more than 60 miles, felt the postage stereo phonographs, tape recorders television sets, etc. The offer does appear very attractive to the long-distance customers.

Webcor Introduces New Line Of Tape and Phonograph Machines

CHICAGO — Webcor, Inc., has added a host of new midyear models to its line of phonograph machines, some of which will be made available through a special premium and combination dealer incentive.

In the tape field, the firm is offering a new fidelity tape machine and a combination model at the low price of $79.95. The two-speed record weights 14 pounds; it is a new version of the firm's transistor recorder. The price of $79.95 is known as the Microcorder. The unit sells for $149.95. 

A special offer couples the recent II tape recorder listing at $169.95 and the Model 369 transistor recorder at $195.95 for a combination deal for $195.95, a savings of almost $30 over the price of the recorder alone. The tape machine has an AM as well as an airways

ALBUM COVER OF THE WEEK

Twist

FROM ME TO YOU—Coaxie Sneeden, Western star in many movie vehicles, is the star of this charming young people's recipe card. Credit for the picture goes to the directors and for the joy the vocal joy.
**AMERICA'S NEWEST TWIST HIT!**

**ROD McKUEN'S Oliver Twist**

Written by GLADYS SHELLEY and ROD McKUEN
Produced by RONNY GITTMAN

**Spiral #1407**

**CHECK YOUR NEAREST DISTRIBUTOR TODAY!**

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LD 4-2349

**CHICAGO, ILL.**
Center Dist. Corp.
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MA 7-9116

**CINCINNATI, OHIO**
Center Dist. Corp.
27-28 W. Court St.
PY 2-3202

**CLEVELAND, OHIO**
Center Dist. Corp.
1233 W. 9th St.
TD 1-6064

**DALLAS, TEXAS**
Big State Record
1327 Chemical St.
RI 2-5807

**DENVER, COLO.**
Pan American Record
335 S. Santa Fe Drive
RA 2-3731

**DETROIT, MICH.**
Center Dist. Corp.
3773 Woodward Ave.
TE 3-4700

**EAST HARTFORD, CONN.**
Tri-State Record Dist.
477 Park Ave.
BU 4-3225

**EL PASO, TEXAS**
5145 Post Oak Blvd.
309 S. Santa Fe St.

**GREAT FALLS, MONT.**
Music Service Co.
204 Fourth St.
GL 2-5764

**HILTON, FLA.**
Belle Reord, Inc.
411 E. 10th St.
722-8458

**HONGKONG, HAWAII**
Microphone Music
1244 Colfax Walk

**HOUSTON, TEXAS**
112 W. Dallas
314 E. 11th Street
PH 1-4800

**LOS ANGELES, CALIF.**
Center Dist. Corp.
2100 S. Washington Ave.
RE 5-3904

**MEMPHIS, TENN.**
Center Dist. Corp.
1718 S. Washington Ave.
JA 7-7867

**MILWAUKEE, WIS.**
Center—Chicago
(Mil. Tel.) BR 3-6258

**MINNEAPOLIS, MN.**
Heilicher Bros.
119 N. 9th St.
PE 3-2821

**NASVille, TENN.**
Center Dist. Corp.
147 Lafayette St.
AL 4-1591

**NEWARK, N.J.**
Center Dist. Corp.
315 Vehlo St.
MA 3-6822

**NEW ORLEANS, LA.**
All South Dist. Co.
630 Baronne St.
SA 5-6124

**NEW YORK, N.Y.**
Center Dist. Corp.
315 W. 47th St.
PH 7-8140

**OKLAHOMA CITY, OKLA.**
College Dist. Corp.
78 E. 5th Ave.
JA 5-3232

**PHILADELPHIA, PA.**
Center Dist. Corp.
1243 S. W. Chestnut St.
MD 3-7428

**PITTSBURGH, PA.**
Center Dist. Corp.
2332 Fifth Ave.
CO 1-3286

**PHOENIX, ARIZ.**
M. B. Knopf
1519 N. 16th St.
FA 2-8413

**RICHMOND, VA.**
Arabian Dist. Co.
5707 W. Leigh St.
EL 7-7979

**ST. LOUIS, MO.**
Norman Dist. Co.
1914 Washington Ave.
CE 1-3440

**SALT LAKE CITY, UTAH**
Great Western Distrib.
334 S. Second St.
EN 3-9001

**SAN FRANCISCO, CALIF.**
D. B. Jones
1010 Ameron St.
HE 1-5990

**SEATTLE, WASH.**
Center Dist. Corp.
511 E. 2nd Ave.
PA 5-0070

**SHELTON, L.A.**
Shelton's Record Shop
2351 W. 16th St.
of 10 LP albums and a special gospel and country "Drum- meros de Sol" which includes songs albums feature Faron Young, Webb Pierce, the Statesmen Quartet, the Osmond Gang, Jack Scott, the Anita Kerr Singers, the Gatlin Brothers, the Speer Family, the Stamps Quartet and Vern Gosdin. The gospel and country artists in the "Drummers" contains 27 individual station promos, weather, time and news signals, commercial intrusions and themes sung by the Bluegrass Boys, the Statesmen Quartet. Price tag on the complete package is $39.95.

American Corporations, bookers of c.w. talent with headquarters in Denver and San Francisco, experienced its biggest business in six years during 1964, according to the firm's president, Steve Stekler.

FOLK TALENT & TUNES

Continued from page 10

with the Golden Nugget calls for 14 weeks during 1962. Her group, the Devos-DeVries (Monument), also features Dave Ronson, lead guitarist; Mike Lane, bass, and Dave Andrews, drums. The group, which played Thunderbird Airlines, is Inc., Independence, Kan., and personal managers, Ron and Hank Thompson, is readying an important announces. He promises to break the news in another week or so. Halsey and Thompson early celebrated their 10th year of marriage. Ron Thompson and His Braze Valley Boys return to the Long Beach area, Feb. 1. Their itinerary for the coming month also includes stops at the Chestnut Inn, Kansas City, Mo., January 19, S. Journo's Club, Denver.

Ernest Tubb and His Trous- sers opened January 3 in Rean- ders on a tour that will carry them through Mauisouri, Tennessee, California, Oregon, Washington, Idaho, Utah, Colorado, Nebraska, Iowa and Oklahoma, winding up in Tulsa, Okla. The band's 10 bookings were arranged by J. J. Hod Smith, Sten-Han Records, Good- wood, Irv. Texas. Ray Price and His Cherokee Cowboys embarked on a 14-city tour, including Chicago, Los Angeles, Dallas, Des Moines, Kansas City, Oklahoma City and Baltimore. They will finish the tour in Nashville, Tenn. Unit- ed Press International.

on a 10-day swing through Cali- fornia, with follow with dates in Idaho and Washington. Bill Ritter plays five dates in California this week, with a final one in Bakersfield, winding up in Oakland. . . . Joe and Rose Alino opened their 10-day swing through Cali- fornia Tuesday with dates in Idaho and Washington. Bill Ritter plays five dates in California this week, with a final one in Bakersfield, winding up in Oakland. . . .

Continued from page 26

week. Other toppers in sales are "Duke of Earl," by Gene Chand- ler on Vl; "Let Me In," by the Statler Brothers on the Full of Tears," by Gladys Knight on Parry.

In close to the leaders and "Smoky Places," by the Cursives, "What's So Good About Goodbyes," by the Miracle on the Hotline, "Stop This Train," by And Stay and the orchestra on Swaz, and "Lost Someone," by James "Bowman on the Academy. Brenda Lee on Decca, is catching on here, and so is "Check Yourself," by the Testament of Miracles.

Merle McNeely's Northwood Shopping Center branch reports too many still finding new LPs in the market. While the singer pianist decided to stick close to the Top 20, sometimes reaching No. 1 further on the charts for a promising newcomer, but beyond the Top 20, the Salt Market of Mind Mart. "We can't expect to sell seven or eight bright new mem- bers every week in any quantity, and we get in the way of returns on the 45." It doesn't pass us to overload with singles stock.

Nobody has built a backyard to stem the rundown play as yet in the LP area, two dealers reported, but they still hold the singer pianist with his own "tremendous sales of Blue Hawaii."
THE NEW MUSICAL HIT!

"The Gay Life"

Lyrics and Music by DIETZ and SCHWARTZ

ALBUMS

ORIGINAL CAST
INSTRUMENTAL—Nelson Riddle
DANCE- INSTRUMENTAL—Billy May

SINGLES

MAGIC MOMENT—Nat King Cole
SOMETHING YOU NEVER HAD BEFORE—Vic Damone
OH, MEIN LIEBCHEN
COME A-WANDERING WITH ME—Nelson Riddle
OH, MEIN LIEBCHEN—Rose and Stevenson
WHY GO ANYWHERE AT ALL?—Pat Suzuki
WHO CAN? YOU CAN!—Margaret Whiting

all released by Capitol Records

HARMS, INC. / NEW YORK, N.Y.
**THE UNFORGETTABLE WILLIAM KAPELL**

* RCA Victor LM 2588 — This is one of Victor's Spotlight special packages, which also includes a free copy of the label's recording catalog. The late William Kapell, who died in a plane crash in 1953, is represented here by selections he recorded from 1936 to 1951. The complete set, without keyboard technique rated rave reviews from top-flight critics, is heard here on *The Romance of Piano.* The Piano Concerto for Piano and Orchestra, backed by the Boston Symphony with Serge Koussevitzky conducting, is performed by Rachmaninoff, Albeniz and Liszt. A quality package for collectors.

**MARIA CALLAS SINGS GREAT ARIAS FROM FRENCH OPERAS**

* Angel S 35882 (Stereo) — The exciting diva is spotlighted in another delightful recital to add to her growing catalog of great operatic arias. Here, ably assisted by *L'Orchestre National de la Radiodiffusion Francaise,* the464 collects favorite selections from the operatic repertoire of Gluck, Saint-Saens, Boccherini, John Thomas, Mozart and Verdi. The artist has never been pictured more favorably than on this cover, a fact which cars bring added sales.

**FRANCK: SYMPHONY IN D MINOR**

* Philips RR 86001 (Stereo & Monaural) — The famous Franck *Symphony In D Minor* is heard in a handsomely recorded version by the Philadelphia orchestra under the baton of Eugene Ormandy. The performance is up to the highest level of the Philadelphia's sound and the effect is outstanding. A strong set for new collectors.

**TCHAIKOVSKY: VIOLIN CONCERTO IN D MAJOR**

* Decca DL 74192 (Continued from page 32) — Anderson lends his quiveringly emotive vocal style and heartfelt Schubertian programming to the beautiful, country-styled heartache material, including six of his own. Among these, his great tune, "City Lights," but also to be found are Fred Koons' "Blue Eyes Crying in the Rain," Roy Assif's "As Long As I Live" and Jim Reeves' "Yonder Comes a Stranger." A decided improvement from last year's offerings and arrangements and country buyers should like it.

**SACRED**

* The Statesmen Quartet With Hovie List - Bing Crosby SING TV SPECIAL - RCA Victor LPM 2440 (Stereo & Monaural) — The Statesmen Quartet with Hovie Listinger is a broad sampling of religious music for today's modern listener. The group takes its roots in praise of the Lord through such popular tunes as "Rock of Ages," "Teach Me Lord to Wait," "Closer to Thee, and "Old Camp Meeting Days. They backed simply by piano.

**THE FOURTH DIMENSION IN SOUND**

* Shorty Rogers and various artists. Warner Bros. R 1443 (Stereo & Monaural) — Sound, jazz, special arrangements for the release of a new disk on all this to make it a standout. Ranging from the musical end are Sharp Rogers and a fine complement of musicians that includes Buddy Collette, Bud Shank, Paul Horn, Bob Mitchell and Shelly Manne. The tunes have swing and interest and are separated by country-styled and high-styled stereo buffs who like slick, subtle jazz with a touch of humor will like this one.

**MODERN SOUNDS IN JAZZ**

* Bill Doggett, Charles Brown, Louis Jordan, and others. Capitol DL 74176 (Continued from page 32) — A fine set for the Latin market for the many fans of Latin jazz who enjoy popular music with a Latin flavor. The work on this album is adapted to a popular Latin Market. A good chance for the jazz buffs to enjoy this one.

**SOLAR**

* Dizzy Gillespie, Charlie Parker, Red Garland, and others. Columbia DLX 1004 (Stereo & Monaural) — The album was similar in 1962 to this one in that it featured some of the great names of Latin music. Several of the instruments were taken from the popular lineup and the results were not as strong as those that followed it. A good deal of jazz was already on this one.

**THE COMING OF AGE**

* The Young Lords, Young Lords, Young Lords. United Artists DLX 1004 (Stereo & Monaural) — This is a special set for the Latin Market. A few of the tunes are included as background music for the Latin Market. A good set for the young Lords.

**NEW DIMENSIONS IN JAZZ**

* David Baker, Red Garland, and others. Warner Bros. BD 1442 (Stereo & Monaural) — A fine set for the Latin market for the many fans of Latin jazz who enjoy popular music with a Latin flavor. The work on this album is adapted to a popular Latin Market. A good chance for the jazz buffs to enjoy this one.
Heller Breaks "DEAR LADY TWIST"

Bob Heller, Distributor, is proud to announce gigantic 30,000 sales on "Dear Lady Twist" by U.S. Bond (LeGrand). Organic 30,000 sales "Small Sad Sam" by Phil McLean (Versatile). Snowman, 28,000 sales "Nanoom" by Sue Thompson (Holiday). Thanks to Phil's prayer, Mr. Heller lives. My Manufacturer, move forward in Philly. Get a live-wire record distributor by calling PGP/L 5-1010.

BOB HELLER

Philadelphia Flying Record Dist. Co.
462 Race Street.

NEW
NEW
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III SOUND III

A PRODUCT OF PREMIER RECORDS, INC.
365 W. 46 ST., N. Y. C.

BEST SELLING ON AUDIO FIDELITY!

DEEP LIST

FULL DEALER MARKUP

ASK 1150

BONUS PRE-PACK DISPLAY

GOING LIKE WILDFIRE!

NOBODY'S GONNA HURT YOU
by THE BEATLES

BY DONNA DEE

JANUARY 20, 1962

WASHINGTON, D.C.

WILLIAM J. MURRAY AND OTHERS

WHOM ALLops

THE NATION'S TOP TUNES

HONOR ROLL OF HITS

FOE WEEK ENDING JANUARY 20

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

<table>
<thead>
<tr>
<th>THIS WEEK</th>
<th>/ PUNCH PUBLISHER</th>
<th>TRADE CHART</th>
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<tbody>
<tr>
<td>1</td>
<td>THE TWIST</td>
<td>By Hank Ballard - Published by Jay Lee &amp; Co. (BMI)</td>
</tr>
<tr>
<td>2</td>
<td>PEPPERMINT TWIST</td>
<td>By Joey Dee &amp; Dionne Warwick - Published by Impact-Wax (ASCAP)</td>
</tr>
<tr>
<td>3</td>
<td>THE LION SLEEPS TONIGHT</td>
<td>By Waves-Picasso-Crowns - Published by Dioda (ASCAP)</td>
</tr>
<tr>
<td>4</td>
<td>CAN'T HELP FALLING IN LOVE</td>
<td>By Waves-Picasso-Crowns - Published by Gladner (ASCAP)</td>
</tr>
<tr>
<td>5</td>
<td>HAPPY BIRTHDAY, SWEET SIXTEEN</td>
<td>By H. Greenfield &amp; N. Schubert - Published by Abdo (BMI)</td>
</tr>
<tr>
<td>6</td>
<td>RUN TO HIMO</td>
<td>By Kite-Colin - Published by Abdo (BMI)</td>
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<tr>
<td>7</td>
<td>WALK ON BY</td>
<td>By Hyatt - Published by Lowry (BMI)</td>
</tr>
<tr>
<td>8</td>
<td>I KNOW</td>
<td>By Barbara George - Published by St. John (BMI)</td>
</tr>
<tr>
<td>9</td>
<td>WHEN I FALL IN LOVE</td>
<td>By Victor Young &amp; Edward Korn - Published by Norman (ASCAP)</td>
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<tr>
<td>10</td>
<td>WHEN THE DOT IN YOUR ARMS</td>
<td>By Tommy Dickens - Published by Fredric (ASCAP)</td>
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<td>11</td>
<td>UNCHAIN MY HEART</td>
<td>By A. James &amp; J. F. Harris - Published by Tom Fox (BMI)</td>
</tr>
<tr>
<td>12</td>
<td>NORMAN</td>
<td>By D. Gaskill &amp; G. Rose - Published by Abdo (BMI)</td>
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<tr>
<td>13</td>
<td>GOODBYE CRUEL WORLD</td>
<td>By Shay - Published by A. S. Roberts (BMI)</td>
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<tr>
<td>14</td>
<td>LET THERE BE DRUMS</td>
<td>By Nelson-Poliakoff - Published by Travis (BMI)</td>
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<tr>
<td>15</td>
<td>A LITTLE BITTY Tear</td>
<td>By Hank Cochran - Published by Phair (BMI)</td>
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<tr>
<td>16</td>
<td>TOWN WITHOUT PITY</td>
<td>By D. Skinnerman - Published by United Artists (ASCAP)</td>
</tr>
<tr>
<td>17</td>
<td>BABY IT'S YOU</td>
<td>By Max David Smith - Published by Warner Bros. (BMI)</td>
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<tr>
<td>18</td>
<td>COTTON FIELDS</td>
<td>By Manno-Williams - Published by Warner Bros. (BMI)</td>
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<tr>
<td>19</td>
<td>PLEASE MR. POSTMAN</td>
<td>By D. Gaskill &amp; G. Rose - Published by Abdo (BMI)</td>
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<tr>
<td>20</td>
<td>THE WANDERER</td>
<td>By R. Monroe - Published by Schwartz-David (ASCAP)</td>
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<tr>
<td>21</td>
<td>MOON RIVER</td>
<td>By Mancini-Mercer - Published by Warner Bros. (BMI)</td>
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<tr>
<td>22</td>
<td>REVENGE</td>
<td>By Rudi Wema - Published by Rappoli (BMI)</td>
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<tr>
<td>23</td>
<td>FUNNY HOW TIME SLIPS AWAY</td>
<td>By Willie Nelson - Published by Warner Bros. (BMI)</td>
</tr>
<tr>
<td>24</td>
<td>SMALL SAD SAM</td>
<td>By Sonny Bono - E. V. Dept - Published by R.P.D. (ASCAP)</td>
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<tr>
<td>25</td>
<td>IF YOU GONNA MAKE A FOOL OF SOMEBODY</td>
<td>By Rudi Wema - Published by Warner Bros. (BMI)</td>
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<tr>
<td>26</td>
<td>IRRESISTIBLE YOU</td>
<td>By Joah Davis - Published by Lloyd &amp; Logan (BMI)</td>
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<tr>
<td>27</td>
<td>DEAR LADY TWIST</td>
<td>By Guru - Published by Phair (BMI)</td>
</tr>
<tr>
<td>28</td>
<td>ROCK-A-HULA BABY</td>
<td>By W. Hamilton Fehr - Published by Gluck (ASCAP)</td>
</tr>
<tr>
<td>29</td>
<td>DEAR IVAN</td>
<td>By Lippner-Snees - Published by Northern (ASCAP)</td>
</tr>
</tbody>
</table>

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

2. PEPPERMINT TWIST - Joey Dee and the Starliters, Atlantic 481.
3. THE LION SLEEPS TONIGHT - Takacs, RCA Victor 7941.
5. HAPPY BIRTHDAY, SWEET SIXTEEN - Neil Sedaka, RCA Victor 9948.
6. RUN TO HIM - Brian Van, Liberty 6504.
7. WALK ON BY - Leroy Van Dyke, Mercury 6514.
8. I KNOW - Barbara George, APO 601.
9. WHEN I FALL IN LOVE - Letterman 6515.
10. WHEN THE BOY IN YOUR ARMS - Connie Francis, MGM 4658.
11. UNCHAIN MY HEART - Ray Charles, ABC-PARAMOUNT 4156.
12. NORMAN - Sue Thompson, Hickory 499.
14. LET THERE BE DRUMS - Liberty Imperial 7151.
15. A LITTLE BITTY TEAR - Bud Leo, Decca 13350. Wanda Jackson, Decca 13350.
17. BABY IT'S YOU - Shirley & Roger, Shelter 650.
18. COTTON FIELDS - Highwaymen, United Artists 370.
20. THE WANDERER - Dean, Liberty 5446.
22. SMALL SAD SAM - Sonny Bono, E. V. Dept - Published by R.P.D. (ASCAP).
23. IF YOU GONNA MAKE A FOOL OF SOMEBODY - James Brown, Cir- cle 110.
24. IRRESISTIBLE YOU - Bobby Darin, Aria 6234.
25. DEAR LADY TWIST - Gary (E.) Bext, Liberty 5442.
27. DEAR IVAN - Jimmy Dean, Capitol 13350.
28. BREAK IT TO ME GENTLY - Brenda Lee, Delta 3146.
• Reviews of New Singles

**Continued From Page 12**

modal work and danceable claves give it a Latin feel. Watch it. (RCA, ASCAP) (2:05)

**NON 'N TOWN**—The long hot for Frank. Sound more than that. In a beat. Smooth and mellow. Many fine claves.

**Bernie's Blues**—A warm, flowing piece. Fine claves.

**RECORD SERVICE DJ'S**

"I'LL SHIP"--(Shapiro-Bernstein, ASCAP). This one really moves on in a big sound. Watch it. (Joy, ASCAP) (2:05)

**Honeysuckle Rose**—Here's a fine artistry arrangement of the old standby. Good vocal support with the edge. (Joy, ASCAP) (2:05)

**SIMMS YIN**

**BILLIE JOE**—A warm followup for the Sierra Twins of their recent "Hot Sauce," but this time it's a bit more time off, a good go-go arrangement on new style lead. Feel it. (Mercury, ASCAP) (2:05)

**Frankie Avalon**

"SIX MILLION DOLLAR MAN"—Here's the popular theme song for the new TV show. Fine artistry. (RCA, ASCAP) (2:15)

**Francisco de Castro**

"FOXX SIX"—Another fine Latin theme. Fine claves.

**Tony Middleson**

"THE GUITAR RHYTHMISTS"—Fine arrangements on this fine Latin theme. Fine claves.

**Danny Peppert**


**Ja Le Dough**—Another Latin theme with fine claves. Fine vocal support.

**BANK MABR**


**Jorgen Ingmann**

"Pharaoh's Serpent"—K-Town. Ingmann has another Latin theme with fine claves.

**Ridley*"—Here's a fine Latin theme with fine claves.

**The Squared Lover**

"In Town"—A fine Latin theme with fine claves.

**Lou Has"—It's on a Latin theme with fine claves.

**The Riff Brothers**

"Capital—4999"—An interesting Latin theme with fine claves.

**Jorgen Ingmann**


**Ridley*"—Here's a fine Latin theme with fine claves.

**The Squared Lover**

"In Town"—A fine Latin theme with fine claves.

**The Riff Brothers**

"Capital—4999"—An interesting Latin theme with fine claves.
International News

**Continued from page 18**

and Denmark. Together with the sales in the Benelux countries, the sales total is about 300,000 copies, which is a record for a Norwegian.

**Recording**

This week a German representative for the Hit Visions records comes to Norway to make a German recording of the Kav Boys and the s.r.k. man of Nor-Den A/S, Toto Johannessen, goes to Sweden to secure the three boys for Swedish distribution.

Liberty in Norway

As of February 1 Iversen & Foug takes over the representation.

Minneapolis Breaks

**Continued from page 4**

and was picked as an "instant discovery" by KDWP.

Angels

"Flying Blue Angles" by Johnny and the Pilots on Cook Records this week, is continuing to sell well. It is the third release on the national charts.

Several other new tunes are also being picked by the radio trade here. Lou Rieger, musical director of the station like "Shimmy, Shimmy Walk" Part II by the record on the Judo label, an opinion, incidentally, that finds concurrence in Jim Young country of Big Playing at the WJF in Chicago, and "Nine Little Teardrops" by Syl and Son from her Hickory album.

Ron Clark as KNOT, N. D. (J. W. & L. ), the station has been picking excellent reaction from Jack Cook's "Buy, Run Boy" on the Ramco label. Clark points out the record is No. 12 on the station's chart and odd enough, this no distributor for this area, but record stores are swamped for the record, and Clark feels he can do something else except move it higher each week.

Mercury Bows

**Continued from page 4**

"His", English piano duet, Rowick and Langsam performing "The World's Favorite Piano Classics", "Spanish Happiness", Vienna Concert Orchestra, "Great South Western", Holland's Madrid on "El Tango", The Belgian Francis Bay, "Swinging the Latin Beat" On Madison with a 10,000 crowd capacity. Gehr, Andalusion star of the "new" of Spain, visited Zanishe. She received an award as the most promising female talent of 1961 among the younger singers. The Mack Ke Mac's from Brussels are to be guest stars soon in Europe.

**Reviews of New Albums**

**Continued from page 35**

In the reviews section of this album, the usual separation and pregrowth effect is evident. There is much variety and interest in work by such groups as the "Beatles" and the "Rolling Stones". Both the groups have a strong following and are well received by the audience.

**NEW SPANISH CONCERTS**

In Spain, the concert has been with a strong following and is well received. One of the highlights of the concert is the performance of the "Beatles" and the "Rolling Stones".

**MODERATE SALES POTENTIAL**

FOLK

**HILL R & B SIDES**

HOT R & B SIDES

BILDSON MUSIKWEEK

JANUARY 20, 1962

BILBOARD MUSIKWEEK

HOT R & B SIDES

BILDSON MUSIKWEEK

JANUARY 20, 1962

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HOT R & B SIDES

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BILDSON MUSIKWEEK

JANUARY 20, 1962

BILBOARD MUSIKWEEK
**HOTTEST STREAK IN THE CHESS CHECKER ARGO 10-Year History!**

**"SMOKY PLACES" CORSAIRS TUFF 3030**

**"A LITTLE TOO MUCH" CLARENCE HENRY ARGO 5408**

**"LET ME IN" THE SENSATIONS ARGO 5405**

**"SHIMMY SHIMMY WALK" THE MEGATONS CHECKER 1005**

**"OH CINDY" THE VIBRATIONS CHECKER 1002**

---

**HOTTEST SALES POTENTIAL**

**RICKY ALEX**
- *A Man's Got A Right To Cry* (Everly Bros., MCA 1970)
- *I Can't Help Myself* (Down South, BML 1969)
- *I Don't Need Your Love* (Acapella, BML 1969)
- *I Don't Love You* (Frisco, BML 1969)

**ED COREY**
- *Deep Down* (Columbia, MCA 1970)
- *Don't Bring Me Any Souvenirs* (MCA 1969)
- *Good Times Are Comin'* (Columbia, MCA 1969)
- *I'm Going To Live* (Columbia, MCA 1969)

**BILLY REYNOLDS**
- *A Man's Got A Right To Cry* (Everly Bros., MCA 1970)
- *I Can't Help Myself* (Down South, BML 1969)
- *I Don't Need Your Love* (Frisco, BML 1969)
- *I Don't Love You* (Frisco, BML 1969)

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**MODERATE SALES POTENTIAL**

**COUNTRY & WESTERN**

**RICKY ALEX**
- *A Man's Got A Right To Cry* (Everly Bros., MCA 1970)
- *I Can't Help Myself* (Down South, BML 1969)
- *I Don't Need Your Love* (Frisco, BML 1969)
- *I Don't Love You* (Frisco, BML 1969)

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**MODERATE SALES POTENTIAL**

**COUNTRY & WESTERN**

**RICKY ALEX**
- *A Man's Got A Right To Cry* (Everly Bros., MCA 1970)
- *I Can't Help Myself* (Down South, BML 1969)
- *I Don't Need Your Love* (Frisco, BML 1969)
- *I Don't Love You* (Frisco, BML 1969)

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**STRENGTH SALES POTENTIAL**

**COUNTRY & WESTERN**

**RICKY ALEX**
- *A Man's Got A Right To Cry* (Everly Bros., MCA 1970)
- *I Can't Help Myself* (Down South, BML 1969)
- *I Don't Need Your Love* (Frisco, BML 1969)
- *I Don't Love You* (Frisco, BML 1969)

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**PHILIP ROY**
- *And when she was making an appearance in Chicago last month, she found out that a lot of dealers had never heard of Gloria Lynne. When they heard some of Lynne's records they asked if they could get hold of her out of anything. In 1970, I'll never forget, she said, "I put together a couple of bundles of the LP's that I've had in the store and flew out there." I sold the records fast and made a nice profit. In fact, I sold out in about three weeks. I can't understand why they didn't hear of this singer. In particular, the general singles scene, Stinson noted, showed the impact of 45 rpm disks that are so thin that they are easily warpc. Onn unfamiliar records, he defended this in regard, he stated, "I've had the whole bunch of records flown to me with all of them slightly warped. I wish they would do something about this."
Chicago Ordinance is First Tangible Ray of Hope in Anti-Loin Campaign

By NICK BIRKO

CHICAGO—A recently passed city ordinance imposing loans and bonuses to certain locations appears to be the first tangible ray of hope for eliminating a practice described as salesmanship of the law. Previously loans in the Windy City ranged from a few hundred dollars for a daily rental of $200 or more. Outright gifts of several hundred dollars were also common. The number of available jail bonds was increasing, and the creditors were slowly shrinking over the past few years and competition for new locations has been tight.

New Light on Subject
Business being what it is, efforts to curb the growing loan and loan problem were largely unsuccessful. Now, the anti-loan city ordinance puts matters in a new light. Business is a risk that must be taken by the retail liquor dealers (which included tavern owners) from accepting any value of anything from coin machine operators, provided, of course, that the provision does not apply to commissions. In this practice, includes all of the junk centers of the city.

As the ordinance was just passed late October 11, it is still too early to accurately determine its effectiveness, but most operators are trying to cooperate with the city by complying. Locations he had approached were still untouched. Other operators in the city, said Kies, have followed suit with enthusiasm.

Time Will Tell
Whether the situation will continue, though, only time can tell. Kies noted that cooperation by all operators will be necessary for the ordinance to be effective.

L. A. LOAN PROBLEM EASES AS OPS TAKE SAFEGUARDS

By SAM ABBOTT

LOS ANGELES—How serious is the loan problem in this area? Abel, and they will probably say it is the worst ever, but they have been heard to say that the loan problem is no greater than it was a couple of years ago.

No one wants to be identified with the loan business. As a rule, operators keep a low profile. But he certainly knows a lot in detail about what the other fellow is doing. A loan in this area is made on the basis of advance commission and most of the operators charge interest. With the new laws in effect, many operators are on the mend.

Install on Contract
While the loan business and the coin machines are considered bad, the operator has turned them to his advantage in cases. Operators can obtain a commission when a loan is made or a bonus has been used. The practice of front money is dwindling. One operator said that $500 seems to be the average loan made and it is seen to get a guarantee and that it would be the worst thing in the world.

By this time, however, there has been an idea whether the state would not to license for a $50 deduct or if the chances are the chances are that the front money agreement will be adhered. If not, then the location is often out of business or in some cases 45-45 with 10 per cent going for promotion.

N. Y. Loan Situation

By AARON STERNFIELD

NEW YORK—Christmas was celebrated here nearly a month ago, but Santa Claus is still taking excellent care of the thousands of Gotham tavern owners.

To a New York location owner, Santa Claus is the coin machine operator, and his gifts are generous indeed. Local operators will do nearly anything to get a location, and to keep a good location, forget about the "ready.

Bonus System
While loans are a thorny problem in most other areas of the nation, financial relationships between operator and location owner are further complicated here by the bonus system. Here's how it works:

The contract on a coin location—growing the operator is a good deal, it is not the chances are the chances are that the front money agreement will be adhered. If not, then the location is often out of business or in some cases 45-45 with 10 per cent going for promotion.

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Mass. Operators Form Assn. To Fight Machine Licensing

By CAMERON DEWAR

BOSTON — With the specific aim of fighting and defeating House Bill No. 540, the proposed measure that would license all coin-operated machines in the Commonwealth of Massachusetts, bulk vending operators from New York (1) and organized the first bulk vending group in the history of the area, the Massachusetts Bulk Vending Association.

The meeting attracted 50 persons concerned with the industry and was sponsored by Cramer Gum Company of East Boston, with Richard Rollins, vice-president of the firm, speaking the move. The Cramer Company served luncheon for the attendees at the Logan Airport Hotel. While many notable figures in the bulk vending business attended, regret was voiced because of the absence of Don Mitchell, council for NVA and Leo Leary, representing Lea Brands, Inc., both of whom were grounded by ice-slicked runways in Chicago.

Cramer Host

Hosting the occasion was Ellington M. Cramer, president of the Cramer Gum Company and the organization were invited to bulk operators. The immediately selected a slate of officers who are President, Irving Frantoff of Newton; vice-president, Norman Keesch, Providence, R. I.; secretary-treasurer, Sam Weinroth of Dedham. Named as directors were: Arnold Goldman, Providence. R. I.; Edward Levenson, Tiverton, R. I.; Sam Faust, Lawrence; Joshua Yonos, Peabody; Richard Kramlyn and Edward Dolan of Boston.

Previous to the luncheon and the organization of the new group, five speakers filled the operators on the dangers of the bill coming before the Legislature and the need to organize to fight it and others of its type:

Walter Guild of Guild Associates, who represents NAMA and introduced himself as a lobbyist, told the group that there had been 131 bills allied at the vending trade since 1953. Only one of these, he said, had passed, but all of them had been bought against. Some 20 bills have been filed this year affecting the coin machine industry, and Guild is at present handling the food vendors' end of this bill and will be adviser to the new bulk group.

Richard Rollins in his opening remarks drew a parallel to the Boston Tea Party and strongly urged the formation of a group within the bulk industry. Myer Abelson came from Florida, representing Sid Bloom of Oak Manufacturing Company, Los Angeles. He discussed his latest experience in organizing the vending operators in Florida and told of the confidence the group had brought to the operators.

Fole Suggestion

Roger Fole, president of NVA, talked on the benefits of NVA, and his brother, Harold, secretary of NVA, outlined the organizational procedures in setting up the New York State Association. He also urged operators to make an effort to attend the NVA convention in Florida the week of March 17. Attending was a young man, Angelo Musco, secretary to Gov. John Vesper, who expressed his sympathy toward the vendor's problem and said he was arranging for the Governor to meet Walter Guild to discuss the matter of the bill.

The directors went to work quickly and set up another meeting for (14) in Jack & Marino's in Brookline. The board then plans to contact manufacturers and suppliers for the bulk vending industry and select their support for the New England organization.

Other bulk operators who joined MBVA were: Charles E. Warden of Newton, Peter N. Diamond of Brookline; Anthony Crouse of Lynn, Francis R. Ryan of Arlington; Albert Horvitz of Boston; Mario Pichetti of Newton; Edward H. Christe of Woburn; Louis D'Antonio of Melrose; Roy W. Lander of Quincy; Edward Dolin of Mattapan; Ellis Winkels of Hol; William Granty of Fall River; George Taylor of Everett. Also, Alfred C. Cookey of Wakefield, Thomas Y. LaPeter of Fall River; William J. Hopper of Everett; Albert J. Crotty of Melrose, the Colonial Distributing Company of Providence, R. I.; Buymore Vending Corporation of Baldwin, N. Y.; and Fole Vending Company, Inc., of East Orange, L. I., N. Y.

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A standard model which loans from the bottom with 91.5 lb., 91.5 lb. or 115 lb. globe. Top loading models with chrome lid and retaining ring available with 91.5 lb. or 115 lb. globe. Write for pictures and prices.

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EPPY-GUGGENHEIM, INC.
New Station Wagon Prize Of Paul A. Price Contest

NEW YORK — Paul A. Price, inc., local charm manufacturer, this week announced details of a contest which will wind up with a bulk vending operator or distributor winning a new Ford Falcon station wagon.

Starting February 1, each purchaser of charms from the company will receive one ticket for the first $1,200 worth of purchases and an extra ticket for each additional $100 worth of purchases. Both operators and distributors are eligible for the contest.

At the 1963 convention of the National Vendors Association in Chicago, a drawing will be held, and the winning ticket holder will receive the station wagon. Operators or distributors must be present at the convention to be eligible to win.

Price said that during the course of the year, additional prizes will be announced for the March, 1963 contest.

Strong Finish

Price said that while 1963 started off slowly, his firm ended the year by topping the previous year’s sales figures by about 10 per cent. He explained that the last-quarter spurt of business was responsible for the increase, and he added that 1962 has started off strongly.

Last year, Price introduced eight new charm items; this year he plans to introduce 25. The first 1962 release was the Junior Scarfens, a series of soft plastic snakes and reptiles designed to vend in 25 capsule machines. The series is similar to the original Scarfens, but only the charms are smaller.

A Special Pre-Convention Bonus to NEW MEMBERS JOINING the N.V.A. BEFORE MARCH 12, 1962

National Vendor’s Association will initiate, at its expense, a one-year FREE subscription to Billboard Music Week to every NEW member joining the N.V.A. between January 15, 1962, thru March 12, 1962.

MEMBERSHIP RATE SCHEDULE

<table>
<thead>
<tr>
<th>Classification</th>
<th>Fee</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operator with up to 1000 machines</td>
<td>$3.00</td>
</tr>
<tr>
<td>Operator with 1000 to 2500 Machines</td>
<td>$7.50</td>
</tr>
<tr>
<td>Distributor</td>
<td>$125.00</td>
</tr>
<tr>
<td>Associate Member (Company affiliated with bulk vending; not on exhibition)</td>
<td>$100.00</td>
</tr>
</tbody>
</table>

A FEW OF THE MANY BENEFITS the N.V.A. OFFERS TO MEMBERS:

- $7500 life insurance policy included with membership
- Monthly informative bulletins
- National legislative program
- Industry-wide legal service
- Group liability and property damage insurance for operators
- Annual convention — to be held March 15-19 inclusive, Des Moines Hotel, Des Moines, Iowa
- Gross mark action through eight (8) local affiliated associations
- Additional offer providing national protection for penny and mixed bulk vending
-脈脈脈脈脈脈脈脈脈脈脈脈脈脈脈脈脈脈脈脉脈脈脈脈脈脈脉脈脈脈脈脉脈脈脈脈脈脈脉脈脈脈脈脈脉脈脉脉脈脈脈脉脈脉脈脈脉脈脈脉脈脈脈脉脈脉脈脈脈脈脈脉脉脈脉脉脈脉脈脉脈脉脈脉脉脈脉脉脈脉脈脈脈脈脉脈脈脈脈脉脈脈脈脉脉脈脉脉脉脉脈脉脉脉脈脈脉脉脈脉脉脉脉脉脉脉脉脉脉脉脉脈脉脉脉脉脈脉脉脈脈脉脈脈脈脈脉脈脉脈脈脉脉脉脉脉脉脉脉脈脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脈脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脈脈脈脉脉脉脉脉脉脉脉脉脉脉脈脉脉脉脉脉脉脉脉脈脉脈脈脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脈脉脉脉脉脉脈脉脈脉脉脉脉脉脉脉脉脈脈脈脈脈脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脈脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脈脉脉脉脉脉脉脈脉脉脈脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脈脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脈脉脉脉脉脉脉脉脉脉脉脉脉脈脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脈脉脉脉脉脈脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脈脉脉脈脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脈脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脈脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉脉 pulse

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MEN WHO READ BUSINESSPAPERS
MEAN BUSINESS
Boston Operators Feel They Must Make Loans to Compete

By CAMERON DEWAR

BOSTON—That the loan problem among Greater Boston coin-op operators is an acute one can seem to be no doubt. Almost everyone agrees that the subject is a big one, and when asked why they don’t do more about it, there isn’t a man on the block who will break ranks against it, the uneasy fact is that there appears to be very little trust among the operators themselves and certain fellow doers.

The loan situation hasn’t changed in this area in years, there is at least a growing mental attitude that if one does something about it, there are fewer loans out today than there were a year ago. The big problem is that the men who continue with them seem to get more deeply involved as time goes on. The condition is particularly serious as it comes to the licensing time. (At the beginning of the year one operator in Boston who runs his machines out of a total of $160 per year makes a loan of a total of $2,000 per month)

Many operators find themselves really scraping the barrel and because of their own ideas in order to keep the location. Seeleyie is demanded.

There are some operators who don’t see the need for action. Some feel that as long as they have good security there is nothing to worry about. It is going to be interesting to see if it puts the relationship on a more personal basis how the loan situation affects a sort of partner with a more active interest. Distributors, on the other hand, have an entirely different attitude.

They are against loans because they believe that in many cases hurts the operator. They see it as an agreement to relax and sometimes neglect a loca-

DETOUR DILEMMA

Getting $500 Depends on Making Loan to Bar Owner

BY HAL REYES

DETROIT—In order to get a new location—you lend the bar owner a little money—or you don’t get the location.

That’s the cynical appraisal of one of Detroit’s coin-op operators, and an appraisal which is shared by a majority of the operators.

One of the few firms in the city with a policy against location loans is run by Frank Alveit Jr., says about the company’s policy:

Customers

"We just don’t loan any more. This has been going on for a long time. In a few cases, we have been able to get a loan to an old customer—then we have had to do business with him and charge him 6 per cent for the use of the money.

Aside from a rigid policy like this, operators generally are plagued by their customers. The prevalence of loans favors the larger ones to do so for a long time. In a few cases, we have been able to get a loan to an old customer—then we have had to do business with him and charge him 6 per cent for the use of the money.

The typical situation, however, appears to be that of the man who gets himself a loan, proceeds to get loans from the jock, who has opened the operation, and charges him 6 per cent for the use of the money.

The loans are frequent, because many small cafe owners, who make up the bulk of the locations, are in a tough spot. They have taxes, utility bills, etc., out of which they are operating, and to get the money out of the operator is the problem for a loan.

The operators generally want to keep that money.

Even those who consider it a problem don’t want a law outlawing it on the theory that the fewer locations there are, the better.

Loan, if the loan request is frequent, must have a standard rule by which they make loans.

They set an amount as a divid-

Milwaukee Coinmen Apply Sound Fiscal Criteria to Location Loans

By GEORGE METZGER

PHILADELPHIA—Coin men in Milwaukee say that making location loans to location owners is a necessary evil. Most operators here would like to have the loan problem out of the way, but it can’t be done without losing money to locations stop, but no loan can be afforded to the first quit.

An operator, in order to stay competitive, must have the right to a Loan.

Legal Action

One of the big operators in this city said he would take some action against the location owner’s financial firm in court to collect the loan. He said this has happened in some other cities and that the coin machine industry was behind the legislation. He also said he couldn’t reach an agreement among themselves to stop this practice because this would be in violation of the antitrust act..

Another of the big operators, who requested to remain anonymous, said his firm would take some action on a long time but found he was not getting any legal aid or location space in the old days. So, he said, if you can’t beat them, join them. He said he started granting some big loans.

Borrowers' Methods

How many ways are there to arrange payment? One way is to draw a line on your hair or you can write one over your head and your operator. It seems every method is different. The one idea is for the operator to ring his location with the loan and all is well. Others take their customers to you and sign the papers and keep the deal.
N. Y. Loan Situation Muddled by Bonus

WURLITZER MODEL 2600
100 selections are retained in the line. Six speaker styles are offered, ranging from the fixed stenope to dual encoders and directional wall mounted stereo speakers.

Build-In Displays
The build-in display at the top of the phonographs is a portion of the dome, and the interchangeable strips and record album cover may be replaced when the dome is in a stationary position. Each model leaves the factory with a strip and encoders featuring "If it is ordered with the Top Ten Tunes installed, the lower strip indicates the bargain special."

For location promotion, the upper strip may be reversed, with only the word "Features" displayed. For location promotions, a sheet of alphabetical letters, printed in white on acetate with a self-adhesive back, is provided. The letters may be removed separately from the sheet and applied to the plastic above the word "Features" to spell out the name of the location.

Chicago Ordinance Stimulates Hope

He was confident this would be the case.

For most operators, complying with the ordinance will be a matter of practical economics. Few juke box manufacturers have sufficient loose capital to tie up any amount in loans, and the giving of gifts has become just too expensive a promotional device to be used for any extended period.

In Chicago, the combination of tavern failures and turnovers (sale of the taverns) has been estimated at about 15 per cent every six months. Virtually all of the failures and most of the sales result in the operator losing his losses, which in most cases is in the form of an unsecured promissory note. If you apply the 15 per cent figure to the amount of money the operator has outstanding in loans and gifts, the figure becomes a substantial part of his operating expenses.

Nor have operators been too successful in improving commission arrangements. A 10-20 split is still standard. This despite the convincing arguments for lower costs of equipment, labor and records.

One exception, and most of the city's operators have been successfully employing this device for several years, is the guaranty for installation of new machines.

Kies, whose system at Apex Music is typical of many, notes he has found that charging only $8 to $30 per month for newer models helps him.

If the location is satisfied with an older model, no guarantee is required in the location agreements.

Dedicated to the idea that the tavern down the block, a minimum guarantee is established and usually a contract is signed by both parties.

Often, notes Kies, the location will try a new machine for a few months and ask for the old one—or any other one—back. If this happens, Kies says Apex doesn't enforce the contract but merely repays an older machine to the location.

The practice, said Kies, has been moderately successful for his firm, though surprisingly more for older locations than new spots.

It seems a new spot is too concerned with competition to agree to guarantee. Once, however, the location deals with an operator for some time, and he has a record of good service and programming to reflect on, a guarantee arrangement most is much more likely to be agreed to.

UNITED FILES VS. BADARACCO

DANBURY, Conn.—United Cigarette Vending, Inc., a Bridgeport, Conn., operation, last week filed suit against Joseph Badaracco Jr., Managing Director. UCV claims it signed a five-year contract for the installation of juke boxes on two locations owned by Badaracco, and one of the machines, a 2600 model, was later refused to allow the juke boxes on the location. UCV is asking for $20,000 in a breach of agreement action.

If the kick plate which protects the front and sides is of stainless steel, and the remaining trim is of aluminum extrusions with a high-gloss anodized finish. The Model 2600 accepts nicas, dimes, quarters and half dollars and contains a new pop-out coin rejector for easy adjusting without removing the top panel of the phonograph. Both of the quickly removable rear doors are metal. The double-dome support is replaceable by a trip lever from either side of the phonograph.

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Diversification Key to German Growth

By OMER ANDERSON
FRANKFURT—German operators will diversify into vending in 1962 to support an unprecedented scale. Polls and surveys show that the German trade is agreed that 1962

looms as both a year of opportunity and challenge for this country's operators.

However, German operators in Frankfurt predicted, "By the end of 1962 German operators may be operating more vending machines than the 1962

An operator in Munich added: "I believe that German operators are now more than a little bigger than we are to survive. I believe that the structure of giant operations inevitably will take hold in Europe, and any operator who restricts his horizons to a few hundred boxes will be at an early day." Most operators look for trends established in 1951 to continue in 1962 and influence the pattern of trade development. These trends are:

1. Large-scale operator diversification into vending.
2. Consolidation of small operators into larger operating units.
3. Decline of payment operation and a corresponding increase in games operation.

Legal Battles

More and more German operators are concluding that the legal battles against the various States' monopolistic laws is a quixotic struggle doomed to disappointment. The result in the German trade is away from self-help and toward cold appraisal of the situation as it exists.

The model for most German operators (though few will admit it) is giant American-Canteen Company of America. Obviously, the vast scale of operation that Canteen has mounted is beyond the resources of any German concern. But Canteen's acquisition of operating properties is being closely observed.

It is generally believed in the German trade, that Canteen is building toward a giant European Common Market operating as well as manufacturing organization.

Diversification

For the short term, German trade effort is concentrated on diversification into vending. Cigars and candy vending machines are now considered necessary adjuncts to juke box operation.

However, the sophisticated German operators are considering inter-vesting into other vending lines. Built-in machines and games have proved highly successful in selected locations. There is a ready market for coin-operated vending machines and coin-operated shoe polishing machines.

Some juke box locations find themselves to be the "hot" location for vending of beer, beverages, and similar items and some even to certain items of merchandise, all being protected by coin-operated lock function. The average operator is able to reduce operating expenses, in relation to the effects of the Coin and upwards through diversification into vending and the expansion of coin-operated maintenance and servicing.

With the increased vending, more and more juke box operators are adding games. But, as a Munich operator put it: "It's hard to lay down hard and fast rules for vending. It all depends on where you treat each location as a separate problem. Flexibility should rule the diversification which means with us the ability to think—and operate—under various terms of coin machines generally.''

Burke Back As Shuffle Boss

DETROIT—Martin B. (Barney) Burke was re-elected president of the Detroit Amusement and Vending Machine Association. This Association includes all coin-operated machine operators of all types in this city.

The other officers, all re-elected, are: Tom Doebrey, vice-president; Robert Calderwood, secretary-treasurer; Fred Chlopek, executive director; Maurice J. Feldman, chairman of the board; and Everett Tourtellotte, and Howard Hopkin, directors.

Mr. Burke announced receipt of information from I.T.E. William Cole of the General License Bureau, U.S. Post Office Department, that the city has approved a new ordinance placing coin-operated amusement games under one license jurisdiction.

In the past, separate licenses were required by an operator having both shuffleboard and other games, reflecting conditions a dozen years ago when only shuffleboards were licensed. The Association has worked for a long time for the change, and the license which makes the combination license possible promises.

This is now expected to make it easier for juke box operators, Chlopek said, in addition to eliminating game operational procedure and restrictions.

Loan Problem

Continued from page 48

or changes hands, the operator must take legal steps to rescind his mortgage.

Tavern locations don't pose too much of a problem. Liquor licenses are highly prized and hard to get, but when a tavern changes hands it will be with a diners which couldn't make the grade.

Bonuses are not uncommon with new locations, or with contract renewals, but they seldom run more than $150.

One operator, Seymour Pollock, who has been in operation in the New York City area some 30 years, has had blanket rule against loans and bonuses.

The bank has the largest operation in the country, but he has a profitable one.

when answering ads

Say You Saw It in Billboard Music Week

EUROPEAN NEWS BRIEF

Court Holds Distrib Responsible

MUNICH—German courts have served notice, in a series of recent cases, that they will not permit German operators to use any circumvention, for misrepresentation and exaggerated promises. The Munich circuit court has recently ruled that German vending machine operators must not advertise that they can get their machines into civil service locations without proper legal permissions. The courts have also ruled that German vending machine operators cannot get their machines into civil service locations without proper legal permission and that German vending machine operators cannot get their machines into civil service locations without proper legal permission and that German vending machine operators cannot get their machines into civil service locations without proper legal permission.

Dial & Play Checks Counterfeits

BRUSSELS—In Belgium operators are switching from sealed to telephone dialing systems to frustrate counterfeiters of coin sets. Seals are being wired generally over Belgium for dial, instead of coin insertion, operation. This is in the face of the fact that Belgium's light metal coins are easy to duplicate with counterfeit coinage machines. Under dial operation, the system pays location staff, who then dial the number of games paid to the machine.

W. Germans Train Spanish Techs

MADRID—Spain's nascent phonograph industry is getting an influx of technicians from Germany. According to a 1961 sales survey, West German producers, despite increase in promotion and lower prices, have failed to dislodge American manufacturers from their dominant position in the Spanish market. The Germans have been working to promote their lower priced boxes with a "Volkswagen" sales approach, but this has not been successful. The German operators believe that the American operators are using American machines in Spain and have returned home. Tomatol, the German subsidiary of Automatic Canteen, is one of the German concerns employing Spaniards.

U. S. Phonos Sold on the Danube

VIENNA—U. S. phonograph manufacturers are continuing to get about 85 per cent of the Austrian phonograph market, according to a 1961 sales survey. West German producers, despite increase in promotion and lower prices, have failed to dislodge American manufacturers from their dominant position in the Austrian market. The Germans have been working to get their lower priced boxes into "Volkswagen" sales approach, but this has not been successful. The German operators believe that the American operators are using American machines in Spain and have returned home. Tomatol, the German subsidiary of Automatic Canteen, is one of the German concerns employing Spaniards.

Swiss Use More Resort Phonos

Gstaad—Swiss ski resorts are displaying record numbers of visitors this season and season's popular phonograph records. Phonographs are located at Swiss ski resorts this season, a gain of around 65 per cent over last year's figures. The 1961 season compared with a total Swiss juke box count of just under 11,000. Some locations have mounted boxes on reders, wheeling them out on terraces during the day and back to the evening for the ski set. Baby blue is a popular Swiss ski phonograph color this season.

Ops Urged to Hold Berlin Wall

WEST BERLIN—West Berlin operators are being urged to place a record number of juke boxes along the Eastern Berlin boundary as a "public service" gesture. Locations involved are those which did a thriving business prior to the Communist wall-building of East Berlin. Now, in collections in most of these locations are so low that operators are removing their equipment when they have no business. The new government promises to give a "reminis" of the juke box market as a "public service" of a "painless" nature. It is in the nature of relations to keep machines located in their long-standing locations regardless of the fall-off in collections. West Berlin operators are being urged to continue to pay divdends to individual operators for any loss sustained through such "public service" operation.

French Push Juke Box Trades

PARIS—The French phonograph trade is organizing along lines of the American phonograph industry. Plans of new equipment. Priceing is designed to promote the flow of equipment from private locations to French locations to second class and third class hotels. The French government of France's 15,000 juke boxes are 1957 vintage or earlier (most of them). However, the trade looks for organization of the used box business to stimulate equipment replacement.
Seeburg Unveils 62 Lines

SAN FRANCISCO—Nearly 400 operators both in the music and coin machine field were thrilledly introduced to the Seeburg Directional Stereo Phonograph at the cocktail party-dinner in the plush International Room of the Jack Tar Hotel here Monday night (4).

Host for the occasion was Louis Wolcher and his staff at Advance Automatic Sales Company, which took over the Seeburg distribution in this area (including Northern California and Northern Nevada) in the middle of 1961. Wolcher and his men made every effort to give an entourage from the Seeburg factory with Leonard Gross barely making the date because of bad flying conditions in the Midwest.

The event ran close to schedule. Starting with cocktails at 6, a roast beef dinner was served at 7 and the sales festivities started at 8 with the touring an hour and 40 minutes later.

Herrick Present

Tom Herrick, Seeburg vice-president in charge of marketing and advertising, spoke at the event, and a telegram from Frank Othman, president, expressed regrets at his absence. This is primarily a phonograph showing.

Memphis Ops Oppose Restriction

Continued from page 10

"I'd average six or seven a week, the highest I've had was 15 in one week. Any loan above $5.00 would go through the bank with it, anything under the company loans it.

No Stranglers

He makes loans only to people he knows, either a local store or one he knows in the business, refuses them to total strangers. "The important thing for a safe operator is for him to know his customers and build up business that way," McDowell said.

As Kahn, 71, oldest veteran and longest in the business here, said more than any other, "there are no problems as such. The location owner makes money, the operator makes money."

"I use liberal loans. I try to help them along. I am tickled to death to loan them money when they need it. I have never lost anything and have gained a lot of money.

$200 Limit

He averages one or two loans a week, which he believes is safe. "I have loaned at $300 but in several cases I have loaned as much as $5,000. He handles them the same way as McDowell and other operators, except that his dividing line is $200. Anything over that goes through the bank.

"A mostly loan money when they get started in business," Kahn said. "After they are established, they usually stay with us.

Operators here give location guarantee 90 to 95 per cent of the time. No bonds or front money is given. About 95 per cent all machines on location are on this basis.

Sometimes an operator will demand a guarantee for putting machines out, if the shop lent to him and the location owner wants it anyway. If the guarantee is $10 a week and collection doesn't come in to the location owner right away, there is nothing he can do with it."

There are a few such arrangement as this, but not many.

The loan operators make very little in some, 60 days, 90 days, six months or a year. Large ones through banks might generally run a year or two.

Most operators making loans give attention to whether the loan is to a good man, a steady and hard working and "not an over night fellow," as Kahn put it. "They have taxes to pay, a utility bill to pay, several lawsuits," said Kahn. "I loan it and they always pay it back. We have only lost one once in our 20 years operations."

Leases

Kahn has 15 leases on locations with both coin and coinless setups. He has the coin machines in.

Operators are not hampened by any laws governing this now, but earlier, when there was an attorney appointed to handle the arrangement, one lawyer was known to come in and outlawing. Nothing was done about it, as it was not worth the time. If the loan is lost, the issue is dead and operators do not have any restrictive laws to fear in this area.

Billotta Wingding Draws 150 At Wurlitzer Sneak Showing

NEWARK, N. J. — Makeor’s Super Club here was the setting for a sneak preview of the 1962 Wurlitzer, by the Billotta Distributing Company, Sunday (7) as the Wurlitzer operators and their wives showed the 1962 stereo-color, stereo-twin, stereo-color and stereo-twin with red-oak finish.

Bad Potato, disk jockey on WACK, Newark, introduced the Demonstration. Milton Etzioni, who welcomed the operators and had a few kind words to say about host Kahn and the Wurlitzer organization.

Mike McCarthy, president of the New York State Coin Machine Association, was an honored guest. The factory was represented by Bob Beat, Wurlitzer sales manager, and Nils, Beat, and by Trainer, Wurlitzer service engineers, and Mrs. Hendrick.

Music of the wall was provided by the Jerry Missy-J, a local group, with emphasis on the Twist.

Highlighting the entertainment program was Neena Rivers, currently appearing at the Tristone Club, Kedford. She was accompanied by a half dozen numbers—which she recorded for the lake fox trade on Vassar, and spent the rest of the evening dancing with the opera-

ers.

Another Vassar artist, Fono Cornish, a Twist performer, did several numbers, including his latest, "Winner Take All.

Local also appearing was a local boy, Joe Semmel, a classical pianist who accompanied Jane Freeman on her USO tour.

Operators and their wives had a buffet of prime beef, lobster newburg and cold cuts, and the dancing lasted until the wee hours. Spring has started showing this week in the Albany and Syracuse area, with parties planned for both places.

America's Largest and Oldest ONE-STOP RECORD SERVICE!

45 RPM 60c

All LP's—Regular Distri-


SAME DAY SERVICE

THE MUSICAL SALES CO.
The Musical Sales Bldg.
Baltimore, Maryland

BUY! METAL TYPERS
VENDING IDENTIFICATION DISC
WHY?
- LIFETIME INCOME
- DOUBLE OPERATION
- 3 ONLY 19" IV

1928 W. AUSTEN AVE.
CHICAGO 22, ILL.

JOE JOSH ADDS...

CONTACT
FOR PINBALLS

THE LARGEST DISTRIBUTOR OF PINBALL GAMES IN THE WORLD!

Active Distributors

in Arkansas, California, New Hampshire, New Mexico, New York, Pennsylvania, Rhode Island, South Carolina, Texas, Virginia, Wisconsin, West Virginia

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WE HAVE IT— YOU NEED IT
Let Us Send It To You:
Send us your order with a small payment and we will do the rest.

GUN GAMES
Centa C.B. $7.50
Centa C.B. MP $8.50
Centa C.B. W. $9.00
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GIVE TO DAMON RUNYON CANCER FUND

WEAPON GAMES-4
B, C, D, E

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GIVE TO DAMON RUNYON CANCER FUND

WILSON KIDS HOT SALES
NEWBURGH, N. Y.—Jack Wilson, local operator and president of the New York Operators Guild, has hired a pair of racing champions. He has signed both triple crown winners, Nelson and Lucille, to have them compete in a series of events. Earlier this year, the Wilson children entered the National Racing Meet in Orlando, Fla. The results surprised everyone except Mr. and Mrs. Wilson. Jack was the winner, and finishing second, after giving Jack a tough race all the way, was Lucille.

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Detroit Dilemma
...Continued from page 49

MUSIC
A.M.I. F-170 $225
A.M.I. B-170 $175
A.M.I. R-170 $125
E.R. 160 $100
Arcadia 5A $425
Gottlieb 205-1 $65
Gottlieb 100-8 $85
Gottlieb 120-8 $100
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Wolfeboro 1700-W $95
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ATLAS MUSIC COMPANY

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invites you to join
The One... the Only... the Oldest National Organization Representing Music Operators

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SAY YOU SAW IT IN
Billboard Music Week

LUCKY HOROSCOPE
5c, 10c or 25c Play
National Coin Regulator in each chair
Two Coin Returns
Easy to Read—ihadles approx. 1,000 tickets
Size 18" X 6" Wgt. 20 lbs.

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Midsouth Operators Get First Look At ’62 Seeburg at Sammons’ Fete

MEMPHIS — Sammons Pennington Company; Seeburg distributor for Memphis and the Mid- south, held the showing of its 1962 model photographs Sunday and Monday (7 and 8) and met with good operator response.

Dozens of operators from Memphis and the Mid- south flocked to the two-day showing. Sammons got a break on the weather. The first day after the showing, a five- inch snow hit Memphis and the Midsouth, crippling transportation. It had come before the showing, few operators could have attended.

Also unveiled at the showing was the Midsouth single cup fresh brew coffee and whipped hot chocolate vender, which Sammons described as the "hottest item we have had in 10 years." Also shown was the Seeburg four-flavor cold drink vender with crushed ice and new 22-column cigarette machine.

On hand to help George Sammons present the new models were D. V. Pennington, partner with Sammons; Allen Smith, sales manager of the vending division; Lloyd Bowle, district manager of the vending division of the Seeburg Corporation, Chicago.

Miss Anna Jeanne Lindell and Miss Alva Gatty, bookkeepers, were on hand to greet the baby guests.

A lunch was served both days, catered by Sammons’ father, L. C. (Pappy) Sammons, owner of Pappy’s Lobster Shack. The menu included turkey, dressing, potato salad, slaw, roast barbecue pig, olives, pickles, cheeses, cold milk, bread, drinks. The food was delicious (this reporter had some).

Among the Memphis operators attending were:

- Jake Kahn, Tri-State Amusement Company; Mr. and Mrs. Charles R. Kahn, Tri-State Amusement Company; Billy Harbom and Bobby Harbin, Harbin Amusement Company; Mr. and Mrs. Cy Canipe, Canipe Amusement Company.
- Also, Thurston Lucket, Lucket Music Company; Jack Emory, Central Music Company; Mr. and Mrs. Stanley Werner, Dixie Novelty Company; Frank Berretta, Peerless Music Service. Mr. and Mrs. Henry Trigg, Rebel Hi-Fi Music Company.
- From the Midsouth:
  - Melvin McFarland, Seeburg Amusement Company; Wayne Carillar, B & C Amusement Company; Thomas Sinclair, Crown Music Company; W. V. Forysthe, Federal Music Company; Lacey Howard, Crystal Amusement Company.
  - Also, Mr. and Mrs. C. E. (Tufty) Tolle- liver, Tolleiver Music Company; J. A. Burcher, Burcher Amusement Company; Mr. and Mrs. Hardy Creekmire, Creekmore Music Company; Mr. and Mrs. Charles Shive, Yazoo Novelty Company; Nathan Wheelless, Service Amusement Company; John Wheelless, Service Amusement Company.
  - Elmer Wente, Wente Music Company; Thomas Armstrong, Armstrong Amusement Company; Clarence Spain, Spain Amusement Company; Mr. and Mrs. Manfred Curry, M & H Music Company; Mr. and Mrs. Charles Wilcox, Wilson Music Company; Tenno Haddock, Jackson Amusement Company; Yancey, Arkansas Music Company; Cy Packert, Packert Music Company; Mr. and Mrs. R. J. Kirspel, Kirspel - Holuberg Music Company; and Mrs. Loyd Keogh, Kirspel - Holuberg Amusement Company, and Mrs. Clay Krepsel.
  - W. E. Seibert, Footes Amusement Company; Paul Hurst, Hurst Amusement Company; William Hayden, Hayden Amusement Company; Ray Harris Jr., Morris Music Company.
  - Other Midsouth operators attending were:

The Memphis and Midsouth service and route men also attended.

  - Also attending were Dr. Lee Sammons, physician brother of Mr. Sammons; Mr. and Mrs. W. J. G. (Wigg) company physician, and Charles Eibs, the company’s accountant.
  - Andrew Casiminek, Little Rock Amusement Company; Little Rock, hired his agents at not attending, because his daughter presented him a new granddaughter.

Hold Shuffle Championships

MANCHESTER, N. H. — Ed Mantel, general manager of the Tri-State Amusement Company, here, announced that a New England shuffleboard championship will be held this year, with the various league champions beginning playoffs at the end of February.

All games will be played on shuffleboards made by the American Shuffleboard Company; Sol Lipkin, ASC, field sales director, said that other regional tournaments will be held, with the goal of staging a national championship.

Judge Keogh Asks For Separate Trial

NEW YORK—State Supreme Court Justice J. Vincent Keogh is seeking a separate trial on charges against the company to construct justice.

The New York jury was instructed December 7, along with Juanita Moore, long island former ju- dy operator; Robert Erdman, a stern; Elliott Kanterm, former U. S. attorney; and Antonio (Tony D answers) Corallo, a local gangster.

The quintet had been accused of attempting to arrange a light sentence for Moore, who had previously been convicted on a bank- ruptcy fraud charge.

YOUR DIMES

WILL DO IT

AGAIN!

SO... SAY YES TO THE
NEW MARCH OF DIMES

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Mass. Ruling Gives Coinmen a Glimmer

BOSTON — The Massachusetts Supreme Court has ruled that municipalities may not ban outright all applicants for amusement machine licenses. It added that each application must be considered on its own merits.

The ruling came about in an appeal of the Tewksbury Assessment Park, Inc., which operates amusement games in its bowling alley in Cambridge, from a denial of a 1960 permit by the Cambridge Licensing Board. The company had operated seven pinball games at the bowling alley during 1959 and had applied for renewal permits.

Earl B. Bolton, manager of the amusement section, testified the New England Exhbit Company owned the machine and installed them on a 50-50 split basis of earnings after paying the $20 license fee.

Previous Ruling

The Cambridge Licensing Board, headed by the chiefs of police and fire departments, voted in November 1959 reading that no pinball permits would be granted. In a Superior Court ruling, written by Judge Stanley Winiarski, the Cambridge board was within its rights.

This week's Supreme Court ruling, written by Judge Jacob Spiegel, pointed out that Chapter 140, Section 177a of the General Laws makes operation of pinball machines lawful. It said no licensing board may capriciously or arbitrarily prevent a lawful act by an overall ruling. The decision also pointed out that the law does not require a board to grant every application, but is given discretion to decide on each individual application.

Sources in the industry were in some doubt immediately as to the possible effects of the ruling. The City of Boston at this time has a blackout on all pinball and amusement games with the exception of three locations licensed by the Mayor's Office on a trial basis.

Mayor's Jurisdiction

Nearly 100 machines were barred from operation a little over a year ago in the wake of a big crackdown. The games in operation are expressly for amusement, and as amusement devices come under the jurisdiction of the mayor's office.

However, sometimes during this week key men in the industry will hold a conference to study the ruling and decide on the next move which could easily change, not only the entire picture of pinball machines in Boston, but in the other 39 communities in the Commonwealth where the machines have been ruled illegal on a blanket basis.

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

BILLY GOELEW

THE INTERNATIONAL COMMUNICATIONS CENTER OF THE MUSIC INDUSTRY

Now! 16 winning "tic-tac-toe" combinations!

Rollover buttons and targets select whether bumpers score "X's" or "O's".

Hitting bumpers then lights "X's" or "O's" in "tic-tac-toe" panel.

Completing horizontal, vertical or diagonal line of "X's" or "O's" scores special and lights rollovers for additional specials.

X's" and "O's" controlled & activated by skill play!

- Make specials by high scores, too.
- Match feature
- Sparkling design

Revolutionary "tic-tac-toe" Panel Eliminates Confusion

Either "X's" or "O's" light in exactly the same space in each square. It's cute! It's new! See your Gottlieb Distributor for a demonstration today!

Gottlieb's Egg Head

GOLDIE'S

1160-50 H. KOSTNER AVENUE - CHICAGO 31, ILLINOIS
It's Always Pleasurable to Operate Gottlieb Games!
DENVER LOAN SITUATION A Headache

The Denver Loan Situation A Headache

• Continued from page 37

to limit them to two years, the average loan is actually an "open end" variety which means it is never paid off completely, and even though the average remains the same, the number of new loans is continually decreasing.

Collection Record

One old-timer pointed out that the only rule of thumb by which he can accurately predict the amount of business a loan is likely to secure is a collection record in previous years—and since most loans come up when a new location is being solicited, it is rather difficult to obtain such figures.

The first the operator can do, under these circumstances, is to make an inquiry of the collection pattern of other locations nearby, and determine whether the loan will be accepted at all, and if so, whether it can be made within the time limit, as well as an estimate of the amount.

Generally policy on a loan has been to compromise with the location owner, and make a compromise financing scheme of from 50 per cent to 75 per cent of the amount originally requested, and hoping that the amount earned by the equipment will be adequate.

Interest Rates

Where the location owner is willing to pay interest, it is customary at low rates, never more than 7 per cent, and there are plenty of cases in which the rate of only 2½ per cent or 3 per cent has been agreed upon.

Operators and large districts face the idea of having to buy a location outright, in this way, unless the location owners hear blow-up stories of the amounts which other location owners have obtained, it is very difficult to get away from the necessity.

Bonuses Rare

No evidence of outright bonuses has been found in the Denver area, although some operators admit that an extra reward for co-operation is paid at Christmas time, sometimes in the form of a bonus around $50 or so, where a stop has proved unusually profitable.

Commission arrangements in the Denver area are completely different. A complete new stereo phonograph has been installed with half a dozen or more operators in the area. This set out to be the ultimate inStereo equipment, and it has worked out thoroughly familiar with stereo, and the extra cost is paid in cash, but it is a favorite with the locals, and is probably one of 15 of these 60-40 arrangements existing in the Denver area, according to distribution who keep on this situation.

Pursuing spread.

The Denver Loan Situation A Headache

...Continued from page 37

PRESENTING THE

Wurlitzer 2600

MODEL 2610
100 SELECTIONS

TWO HUNDRED OR ONE HUNDRED SELECTIONS
HERE IS THE EXCITING NEW WURLITZER 2600

A Full-Size, Extra-Feature Phonograph, Your Best Investment in Automatic Music

The Wurlitzer 2600 was designed with these concepts in mind:

- A coin-operated phonograph is a public entertainment instrument, purchased and operated by its owner for a commendable commercial reason — to make money.
- It must be large enough and attractive enough to command attention on location. The Wurlitzer 2600 is a full-size phonograph — packed with play appeal.
- It must produce a wide range of pleasing tone that attracts listeners. The Wurlitzer 2600 does. It is backed by 106 years of musical experience.
- Today's phonograph must sell itself on location. The Wurlitzer 2600 does — by means of a lighted display panel which is interchangeable for Personalization of the Location, Music of the Week, Featured Albums, Ten Top Tunes, or any desired display.
- A phonograph must function properly and continuously to produce top earnings. Wurlitzer engineering has gone all out to insure that this new 2600 will.

In addition to these money-making features, Wurlitzer offers as standard equipment:

- Automatic volume level, controls both channels. Balance control and individual treble and bass controls for each channel.
- Combination monophonic-stereophonic amplifier with full power from each channel!
- 33 - 45 RPM intermix play! Permits using the best music from either speed 7-inch record!
- Flexible four-coin mechanism (5, 10, 25, 50c) and a new swing-out coin rejector for easy adjustment!
- Double dome supports releasable from either side!
- Easy front and rear service access! Quickly removable metal rear doors fit snugly and latch easily.

It all adds up to greater value for your money — compounded by stand-out features that have distinguished Wurlitzer for years. As examples, the proven Carousel Mechanism, the time-saving service accessibility, plus famed Wurlitzer cabinet craftsmanship, to name but a few.

Compare the Wurlitzer 2600 for beauty, for tone, for size, for play-promoting features, and whether you select the 200- or 100-selection mechanism, you can come to but one practical conclusion — this phonograph gives you MORE FOR YOUR MONEY — WILL MAKE MORE MONEY FOR YOU.
When will the big hit-maker start to twist?

Right now!
SAM COOKE
“TWISTIN’ THE NIGHT AWAY” (7983)

When will the top pop pianist give us a new hit?

It’s done!
FLOYD CRAMER
“CHATTANOOGA CHOO CHOO” (7978)

When can I order?

Let’s talk now!

RCA VICTOR
www.americanradiohistory.com