Boston Sees New ‘Rose’ & ‘Linda’ Grow

BOSTON—This city is making a strong comeback as a breakaway town as it continues week after week to register breakouts. This week it accounted for two: Mercury’s “White Rose of Athens” by David Carroll and RCA Victor’s “Along Came Linda” by Tommy Boyce and Bob Crewe’s “Midnight in Moscow” registered strong sales and jumped to the national chart at No. 79.

Exposure on disc shows sent the younger element rushing to the dealers. Retailers, who had been deploiting the negligible sales of singles in the past, are actually beginning to see some excitement in the recent activity in the singles market.

Twist, which had shown terrific force in the last month, appeared to have run their course and were only mild.

Ray Lewis

‘Hurt on You’

Strong in N. O.

NEW ORLEANS—One of the strongest singles breakings last week in this market was “I’m Gonna Put Some Hurt on You” by Raymond Lewis on Instant. At one time this was the dance disk among their best sellers. Eddy Boy’s “Check Mr. Pop-Eye” on Instant was strongest of the Petty etchings and was grabbing enough coin. While the Ernie K-Doe Pop-Eye record, “Pop-Eye, Jr.” was selling well enough to achieve breakaway status, several dealers said they were getting plenty of calls for the flip of the new K-Doe release, “Come on Home.”

The record causing a mild sensation in New Orleans and in Memphis and Nashville last week was “Duke of Earl” by Gene Pitney.

Two very hot disks broke on a national basis this week. These were Jimmy Darren’s follow-up to “Goodbye Cruel World,” called “Her Royal Majesty” on Colpix, and the new Sam Cooke record on Victor, “Twistin’ the Night Away.” Latter looked like Cooke’s biggest hit in a long while. The Twist continued its hot sales pace in both the album and the singles field, with Lester Lane’s LP “Twistin’ in High Society” zooming into the mono chart.

Marcel's, Cannon & Cop

Solid Phila. Disk Sellers

PHILADELPHIA—The Mar- cel, Freddie Cannon and the New York policeman turned singer, Saverio Saridis, were among the fastest sellers on singles here last week. Though the town failed to produce a genuine local break- out disk for the third week in a row, records were selling and some dealers at least indicated they were pulling out of the nor- mal post-holiday slump.

Marcel's Moving

The Marcells, who cranked out “Baby, You’re Just Like Me” last week, indicated they were getting a new dance into the chart. "Lil German," after several slower-moving disks between his, Freddie Cannon, is also making a solid return with “Teen Queen of the Week,” after a slow start. Saridis, regarded in some circles as another Lanza, has made an excellent first-record start here with “Love Is the Sweet- est Thing.”

The Coreys, already on the national chart with “Do the New Continental,” continue to garner action here on the flip, “Mopey Mope Stomp.” Other new records mentioned in dealer circles as having the stuff to go include...

Beer City Hails

‘Her Majesty’

MILWAUKEE—For the second consecutive week, Milwaukee has shown the biggest break-out in a single to date: Mid Wisconsin’s “White Rose of Athens,” by Frankie Avalon’s Chancellor disk. After You’ve Gone,” and Bill Duke’s “Walking” on 20th Fox.

Popeye’s Strength

Breaks New Mtks.

NEW YORK—Milwaukee led the nation with strong new break- outs this week with a total of five disks. New Orleans was second with three, and Boston followed with two. The records that inspired the new dance, the Popeye, were breaking in a num- ber of markets, including New Orleans and Milwaukee, and a few other cities were reporting good action on the Popeye records. Actually, in New Orleans, three different Popeye record- ings were selling well.

**NEW ACTION LP’s**

Alarms getting initial dealer action in major mar- kets and have not yet hit BMW’s Top LP Chart.

**MONOPHONIC**

TWIST WITH STEVE ALAIMO...

CHEEKER

HORN A PLENTY, AI Hirst, RCA Victor

ARTHUR MURRAY’S MUSIC FOR DANCING THE TWIST, RCA Victor

VERSATILE SULL IVES, Decca

HAY, LET’S TWIST, Sound Track, Roulette

LOVER’S PORTFOLIO, Jackie Gleason, Capitol

THE LETTERS, Capital

SOMETHING WONDERFULL, Ray Charles, Command

MIDNIGHT SPECIAL, Jimmy Smith, Blue Note

DOWN TO EARTH, Jonathan Winters, Verve

ALAN FREED’S MEMORY LANE, Various Artists, Rand

AROUND THE WORLD WITH THE CHIMPANKIES, David Seville and the Chimparks, Liberty

CLAY COLE’S BLASTS FROM THE PAST, Various Artists

PLEASE MR. POSTMAN, Marvelettes, Tamla

CONNIE FRANCIS SING FOLK SONG FAVORITES, MGM

STEREOPHONIC

GOLDEN PIANO HITS, Ferrante and Tivower, United Artists

EXCITEMENT INCORPORATED, Ray Martin O.R., RCA Victor

SONG OF PRIDE, Mantovani, London

BOUQUET, Percy Faith Orch., Columbia

KEAN, Original Cast, Columbia

**LOCAL SINGLES BREAKOUTS**

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

**Walking Can**... , Bill Duke...

20th Fox 296 (Russ Will Muss Prescription)

CHECK ME POP EYE , Eddy Boy...

Rca Victor 987 (Ron, BMI) (Los Angeles)

LOVE LETTERS , Betty Lester...

Ira 3068 (Famous, ASCAP) (Los Angeles)

ALONG CAME LINDA , Tommy Boyce...

Rca Victor 1975 (Colby, BMI) (Boston)

POP EYE JOE , Ernie K-Doe...

Minneapolis 377, BMI (Minneapolis)

IMAGINATION , Quoatations...

Verve 10245 (LAR, ASCAP) (Baltimore)

JOY BARE...

Antis and the So D Sc’s, RCA Victor 1974 (True, BMI) (Milwaukee)

**ECHO IN THE NIGHT**... , Bert Kaempfert...

Decca 31350 (Valencia, ASCAP) (Milwaukee)

I’M GONNA PUT SOME HURT ON YOU , Raymond Lewis...

Instant 3242 (Tunelek, BMI) (Memphis)

PICTURES IN THE FIRST... , Pat Boone...

Dot 16312 (Spone, ASCAP) (Chicago)

AFTER YOU’VE GONE... , Frankie Avalon...

Chancellor 1101 (Mayfair, ASCAP) (Milwaukee)

POPEYE... , Huey Smith...

Ace 649 (Ace, BMI) (Milwaukee)

WHITE ROSE OF ATHENS... , David Cannon...

Mercury 71970 (Scheffert’s, BMI) (Boston, Milwaukee)

**NEW ON THE MONO LP CHART THIS WEEK**

**NEW ON THE HOT 100 CHART THIS WEEK**
## 150 Best Selling MONOURAL LP's

<table>
<thead>
<tr>
<th>Week</th>
<th>Title, Artist, Label</th>
<th>Week</th>
<th>Title, Artist, Label</th>
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<tbody>
<tr>
<td>1</td>
<td>R&amp;B 125, Wax SX 101</td>
<td>2</td>
<td>R&amp;B 125, Wax SX 101</td>
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<tr>
<td>2</td>
<td>R&amp;B 125, Wax SX 101</td>
<td>3</td>
<td>R&amp;B 125, Wax SX 101</td>
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<tr>
<td>3</td>
<td>R&amp;B 125, Wax SX 101</td>
<td>4</td>
<td>R&amp;B 125, Wax SX 101</td>
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<tr>
<td>4</td>
<td>R&amp;B 125, Wax SX 101</td>
<td>5</td>
<td>R&amp;B 125, Wax SX 101</td>
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</table>

## 50 Best Selling STEREO LP's

<table>
<thead>
<tr>
<th>Week</th>
<th>Title, Artist, Label</th>
<th>Week</th>
<th>Title, Artist, Label</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>R&amp;B 125, Wax SX 101</td>
<td>2</td>
<td>R&amp;B 125, Wax SX 101</td>
</tr>
<tr>
<td>2</td>
<td>R&amp;B 125, Wax SX 101</td>
<td>3</td>
<td>R&amp;B 125, Wax SX 101</td>
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<tr>
<td>3</td>
<td>R&amp;B 125, Wax SX 101</td>
<td>4</td>
<td>R&amp;B 125, Wax SX 101</td>
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<tr>
<td>4</td>
<td>R&amp;B 125, Wax SX 101</td>
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WORLD FAMOUS FERRANTE & TEICHER

PLAY THE DAZZLING MUSIC FROM THE CURRENT BROADWAY SHOWS AND MOTION PICTURE HITS

OTHER TOP SELLING ALBUMS BY FERRANTE & TEICHER

GOLDEN PIANO HITS - Ferrante & Teicher's beautiful songs.

LATIN PIANOS - Ferrante & Teicher's beautiful songs.

MUSIC FROM THE MOTION PICTURE WEST SIDE STORY - Ferrante and Teicher play the "West Side Story" score and other show hits.

LOVE THEMES - The great love songs of our time played by Ferrante and Teicher.

WORLD'S GREATEST THEMES - Ferrante and Teicher's best-sellers.

THE WORLD'S GREATEST PIANO HITS - Ferrante & Teicher with orchestra by Don Costa.

LATIN THEMES - Ferrante and Teicher's beautiful songs.

GOLDEN PIANO HITS - The million sellers in a new dimension played by Ferrante & Teicher.

LATIN PIANOS - Ferrante & Teicher's beautiful songs.

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LATIN PIANOS - Ferrante & Teicher's beautiful songs.
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<thead>
<tr>
<th>Hot 100</th>
<th>Title</th>
<th>Artist, Label &amp; Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>PEPPERMINT TWIST</td>
<td>Joey Dee and the Starliters, Roulette 4861</td>
</tr>
<tr>
<td>2</td>
<td>I CAN'T HELP FALLING IN LOVE</td>
<td>Elvis Presley, RCA Victor 2038</td>
</tr>
<tr>
<td>3</td>
<td>THE TWIST</td>
<td>Chuck Berry, Checker, Parkway 411</td>
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<tr>
<td>4</td>
<td>HUMOR</td>
<td>Jimmie Lunceford, Columbia 388</td>
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<tr>
<td>5</td>
<td>I KNOW</td>
<td>Chubby Checker, ABC Paramount 388</td>
</tr>
<tr>
<td>6</td>
<td>THE WANDERER</td>
<td>Del Shannon, Columbia 398</td>
</tr>
<tr>
<td>7</td>
<td>DUKE OF EARL</td>
<td>Del Shannon, Columbia 398</td>
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<tr>
<td>8</td>
<td>BABY IT'S YOU</td>
<td>Big Bopper, Mercury, Sun 204</td>
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<tr>
<td>9</td>
<td>BREAK IT TO ME GENTLY</td>
<td>Delaney &amp; Bonnie, Mercury, Sun 204</td>
</tr>
<tr>
<td>10</td>
<td>THE LION SLEEPS TONIGHT</td>
<td>The Four Lads, Decca 1075</td>
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<tr>
<td>11</td>
<td>DEAR LADY TWIST</td>
<td>Charlie Feathers, mushroom</td>
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<tr>
<td>12</td>
<td>A LITTLE BITTY YEAR</td>
<td>Ferlin Huskey, Capitol 498</td>
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<tr>
<td>13</td>
<td>TOWN WITHOUT PITY</td>
<td>Gene Vincent, Capitol 498</td>
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<tr>
<td>14</td>
<td>WHEN I FALL IN LOVE</td>
<td>Little Richard, Capitol 498</td>
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<tr>
<td>15</td>
<td>RUN TO HIM</td>
<td>Chubby Checker, Checker, Parkway 411</td>
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<td>16</td>
<td>WALK ON BY</td>
<td>Les Paul, Mercury, Sun 204</td>
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<tr>
<td>17</td>
<td>INNOCENT YOU</td>
<td>Del Shannon, Columbia 398</td>
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<tr>
<td>18</td>
<td>COTTON FIELDS</td>
<td>Del Shannon, Columbia 398</td>
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<tr>
<td>19</td>
<td>HAPPY BIRTHDAY, SWEET SIXTEEN</td>
<td>Del Shannon, Columbia 398</td>
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<td>20</td>
<td>CRYING IN THE RAIN</td>
<td>Del Shannon, Columbia 398</td>
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<tr>
<td>21</td>
<td>UNCHAIN MY HEART</td>
<td>Del Shannon, Columbia 398</td>
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<td>22</td>
<td>IF YOU Gotta MAKE A FOOL OF SOMEONE</td>
<td>Del Shannon, Columbia 398</td>
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<td>23</td>
<td>LETTER Full OF YEARS</td>
<td>Del Shannon, Columbia 398</td>
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<td>24</td>
<td>TWISTER</td>
<td>Del Shannon, Columbia 398</td>
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<td>25</td>
<td>SHE'S EVERYTHING</td>
<td>Del Shannon, Columbia 398</td>
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<td>26</td>
<td>MOON RIVER</td>
<td>Del Shannon, Columbia 398</td>
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<td>27</td>
<td>WHEN THE BOY IN YOUR ARMS</td>
<td>Del Shannon, Columbia 398</td>
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<td>28</td>
<td>DEAR IRV</td>
<td>Del Shannon, Columbia 398</td>
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<td>29</td>
<td>TURN ON YOUR LOVE LIGHT</td>
<td>Del Shannon, Columbia 398</td>
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<tr>
<td>30</td>
<td>SMART PLACES</td>
<td>Del Shannon, Columbia 398</td>
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<tr>
<td>50</td>
<td>I'M BLUE (The Loco-Motion)</td>
<td>Del Shannon, Columbia 398</td>
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"THE NATION'S BEST SELLING RECORDS!"

**BEST SELLING SINGLES**

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<thead>
<tr>
<th>RECORD NO.</th>
<th>TITLE</th>
<th>ARTIST</th>
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<tbody>
<tr>
<td>16312</td>
<td>I'll See You In My Dreams/Pictures In The Fire</td>
<td>PAT BOONE</td>
</tr>
<tr>
<td>16302</td>
<td>The Original Happy Joe</td>
<td>JACK ROSS</td>
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<tr>
<td>16303</td>
<td>A Shot Of Rhythm And Blues</td>
<td>ARTHUR AXELANDER</td>
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<tr>
<td>16313</td>
<td>The Bride/Horizons Of Joy</td>
<td>TONY MARTIN</td>
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<tr>
<td>16206</td>
<td>Can't Help Falling In Love/You'll Never Walk Alone</td>
<td>KEELY SMITH</td>
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<tr>
<th>RECORD NO.</th>
<th>TITLE</th>
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<tbody>
<tr>
<td>16308</td>
<td>If You Gotta Make A Feel Of Somebody/Mr. Moto</td>
<td>VAUGHN MONROE</td>
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<tr>
<td>16305</td>
<td>Everybody's Twisting Down In Mexico</td>
<td>BILLY VAUGHN</td>
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<tr>
<td>16318</td>
<td>For Sale/The Patty Cake</td>
<td>CHACE WEBSTER</td>
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<tr>
<td>16302</td>
<td>Saddle Up/I Wonder Why</td>
<td>THE LANGS</td>
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<td>16314</td>
<td>Love Is Return/Hey You Man</td>
<td>THE DEL-CARRIERS</td>
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<tr>
<td>16302</td>
<td>Burin Melody/Gone September</td>
<td>BILLY VAUGHN</td>
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<tr>
<td>16300</td>
<td>A Little Bitty Tear/Tennessee Twist</td>
<td>THE CROSBY BROTHERS</td>
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**BEST SELLING ALBUMS**

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<td>GREATEST STRING BAND HITS</td>
<td>BILLY VAUGHN</td>
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<td>3412</td>
<td>MOON RIVER</td>
<td>LAWRENCE WEK</td>
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<td>3410</td>
<td>DON'T THE TWIST</td>
<td>LOUIS PRIMA</td>
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<td>4006</td>
<td>THE ANDREWS SISTERS' GREATEST HITS</td>
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<td>3389</td>
<td>YELLOW BIRD</td>
<td>LAWRENCE WEK</td>
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<td>3395</td>
<td>BERLIN MEMO</td>
<td>BILLY VAUGHN</td>
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<td>3398</td>
<td>SAD MOVES</td>
<td>THE LENNON SISTERS</td>
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<td>3380</td>
<td>GOLDEN WALTZES</td>
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<td>3384</td>
<td>MOODY RIVER</td>
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<td>WHEELS &amp; ORANGE BLOSSOM SPECIAL</td>
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<td>3390</td>
<td>OFFICE</td>
<td>LAWRENCE WEK</td>
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<td>3352</td>
<td>BEST-LOVED CATHOLIC HYMNS</td>
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<td>3352</td>
<td>WONDERLAND BY NIGHT</td>
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<td>3276</td>
<td>THEME FROM A SUMMER PLACE</td>
<td>BILLY VAUGHN</td>
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<td>3259</td>
<td>LAST DATE</td>
<td>LAWRENCE WEK</td>
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<td>3292</td>
<td>THE LENNON SISTERS SING 12 GREAT HITS</td>
<td>BILLY VAUGHN</td>
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<td>3232</td>
<td>LOOK FOR A STAR</td>
<td>BILLY VAUGHN</td>
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<td>THE MAN WITH THE BAND</td>
<td>BILLIPEEPE</td>
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<td>SWEET MUSIC AND MEMORIES</td>
<td>BILLY VAUGHN</td>
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<td>3504</td>
<td>THE TEN COMMANDMENTS</td>
<td>BILLY VAUGHN</td>
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<td>MILLENNIUM IN GOLD</td>
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<td>WITH THE BAND</td>
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<td>3507</td>
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<td>GALE STORM</td>
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<td>3100</td>
<td>SAIL ALONG SILV'RY MOON</td>
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<td>3118</td>
<td>STAR DUST</td>
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<tr>
<td>3119</td>
<td>BILLY VAUGHN PLAYS THE MILLION SELLERS</td>
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**ALL TIME HIT SINGLES**

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<td>Near You/Be My Lover</td>
<td>THE HILLTOPPERS</td>
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<td>16339</td>
<td>To Be Alone/Moonstruck</td>
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<td>15446</td>
<td>The Green Door</td>
<td>JOHNNY MAJDOX</td>
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<td>15538</td>
<td>Come Go With Me</td>
<td>JOHNNY MAJDOX</td>
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<td>15560</td>
<td>San Antonio Rose</td>
<td>JOHNNY MAJDOX</td>
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<td>15587</td>
<td>Yellow Bird</td>
<td>JOHNNY MAJDOX</td>
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<td>15579</td>
<td>Blue Hawaii</td>
<td>JOHNNY MAJDOX</td>
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<td>15911</td>
<td>Does Your Cheekin' Gun Lose Its Flavor</td>
<td>LONNIE DUGAN</td>
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<td>15555</td>
<td>Be My Birdie Sue</td>
<td>LOUIS PRIMA, KEELY SMITH</td>
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<td>15568</td>
<td>Dock Of Cards</td>
<td>FRANKIE LEROY</td>
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<td>15660</td>
<td>Am I That Easy To Forget</td>
<td>DUSTY TAYLOR</td>
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<td>16068</td>
<td>Outshades's Gold</td>
<td>LOUIS PRIMA</td>
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<td>Look For A Star</td>
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<td>Chills And Fever</td>
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<td>16151</td>
<td>Wonderful By Night</td>
<td>LOUIS PRIMA</td>
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<tr>
<td>16209</td>
<td>Moody River</td>
<td>PAT BOONE</td>
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**BEST SELLING EP'S**

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<td>SAIL ALONG SILV'RY MOON</td>
<td>GALE STORM</td>
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<td>1074</td>
<td>GALE'S GREAT HITS</td>
<td>BILLY VAUGHN</td>
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<td>1076</td>
<td>Side By Side</td>
<td>BILLY VAUGHN</td>
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<td>1078</td>
<td>Blue Hawaii</td>
<td>BILLY VAUGHN</td>
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<td>1083</td>
<td>Pat's Great Hits</td>
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<tr>
<td>1087</td>
<td>The Mills Bros. Great Hits</td>
<td>BILLY VAUGHN</td>
</tr>
<tr>
<td>1095</td>
<td>Theme From A Summer Place</td>
<td>BILLY VAUGHN</td>
</tr>
</tbody>
</table>

**MAIL NOW TO YOUR NEAREST Dot DISTRIBUTOR**

**OR WRITE: Dot RECORDS, INC. 1507 N. Vine St., Hollywood 28, California**
Hot Artists and Diversified Product

**Dominate BMW's Stereo, Mono Charts**

By REN GREVATT

NEW YORK — Thirteen artists are represented in the top ten of the total monoalbum chart through May 22, 1962. Another factor which has taken hold recently is that of the "oldest but goodies" albums. Original Sound currently has Vol. I, Gershon with four albums on the chart. Other artists on the list that have albums in their "Golden Gasser" set are Frank Sinatra, Nelson Eddy, Van Cliburn on the over-all best selling album chart is a new hit. However, the field of jazz has made an increasing impact. Certainly, Duke Ellington has two sets on the top list; while Stan Kenton, Miles Davis, and Eddie "Lockjaw" Jones have each one.

As might be expected, original cast, sound track and movie music sets continue to set the pace, a total of 27 currently showing. Another kind of show album, the "individual live" performance, has begun to take hold, however. Right now, this area includes packages by Moms Mabley and the Four Preps, and such diverse performers as Judy Garland and Jimmy Reed.

**Hot Artists Account for Rise in Columbia Sales**

NEW YORK — Columbia Records' sales in 1961 were up 33 per cent, with five artists currently on the Billboard chart originally reported last month by the firm (Billboard Music Week, December 25, 1962). Bill Galagher, marketing chief at Columbia, believes that the boost has been bolstered to become a strong factor. But beyond this there are other factors.

The company's phenomenon began to take on real significance with the coming of Shirleyerman's "Teen Angel" to the number-one spot 10 years ago. Comedy albums today occupy about 17.5 per cent of the total sales. These include records of comedy artists, fewer than Winters, Woody Woodburn, Moms Mabley and the indefatigable Rusty Warren.

All Kinds of Twists

Then there's the twist. It is true that the dance phenomenon first hit the scene 13 months ago. Since its reformation

Reissue Gleason

"At Bedtime" Disk

HOLLYWOOD — Jackie Gleason's five-year-old "Apology at Bedtime" disk was released as an LP in May of 1957, but is being reissued by Capitol Records following the success of the country disk jockey test release. Capitol plans to reissue the acetate dials of the recording and send them to 43 disk jockeys with a list of over 100. The disk is a novelty read by Gleason. The sales trend appears to be issue of Capitol to show promise in the LP market. Another disk label released Robert Mitchum's "Stage door"—also a 1937 recording—and the disk took off in the South and Portland area, and, according to Capitol, looks like a chart contender.

SOUND OFF

**Disk Men Expose Ideas During NARAS Seminar**

By SAM CHASE

NEW YORK — A large segment of the music industry was at the Waldorf-Astoria this week for the first of three meetings in New York under the joint auspices of the National Association of Record Dealers and Sciences and New York University. The initial symposium, devoted to the role of producers, was a high level for future meets to repeat.

Under the chairmanship of jazz pianist Billy Taylor, the four speakers — Lawrence Wolk, the Linellists, Bob Neilson, and Joe Bill (Jose Jansen) Dora, with each.

It is true that a number of the younger artists, primarily identified with producers, have begun to move into album sales contention. These certainly would include Producer F. Four, the kings Tingen, Johnny Mathis, Charlie Rich, Frank Lee and Rudy Nelson to name a few. And now, that there is a growing practice to sell on the market with an album and a single, a single hits of Top 10 calibur. Of the many artists who have a rapid-fire album releases following a single, usually carrying the title (Continued on page 25)

**Diners' Club Debs Low Price Teen Records**

HOLLYWOOD — The Diners' Club is lowering the price direct mail campaign for the Diners' Club, BMW learned last week. The Diners' Club Records Record chief Bernard Somer, in announcing the move, did not give any details, but is being identified as part of the Solomon firm in its advertising and promotion. BMW has been a specially prepared for the club by Tunes. In addition, as an incentive to the club, the club will offer Liberty's "Teen LP" for $1 as a special offer to membership, BMW also learned that Solomon plans to add other labels to be specially pressed for the Dollar Club.

Membership pitches will go out next week via an intensive direct mail campaign with the "All You Want for a $17" theme. The "Teen-" LP for a $1 offering is being made for a magazine that will be sold to the club. A limited issue of the Teen LP will be made available for the club, and that will be limited to the young age groups.

Cameo LP's in Columbia Club

NEW YORK—Cameo-Parkway has signed an agreement with Columbia Club. The club will issue the labels to its 100,000 members. Only LP's that have been in dealers' hands for at least three months will be offered to club members. First LP's to be featured will be "Golden Jukebox," "Big Band," "Teen" LP's, "Cameo" LP's and "Youth" LP's.

Riverside Records to Issue "White Rose of Athens" German Desk

NEW YORK — Records licensed under previous rights to "White Rose of Athens" ("Weisse Rosen Aus Athen") by Nana Mouskouri. The disk, originally released in Europe, is currently in the German Top 10. It's total sales on the U.S. I label over $50,000 million mark. The title, like its flip, "Addio," was written by Mannie Hadjidakis, who also won the best music film score Oscar. The publishing rights are held by Kastner.

Riverside plans a special singles series for the disk and will back it with exclusive "promote and premiere" advertising and promotion campaigns.
JONES NAMED GM Mfr.—Engineering For Capitol Firm

HOLLYWOOD — Capitol Rec-ords last week named George Jones to head the company's national mana ger of its manufacturing, including new plants, and to Jim Baysell, vice-president in charge of that division. Jones will be based in Baltimore, the phonograph manufacturing op-eration.

Jones, who led C. P. MacGregor Bendel five years ago to joint Capit ol, at that time was in charge of Capitol's recording studios, its engineered products division and disc ser vice department, in addition to a number of other procedures.

Concurrent with the elevation of Jones, M. S. Hardy was promoted to the chief executive post of na tional manager of record manufac turing, reporting to Jones. Hardy, who will remain at the company's Scranton, Pa., plant, will head the researchers section of the Pennsylvania factory as well as Capitol's Los Angeles plant.

No Change for 4th Class Mail

WASHINGTON — The current bill to raise the 4th class, or second class, postal rates, will not change the present rate which is 4 cents, plus an additional charge of 5 cents, for recorded delivery.

The Senate may put up more of a fight before it votes to increase 4th class charges to 5 cents, all to mail at 8 cents, and raise the tab on second and third-class matter.

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Newspaper

MANCHESTER, Tenn. — A 15-year-old woman is a suspect in the killing of a 34-year-old man here over the weekend.

The woman, who lived with the victim, was being held at the Davidson County Jail.

Police said the man was found dead in his car on Saturday night.

The investigation is ongoing.

Command Sales

Are Up 20%

NEW YORK — Enoch Light's Command Records, a subsidiary of Arista Records, climbed up 20 per cent more sales in 1961 than in 1960. The company's sales breakdown shows 85 per cent of sales in stereo albums and 15 per cent in mono albums.

Light opined "Teen-agers as well as adults are buying albums. They are leaning toward buying albums instead of singles and even more so, a number of young adults who do not spend the amount of this year's albums sales."

Meanwhile, Light urged the rec ord industry to launch a self-regu lation effort on price levels and to institute "indiscriminate price cutting, record counterfeiting and sales cutbacks." Light's "records," he said, were selling at "a pric e by industry-wide regulating com mittee. Otherwise, sales of albums won't even go up to the price of the-

George Steiner Is

Philips Sales Dir.

NEW YORK—George Steiner of Los Angeles has been appointed national sales manager for Philips Records. It was announced by Louis Wallichs, president, who has also set the label's chief dis tribution office in New York City, from Coast to Coast. Additional dis tributors will be added.

Steiner, who represents Philips' other two regional managers, Donald Sanders of New York City and Sheldon Tuck of Cleveland, re ceived his first sales promotion two years ago, before his first sales promotion tour today (Scott) — holding one-day sales meets at each distribution point.

Distribution of the Philips label starts on February 1.

Los Angeles Tips

Hat to G. Wallichs

HOLLYWOOD — Los Angeles County Board of Supervisors last week passed a resolution naming President and co-founder Geller Wallichs with a citation and a check for $10,000 towards his contribution to the county's economic welfare of the area dur ing the past year. Wallichs had singled out for praise because "in spite of the current cold climate, he has been an active member of many local business and civic groups."

It was further added that "he began his broadcasting career in Hungary, was a correspondent for CBS Radio in Japan, and worked for the BBC in London. He purchased Radio KBO in 1960, with the intent of giving back to the community in July, 1960, with a small music store named "and then now as Wallach's Music City."
Big Three Leveling Promotion
Guns on Motion Picture Themes

NEW YORK—The Big Three is on a big drive working on a flock of picture songs these days, Norm Paley, general merchandising manager of the Robison-Feist-Miller firm, said that the current push on recordings of flick themes was one of the heaviest in recent months. Firm is working on the theme from the flick "Tender Is the Night," which has waxings by Gogi Grant, Teney Bennett, Vic Dana, Earl Grant, and Colman. Off is there a new record by Timi Yuro of "Never Sleep" from the picture of the same name. Foyin is setting records on a new time by Marie Hadska called "It Happened in Athens" also on MGM and one picture. One of the firm's standards, "Ebb Tide" is used instrumentally in the flick "Sweet Bird of Youth" and new recordings are being set on that, too. Another new Big Three tune starting to get records is the Andre Previn theme from the remake of "The Four Horsemen of the Apocalypse," a picture due for release in February or March.

Other film themes being pushed by the Big Three are "Romance in Paradise," "El Cid," and "Kings of the Carnival," all being worked on new waxings on the standard foreign charts, according to the manager.


NEW YORK—The sales power of this week's dramatic introduction on the record charts of the new album chart is evident from the fact that "Twist LP" called "Twistin' in the Wind" has now moved into a firm position on the Top 100 mono album chart in the No. 18 slot. Three other Twist albums place strongly on the Top 100; these are "Twist With the Alas" on the Checker label, "Anthony Murray's Chicago Likes Boone's Pictures"

CHICAGO—Sales here on the Billboard 100 fare well in general. "Night in Moscow" the Kapp disk hit the national chart last week and is one of the strongest records around.

"I'll Be False," by the Gateway Boys, "Pictures in the Fire," is the only break out in sales this week; the first side has not shown any action as yet. "I Don't Want to Go This Far" by "I Don't Want to Go," "It's Not True Either," is just a theme.

Though these may be the only break out in sales, there are still quite a few new themes that are very strong. For instance, most of that sales are still coming from the Top 100 side. The theme is still coming from a shopping plaza, and jobs are still being made on the theme. The theme is just a theme, but a new sound and the theme is "I Can't Wait." The trade also says it is doing just as well as all the others and is still continuing now and freezing.

In addition to strong store sales, several new tunes are being cited by the trade as being good sales potential. One of the tunes, "Surfers Stump," by the Bakers, "Richie" is doing very well, and the theme is doing very well. "Surfers Stump," by the Bakers, "Richie" and "Blondie," by the Bakers, "Richie" and "Blondie," are all doing very well.

"I Can Dream Can't I," by the Rainbow Boys and the Sutters, "K Connie," by the Rainbow Boys and the Sutters, and "Heartbreak," by the Rainbow Boys and the Sutters, are all doing very well.

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by Bobby Vee, LRP-3211/LST-7211

UP A LAZY RIVER  
by Si Zentner, LRP-3216/LST-7216

TWIST WITH THE VENTURES  
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BIG BAND PLAYS THE BIG HITS  
by Si Zentner, LRP-3197/LST-7197

LET'S ALL SING WITH THE CHIPMUNKS  
by David Seville and the Chipmunks, LRP-3132/LST-7132

SOUL!  
by Timi Yuro, LRP-3212/LST-7212

50 GUITARS GO SOUTH OF THE BORDER  
by Tommy Garrett, LMM-13005/LSS-14005

TOWER OF STRENGTH  
by Gene McDaniels, 
LRP-3215/LST-7215

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SURFER'S STOMP by The Mar-Kets, #55401 (in Calif. - Union #501)
TEARS FROM AN ANGEL by Troy Shondell, #55398
LET ME CALL YOU SWEETHEART b/w SATAN NEVER SLEEPS by Timi Yuro, #55410
HOLLYWOOD TWIST b/w NICE 'N EASY by Si Zentner, #55408
TELL ME by Dick & Deedee, #55412
HANDSOME GUY by Dick Lory, #55415
TOP 50 BEST SELLING CLASSICAL ALBUMS

FOLLOWING IS A LIST OF THE BEST SELLING CLASSICAL LP'S SOLD IN STORES FOR THE SIX-MONTH PERIOD ENDING SEPTEMBER 30, 1961. THE LIST IS BASED ON SALES REPORTED TO BILLBOARD BY DISTRIBUTORS OF MANY OF THE BEST SELLING LP's AROUND THE COUNTRY. THE LIST IS PROVIDED AS A SERVICE TO THE INDUSTRY AND USERS OF BILLBOARD AND TO HELP THE NATION'S DISTRIBUTORS TO SELL THE BEST SELLING CLASSICAL RECORDS THEY SELL TO THEIR CUSTOMERS.


2. REGARDING: VICTORY AT SEA, VOL. V, RCA Victor LM-2223, $1.65.


4. ART OF PRIMA DONNA (3-127), Joan Sutherland, London A 4462, $3.00.

5. TAKAHIOVSKY: 1812 OVERTURE OP. 49, Minneapolis Symphony Orch. (Dorsey), Capitol GCR 7222, $1.25.

6. RACHMANNINOFF: CONCERTO NO. IN B FLAT FOR PIANO, OP. 14, Arturo Rubinstein, Chicago Symphony Orch. (Reiner), RCA VICTOR LM-2352, $2.80.

7. TAKAHIOVSKY: CONCERTO NO. 1 IN B FLAT FOR PIANO, Van Cliburn, RCA Victor LM-2351, $2.80.


10. PUCINNI: MADAME BUTTERFLY (3-127), Maria De Los Angeles, Jani Bjering & Various Artists, Capitol GCR 7252, $2.49.


12. HAYDN: O PZI NO. 91, CONCERTO FOR PIANO AND ORCHESTRA, RCA Victor LM-2495, $2.49.


15. GERSHWIN: RHAPSODY IN BLUE, Columbia Symphony Orchestra, Columbia CL 143, $3.09.


17. HANDEL: THE MESSIAH (excerpts), (Sargent), Angel 3580.

18. PUCINNI: LA BOHEME (3-127), Renata Tebaldi, London A 4236, $3.08.

19. FRENCH: MARCEL DASINE'S CONCERTO NO. 5 ("Empire"), Van Cliburn, RCA Victor LM 2562, $2.75.

20. BRAHMS: VIOLON CONCERTO IN D, OP. 77, Isaac Stern, Columbia CL 2454, $4.50.


22. SCHUMANN: HUMORAS IN A FOR PIANO, Van Cliburn, RCA Victor LM 2458, $2.50.

23. DONIZETTI: LUCI DA LAMMERMORO (3-127), Joan Sutherland, London A 4355, $1.27.

24. LEIBERT: M. BOSIN POP Orch. (Feuillere), RCA Victor LM 2546, $2.49.


27. SCHWARTZKOPF: SINGS OPERETTAS, Elizabeth Schwartzkopf, Angel 31460, $3.06.


30. BRAHMS: SYMPHONY NO. 1 IN C, OP. 68, Philadelphia Orch. (Klemperer), Angel 35481, $3.54.

31. HANDEL: THE MESSIAH (3-127), Mennen Taberner Choir, Columbia MCL 265, $2.67.


33. MARIO LANZA: CARUSO CONCERTOS, Dennis Brain, RCA Victor LM 2566, $3.25.

34. VERDI: OTELLO (3-127), M. Du Montano, R. Tebaldi, London A 4252, $2.50.

35. MY FAVORITE CHOPIN, Van Cliburn, RCA Victor LM 2576, $2.50.

36. YOUNG CARUSO, Enrico Caruso, Angel COLH 119.

37. THE GREAT DOMINIQUE, Jessye Norman, Jessye Norman, RCA Victor LM 2570, $2.50.

38. BEETHOVEN: WELLINGTON'S VICTORY, Conducted by London Philharmonic Orchestra, Angel 35085, $3.00.


40. WAGNER: THE FLYING DUTCHMAN (excerpts), (B. Nilsson, A. Corelli, RCA Victor LM 2572, $2.50.

41. BEETHOVEN: CONCERTO NO. 4 IN PIANO, OP. 58, Van Cliburn, RCA Victor LM 2575, $2.50.

42. THE LORD'S PRAYER, Mormon Tabernacle Choir, Columbia MCL 556, $2.67.

43. VERDI: AIDA (3-127), Richard Tucker, Maria Callas, Angel 31429.

44. TAKAHIOVSKY: SWAN LAKE, Salome Romanch orchestra (An- drey Markoff), Columbia ML 2091, $2.50.

45. BRAHMS: INTERMEZZOS, Glenn Gould, Columbia ML 2657, $2.50.

46. SIBELIUS: CONCERTO IN D FOR VIOLIN, OP. 47, Jascha Heifetz, RCA Victor LM 2571, $2.50.

47. RODGERS: VICTORY AT SEA, VOL. II, RCA Victor Sym-phony Orch. (Schoenberg), Columbia ML 2572, $2.50.


49. BACH: GOLDENBERG VARIATIONS FOR HARPSCORD, Glenn Gould, Columbia ML 2494.

25 PUBLISHERS FILE SUITS AGAINST BACKGROUND MUSIC CO.

NEW YORK—National Musi- cians, a background music firm, has filed a suit against six publishers that it charges have stolen parts of its recordings.

The suit, filed in U. S. District Court here by attorney Julian T. Abels, charges that the defendants—

5. BMG Rights Management, Inc., 170 West 49th Street, New York 25, N. Y.

The suit seeks $1 million in damages, plus attorneys fees, court costs and costs of suit.

"Each act of the part of said defendant was committed without authorization, license, consent or consent," the suit states.

The suit asks that the defendant’s names be enjoined from using the music, that damages be awarded to the plaintiff, that the defendants be ordered to pay court costs and legal fees.

According to Abels, the Harry Fox office reports that many background music firms are now making "blank" recordings without rights, or without even filing a notice of use, that defendants are making and using such tapes without permission, and that defendants are not paying mechanical license fees imposed by the Copyright Act, as the tapes are not protected as phonograms, and that this service is only performed rather than used as saleable music.


general damage claims.

Therefore, since they are not getting license fees, we believe these claims are not being made through this contract with the individual publisher or that the publisher is not taking advantage of the use and we hope to fulfill a decisional principle in this case.

MEYER MOVE IS PREMATRUE.

NEW YORK—A story heard in the January 27 issue of Billboard Music Week to the effect that Herb Meyer would make a move to be president or chairman of Bel Canto Stereo Tapes was true, but only temporarily. When Pete Fornatale was named president of the company, the move was termed premature this week, as Meyer, currently general manager of Bel Canto, will continually answer the request that he be given the position.

"I SURRENDER DEAR" IS ANOTHER HIT.

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"TWISTIN' POSTMAN"
THE MARVELETTES
TAMLA #54054

Climbin' Up the Charts!

"JAMIE"
EDDIE HOLLAND
MOTOWN #1021

Headed for #1

"WHAT'S SO GOOD ABOUT GOODBYE?"
THE MIRACLES
TAMLA #54053

Breaking for a Hit!

"CHECK YOURSELF"
THE TEMPTATIONS
MIRACLE #12

AND OTHER RELEASES GETTING BIG!

"THE CONGO"
THE TWISTIN' KINGS
MOTOWN #1023

"WHAT IS A MAN?"
HENRY LUMPKIN
MOTOWN #1013

"THE DAY WILL COME"
FREDDIE GORMAN
MIRACLE #11

GETTING STRONGER:

"GREETINGS"
(THE VALADERS)
MIRACLE #6

"THE CONGO"
(THE TWISTIN' KINGS)
MOTOWN #1023

"WHAT IS A MAN?"
HENRY LUMPKIN
MOTOWN #1013

"THE DAY WILL COME"
FREDDIE GORMAN
MIRACLE #11

GETTING STRONGER:

"GREETINGS"
(THE VALADERS)
MIRACLE #6

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1961

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in recognition of the great national popularity attained by

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Serving Music Since 1940
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APACHE—Regent Music Corp.

AS IF I DIDN'T KNOW—Winston Music Corp: Glenville Music Corp. SCOTT DAVID

BABY SITTIN' BOOGIE Herb Bell Music Corp. JOHNNY PANKER

BIG BAD JOHN Cigna Music Company JIMMY DEAN

BOLL WEEVIL SONG Play Music, Inc. CLYDE OTIS, BROOK BENTON

BREAKIN' IN BRAND NEW BROKEN HEART—Alton Music, Inc. JACK KELNER, HOWARD GREENFIELD

BUT I DO—Are Music Corp. ROBERT GUIDRY

CALENDAR GIRL—Alton Music, Inc. NEIL SEDAKA, HOWARD GREENFIELD

CRASHY—Pumper Music, Inc. WILLIE NELSON

CRYING—Acuff-Rose Publications ROY ORBISON, JOE MELSON

DEDICATED TO THE ONE I LOVE Lois Music Publishing Co. LAMONT PATTING, RALPH BAER

DON'T BELIEVE, HONEY Figure Music, Inc; Old Lyne Music, Inc; Trinity Music, Inc. LINDA SCOTT

DON'T WORRY Marty's Music Corp. MARTY ROBBINS

EYON EYES Acuff-Rose Publications JOHN D. LOUDMILL

EMOTIONS Cedarwood Publishing Co., Inc. T. Tiller, RAMSEY KRAMER

EVERLOVIN'—Jat Music, Inc. LUCY BURCHES

EVERY BEAT OF MY HEART Lhp Music Publishing Co. JOHNNY O'TIS

THE FLY—Woodcrest Music; Marion Music Co.; John Mendia, DAVID WHITE

FOOL NO. 1 Sure-Fire Music Company, Inc. KATHRYN R. FULTON

FOO WHIZ Records Music Publishers JAMIE THOMAS, JEANNE VIEKI

GOODBYE, CRUEL WORLD Alton Music, Inc. GLORIA SHAUNE

HAPPY BIRTHDAY, SWEET SIXTEEN—Alton Music, Inc. NEIL SEDAKA, HOWARD GREENFIELD

HATS OFF TO LARRY—Vicki Music, Inc. MCLAUGLIN Publishing Company RALPH SHANNON

HEARTS OF STONE—Regent Music Corp.; Commodore Music Co. JUDY ROGERS, EDWARD RAY

HELLO, MARY LOU—January Music Corp.; Champion Music Corporation GENE FITZNE

HELLO WULLS—Pumper Music, Inc. WILLIE NELSON

HIS LATEST FLAME Elvis Presley Music, Inc. JEROME "DOC" FOMUS, MONT SHERMAN

HIT THE ROAD, JACK Tangerine Music Corp. PERCY MAYFIELD

A HUNDRED POUNDS OF CLAY Old Music Corporation BOB ECON, LUTHER DIXON, KAY ROGERS

I FALL TO PIECES Pumper Music, Inc. HANK COCHRAN, HARLAN HOWARD

I FEEL SO BAD—Berkshire Music, Inc; Elvis Presley Music, Inc; CHUCK WILLIS

I LIKE IT LIKE THAT Turn-On CHRIS KENNER

I LOVE HOW YOU LOVE ME Alton Music, Inc. BARRY MANI, LARRY KOLBER

JUST FOR OLD TIMES' SAKE Alton Music, Inc. JACK KELNER, HANK HUNTER

LAST NIGHT East Publications; Bals Music JERRY LEE SMITH, CHARLES AXTON, FLOYD NEWMAN, CREED MOHR, GILBERT CAPLE

LET THERE BE DRUMS Toots Music, Inc. SANDER NELSON, RICHARD POGADOR

LET'S GET TOGETHER Wonderland Music Company, Inc. ROBERT B. SHERMAN, RICHARD M. SHERMAN

THE LION SLEEPS TONIGHT Folkways Music Publisher, Inc. PAUL CAMPBELL

LITTLE BOY BAD Cedarwood Publishing Co., Inc. WAYNE P. WALKER

LITTLE DEVIL —Alton Music, Inc. NEIL SEDAKA, HOWARD GREENFIELD

LITTLE SISTER Elvis Presley Music, Inc. JEROME "DOC" FOMUS, MONT SHERMAN

LONELY TEENAGER Lola Publishing Corp. SALVATORE PIPPA, ALFRED DI PAOLO, SAM BUTLER

MAMA SAID—Ludie Publishing Co., Inc.: Betbludin Publishing Corp. LUTHER DIXON, WILLIE DIXON

MEXICO—Acuff-Rose Publications BOURBON BRENT

MOODY RIVER—Kevis Music Co. GARY D. BRUCE

MY TRUE STORY—Leucy Music, Inc. EUGENE FITT, OSCAR WALTER

NEVER ON SUNDAY—Estate Music Corp.; Sidmore Music, Inc. MANOHI HADJIBAKIS, BILLY TOWN

ON THE REBOUND Cigna Music Company FLOYD CRAMER

ONE MINT JULIE—Progressive Music Publishing Co.; Regent Music Corp. RUDOLPH TOOMBS

THE PEPPERMINT TWIST Jannore Music Corp. JOEY DEE, HENRY GLOVER

PLEASE LOVE ME FOREVER Skir Music, Inc. JOHNNA MALONE, OLLIE BLANCHARD

PLEASE, MR. POSTMAN Jethie Music Co., Inc. BRIAN HOLD, ROBERT BATMAN, FREDERICK C. GORMAN

PONY TIME—Alton K. Music Corp.; Harvard Music, Inc. DON COYAY, JOHN BERRY

PORTRAIT OF MY LOVE Piccadilly Music Corporation CRYE, GROUSE, DAVID WEST

PUFFY LITTLE ANGEL EYES S-P-R Music, Inc. TOMMY BOYCE, CURTIS LEE

QUARTER TO THREE Pepe Music Corporation GEORGE B R, FRAN G. GORDY, JOSPEH ROYSTER

RAINDROPS Central Publishing Co., Inc. DEE CLARK

RUNAWAY—Vicki Music, Inc. MCLAUGLIN Publishing Company MAX CROSS, DEL SHANNON

RUNNING SCARED Acuff-Rose Publications RY ORBISON, JOE MELSON

RUN TO HIM—Alton Music, Inc. GERALD GOFFIN, JACK KELNER

SAD MOVIES (Make Me Cry) Acuff Rose Publications JOHN D. LOUDMILL

SCHOOL IS OUT Pepe Music Corporation GARY ANDERSON, GENE BARGE

SHOP AROUND Jethwe Music Co., Inc. WILLIAM ROBINSON, JR., BERRY GORDY, JR.

SPANISH HARLEM Progressive Music Publishing Inc.; Trio Music, Inc. JERRY LEDER, PHIL SCERER

STAND BY ME Progressive Music Publishing Co.; Trio Music, Inc. BILLY TREW, JERRY LEDER, MIKE STOLLER

SURRENDER Elvis Presley Music, Inc. JEROME "DOC" FOMUS, MONT SHERMAN

TAKE GOOD CARE OF MY BABY Alton Music, Inc. CAROLE KING, GERALD GOFFIN

THERE'S A MOON OUT TONIGHT Rob-Ann Music, Inc. MAUREEN MUSIC, INC.

THINK TWICE—Play Music, Inc. JOE SHAFIO, JAMES T. WILLIAMS, CLYDE OTIS

THIS TIME—Tree Publishing Co., Inc. ROBERT MASON

THOSE OLDIES BUT GOODIES Maraviilla Music, Inc. PALT POLIT, NICK CURRIGA

TONIGHT I'M LOVING, TONIGHT Spark Music Corp. PAPA ANKE

TOSSIN' AND TURNIN' Leucy Music, Inc. MALOU KAREN, RITCHIE ADAMS

TRAVELIN' MAN Golden West Melodies, Inc. JERRY FULLER

THE TWIST Lois Music Publishing Co. HANE BALLARD

WALK ON BY—Lovery Music Co., Inc. KENDAL BALLARD

WALK RIGHT BACK—Crocketk Music Sonny CURTIS

WHEELS Dunhee Music; Selma Music Corp. NORMA PETTY

WHEN WE GET MARRIED Edith Co., Alton K. Music Corp. DON HOGAN

WHERE THE BOYS ARE Alton Music, Inc. HOWARD GREENFIELD, NEIL SEDAKA

WHO PUT THE BOMP (In the Bomp, Bomp, Bomp) Alton Music, Inc. ALVIN BUNE, GERALD GOFFIN

WILL YOU LOVE ME TOMORROW Alton Music, Inc. GERALD GOFFIN, CAROLE KING

WINGS OF A DOVE Bee Gee Music Publications, Inc. RONNIE FARGON

WITHOUT YOU Ridge Music Corp. JOHNNY TELLOTTON

WRITING ON THE WALL Westminster Music Corp.; Glenville Music Corp. SANTI BARON, MARK BARKAN

Y AA—Fats Music, Inc. LES DORSEY, CLARENCE LEWIS, MORGAN RICHARDSON

YOU'RE THE REASON American Music, Inc. BOBBY EDWARDS, FRED HEINLEY, MURDOCH JUHAS, TERRY FELL

YOU CAN DEPEND ON ME Peer International Corporation

BROADCAST MUSIC, INC. • 589 Fifth Ave., New York 17, N.Y.
Europe

BELGIUM

(Country Julie Box Magazine, Mechelen)

FLEMISH-BELGIUM

(Twenty Most Requested Songs)

1. "LET'S TWIST AGAIN/VOGEN DASER DE TWIST-Cx.-THE GREAT AMERICAN BAND (Holland-
2. "TWIN/DE BEER-DEER-CH) (Holland-
3. "I'M GONNA KNOCK ON YOUR DOOR"-THE DELLAS (England-
4. "MAMBO BABY"-THE RONETTES (England-
5. "LITTLE SISTER"-PENTAY OVERSEAS (England-
6. "BABY LOVE TWIST"-THE SPINDLE TOPS (England-
7. "I PALE SAVOR"-CARMEN AMato (Italy-

FRANCE

(Thirty Most Requested Songs)

1. "LET'S TWIST AGAIN/VOGEN DASER DE TWIST-Cx.-THE GREAT AMERICAN BAND (Holland-
2. "TWIN/DE BEER-DEER-CH) (Holland-
3. "I'M GONNA KNOCK ON YOUR DOOR"-THE DELLAS (England-
4. "MAMBO BABY"-THE RONETTES (England-
5. "LITTLE SISTER"-PENTAY OVERSEAS (England-
6. "BABY LOVE TWIST"-THE SPINDLE TOPS (England-
7. "I PALE SAVOR"-CARMEN AMato (Italy-

ITALY

(Country Medias di Modena, Modena)

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ASIA & PACIFIC

AUSTRALIA

(Country Music Makers, Sydney)

NORWAY

(Country Verdens Gang)

GERMANY

(Country Automation Musik, Hannover)

HONG KONG

(Japan)

(Country UTAMAFK, Tokyo)

PHILIPPINES

(Country Manila Chronicle)

SOUTH AFRICA

(Country Lawrence Marquis Radio)

(Billboard Music Week 1962)

(Twenty Most Requested Songs)

1. "I'M GONNA KNOCK ON YOUR DOOR"-THE DELLAS (England-
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(Billboard Music Week 2023)

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(Continued on page 22)
Musicor Records

NEW SINGING STAR

KENNY DINO

1ST. RELEASE "YOUR MA SAID YOU CRIED" MADE ALL TRADE PAPER CHARTS...NOW A NEW BLOCK BUSTER

"ROSIE, WHY DO YOU WEAR MY RING" MUSICOR MU 1015

DISTRIBUTED BY UNITED ARTISTS RECORDS
**Famous Exec Heading North**

By RUBEN MACIAZO

Lavalle 1783, Buenos Aires:

**ARGENTINA**

The famous distributor of Aritid Records, ABC-Paramount, Colombia, Music Disc Corporation, has received word that he will be leaving for New York on the 26th. On March 5 he will be in London, then on to Paris. He will reside in New York at 38 West 58 Street.

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**Twisting**

Record companies have plunged into a mass production of this new craze. Two movies, "A Campina de Twint" ("Twist Around the Clock") and "Vamos Al Twist" ("Let's Twist"), stirred up teen-age excitement. Ferran, which cut Chubby Checker's "Let's Twist Again," is now promoting "The Twist" and the U.S. S.E.C. and A. B.C. Siermanica Records released two versions of "Twist" done in Germany by Charlie Cotton, "Telefon Twist," and "Der Liebeabramin All Twist." Phil Bannister and his Trio recorded "Balloons Twist and Volant Leopard," and "Lolita."

Twist production by local authori-

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**BELGIUM**

Decca Black Label A Quality Series

By JAN TORFS

Studiosparken, 37-Mechelen

Decca Belgium created a new series called "Decca Black Label Series." So far four recordings have been released. In this case one can find Belgian versions of songs that were selected because of their quality. The artists who can be heard on the series are: Beverley, Judi Hart, Fatty Jones and Cecily Ford. Judi Hart made her recording debut with "Let's Twist," and "Dance the Twist" and "Let's Go for the Twist." The artists who can be heard on the series are: Beverley, Judi Hart, Fatty Jones and Cecily Ford. Judi Hart made her recording debut with "Let's Twist," and "Dance the Twist" and "Let's Go for the Twist."

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**AUSTRALIA**

Liberty Makes Aussie Debut

By GEORGE HILDER

19 Lindsay Ave., Sydney

E.M.I. (Australia), Pty., Ltd., an-

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**BRITAIN**

"Brigitte Bardot in Carnival Time"

By MAURICIO QUADRI

Rosa Fransina Maschio 36, Rio de Janeiro

The Samba's nouveaux bouges, the Bora Bora, which has been held between the arms of the European
tional union's sympathized best, will stay, as it added something mysterious and modern to the original samba.

Coming from Bossa Nova singer, Alcide Costa is back with the same group. His record, "Pepper Mint Twist," is still on the charts of French Bel-

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**Bosco Nova' Should Stay**

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**Tours**

Statler Ballroom, A. B. C. Siermanica, Bobbejon Schepers, popular Flemish, has just oped his new combination on the front of the village of Liichtart. It is a very large prop-

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**Arsenal**

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THE GREAT SOUNDS OF '62 ARE ON MGM RECORDS

NEW! NEW! NEW! NEW! NEW! NEW! NEW!

THE JUDY GARLAND STORY
Vol. 2, The Hollywood Years E-4005P The Greatest Garland in soundtrack performances from her biggest MGM musicals!

A COLLECTION OF MILLION SELLERS! 29 ALL-TIME HITS FOR THE ENTIRE FAMILY! 2E 7 A special two record set of hits by Debbie Reynolds, Hank Williams, others!

LET'S DO THE TWIST FOR ADULTS E/SE 3987 Danny Davis and The Titans play the freshest album of Twist tunes yet!

ON STAGE E-3989 Hank Williams recorded during actual performance in a set to enjoy and treasure!

LOVE MAKES THE WORLD GO ROUND E/SE 4001 Lovely Anna Maria Alberghetti sings love songs, blue songs, great songs!

HERE'S TO LOVE E/SE 4000 The debut of a thrilling new voice...Tony Morell means romance!

NEW! NEW! NEW! NEW! NEW! NEW!

PAST MIDNIGHT! E/SE 4006 Margaret Whiting sings the late, late songs. Some swing, some soar...all great!

MGM MOVIE HITS E/SE 3988 David Rose & Leffey Holmes present hits from Gone With The Wind, Gigi, Adv. Bon-Hur, others!

THE MUSICAL WORLD OF JEROME KERN E/SE 3986 Dam del and The Starlight Symphony play Kern's finest music in dazzling sound!

GUITARS OF PASSION E/SE 3075 The incomparable Sircles in an all-new program of passionate guitar music!

YOURS E/SE 3987 World favorite Vera Lynn in an album of warm and wonderful love songs!

And, for the first time...a new label! CHORUS Records presents THIS HEART OF MINE A/AS-2 A brilliant song program by lovely star Carol Lawrence!

The prefixes E and AS indicate stereo.

MGM Records is a division of Metro-Goldwyn-Mayer, Inc.
Two Factors
In French Mkt.

By EDDIE ADAMS
92 quai de Marsel Lafourche Center, NYC

February will be marked by two dominant factors: the marketing of two hit U.S. LPs and an ever-increasing price contest in the classical music field.

EMI-France begins marketing "Erich Knight Command" and mono LPs "Persuasive Percussion." "Provocative Piano," an LP of "Partiment Persussion Cha Cha." First Liberty disks to be marketed through the same label will be by Bobby Vee, the Chipmunks, the Ventures, Julia London, Gene McDaniels and Tiz Yoors, Classic Wax.

Fontana is marketing a new low-priced classical series entitled "Cirque Musical." With the simultaneous issuing of 19-10 inch records featuring Beethoven and Chopin works. The record is sold at the retail price of 9.5 new francs.

Artico getting results from the fast-selling "Grandes Diffidences" series that retail at 9.95 new francs, is following up with Vitalino's "Freak Seasons" from Boston Records. Artico has obtained a unique collection for the lovers of "Bal Canto," consisting of three luxurious albums retailing at 100 new francs each, and containing three LPs, 12-inch, illustrated pamphlet, and Oreno's "Serenata" and Pierre Argent sings to track down original artists. Among the artists featured are Pedro Guillen, Caro, Victor Maurol, Fella Litvina, Jean Louelle and Enio Scularo. Afficionados of Bel Canto will again hear the voice of Richard Tauber, accompanied by works by Mozart, Weber, Bizet, Berlioz, Hummel, Puccini, Verdi and Tchaikovsky.

Visitors
MGMA's Armand Penn and Gene Moretti will meet February 19 their ECM-sniffing colleagues, Pappataci, Puccini, Verdi and Tchaikowsky.

Radio Hassle
In Denmark

By ARNE HANSEN
11 Malmoerakker, Holte

Passions run high around the country. Every Danish radio listener is at loggerheads with the Danish Postal Administration. People are calling for a change in the law of radio allotment to have the Commercial D.C.R. and Radio Mexico stations forbidden, the State Radio in working for permission for a so-called "Melody Radio" on a special wave length to compete with popular programs.

The young Danish group, the Close, called in which members had a sensational break with their recording of "How Wonderful to Know," on be to in for a hit with "Dangere," featured in a small time Danish TV show and voted on by a member of the group, Margrethe Poustrini, the main has the publishing rights and Philips the recording.

Sid Briggs is the name of a young American singer who fell in love with Denmark when stationed in Germany and coming and going here on leave. Mr. Briggs has been staying here for the past six weeks and looks and voice he now has a record producer and has just recorded "The Wedding" (La Nupesc) for Trolls to be released soon.

\'Come Down Katie\' Is on the Way Up

BY KEN STEWART
Dublin Evening Mail

Although it has been on the market for a few weeks, "Come Down the Mountain, Katie Daly," composed by Paramchad, has been performed by Eamonn O'Shea, only developing into a hit now. It seems quite likely that "Katie" will enter the ranks of such recent standards as "Flirty Shades of Green" (Johnny Cash) and "Take Good Care of My Little Girl" (Dion). "Katie Daly" is undoubtedly the most commercially interesting the Irish company, Gleniade, Edelweiss, etc.

Movies, Radio

Chief Richard's new single, "The Yeomen's March," the composer who has been moving to, added by the fact that the movie of the same name was shown in Dublin early next month. His previous movies were not so successful, but this film has been encouraged by the censorship difficulties.

Austral-Plan's "Big Giri" have been released in the Republic already.

Both television and radio seemed to have assumed a more favorable situation toward beat music shows. The newest addition to sound programs is the "In Search of Spin," a 30-minute series, aired by C.B.S. Telestar is screening "For Moderns" a 45-minute dance of disco music fornger forefinger in the form of a "rave". The first of the first was one of the more unfortunate. There is room on television for a faster-moving, slicker show, something like the BBC's first-rate "Juke-Box Jury."
Kapp has three on the charts!

(Here comes number 4.)

MARIA
Roger Williams
K437

LIZZIE BORDEN
The Chad Mitchell Trio
K439

MIDNIGHT IN MOSCOW
Kenny Ball
K442

LOLLIPOPS AND ROSES
Jack Jones
K435
American catalog in Germany, Austria, and in Switzerland. On a free-lance basis in New York, Ogerman works as an arranger; he is a frequent guest in European concert arrangements for artists like Dinah Washington, Nat King Cole, Josh and Beverly White, the broth- ers and Ben E. King. As an artist, Ogerman recorded and arranged for the Roaring 20's for United Artists.

In Germany, The Klangstof Trio recorded for Capitol their first two sides in German. The tunes are two German originals, "Rocky," Ogerman's German version of "Rocky," and "Beltrami" with Kurt Feltz, and "Old Kentucky Land," by Ogerman and Jean Nicolas. Believe it or not, but Hubby Carver's "Star Dust" has never been published in Germany. Now Kurt Hohe, a frequent visitor to the UK and the right side, and, of course, the first German recordings reach the market: Emil Riesl on Polydor, Vico Torcunt on Decca, Bert Class on Metronome. The German lyrics are by Hans Braddock. The next U.S. song to sing in German is Brenda Lee. Her first effort is on Brunswick, "(Why) Do You Love Me," German version of "As You Love Me." For a long time being sung by German artists are Harry Cokker, "Chick of the Town," by Elvis, "Ich Bin So Verliebt Nach Deutschland," and "Tien, Ti's I've Got a Fool Around." All these songs are on Ariola.

The latest Disk Club magazine offers, in its jazz radio notes, a selection of jazz artists and their "Freedom Now, Suite." This record club is already one of the most successful in Germany.

Disk Makers Form Mr. Association

By BRIGITTE KEER
Music Editor, Automeet-Murter

As reported earlier, German record companies are organizing an association. Meeting took place January 11 in Hamburg. Chairman of the Board of the Deutschen Graphischen Wirtschaft e.V. has been elected as the first president of the association.

Hureel (Deutsche Grammophon), vicedirector, Gerd Schiestl; Hans Liser (Teldex) and Ludwig Wettich (Arriola). General manager is Horst Rauchmuller. The address is Museumstrasse 31, Hamburg-Altona.

Publisher Rew
Bob Buch Music Publishing House, Berlin, is celebrating its one year with four very promising titles: "Sonata," "Summer," "I嗥 Me," and "Don Quichoten's Last Day." German version of this title is "Don Quichote." The arrangements are by Gert Oetken on Polydor. "Helen-Casnova" sung by Yvonne Torrel on Decca, and Brenda Lee's first German title "Mela (Dying Bye-Bye)." German version of "Mela" is "Dying Bye-Bye." Another German version of "Mela" is "Mela (Dying Bye-Bye)" by Brenda Lee. The second release is "Mela (Dying Bye-Bye)" by Brenda Lee and "Mela (Dying Bye-Bye)" by Brenda Lee. The third release is "Mela (Dying Bye-Bye)" by Brenda Lee and "Mela (Dying Bye-Bye)" by Brenda Lee. The fourth release is "Mela (Dying Bye-Bye)" by Brenda Lee.


Electrola's Bendix Has Million Seller

One of Germany's biggest record sellers has been the Electrola's Bendix. One of Germany's biggest record sellers has been the Electrola's Bendix. One of Germany's biggest record sellers has been the Electrola's Bendix. One of Germany's biggest record sellers has been the Electrola's Bendix. One of Germany's biggest record sellers has been the Electrola's Bendix. One of Germany's biggest record sellers has been the Electrola's Bendix. One of Germany's biggest record sellers has been the Electrola's Bendix. One of Germany's biggest record sellers has been the Electrola's Bendix. One of Germany's biggest record sellers has been the Electrola's Bendix. One of Germany's biggest record sellers has been the Electrola's Bendix. One of Germany's biggest record sellers has been the Electrola's Bendix. One of Germany's biggest record sellers has been the Electrola's Bendix. One of Germany's biggest record sellers has been the Electrola's Bendix. One of Germany's biggest record sellers has been the Electrola's Bendix. One of Germany's biggest record sellers has been the Electrola's Bendix. One of Germany's biggest record sellers has been the Electrola's Bendix. One of Germany's biggest record sellers has been the Electrola's Bendix. One of Germany's biggest record sellers has been the Electrola's Bendix.

Practical Music Week 2012 - 2013
Visitors to the
Eighteenth Annual
Amusement Trades
Exhibition

January 30-February 1

The New Royal Horticultural Hall
Westminster, S. W. 1.
LONDON, ENGLAND

are cordially invited
to visit the
display of

and meet Art Rosett, European Director. Copies of the latest issue of Billboard Music Week will be jet flown and available at the booth.
To help dealers buy and control properly display inventory, and to help broadcasters program, the 200 Best Selling LPs are hereafter listed by type of material and arranged alphabetically. The same 200 LPs are listed in order of sales strength on the card board insert. These LPs are listed in bold face and capital letters are on the chart nine weeks or less.

### Vocal LPs

**Artists:**
- Connie's Whole Twist
- Bobby Vinton
- The Kingston Trio
- The Mamas & The Papas
- The Ventures
- The Four Tops
- The Rolling Stones
- The Seekers
- The Supremes
- The Miracles
- The Righteous Brothers
- The Chiffons
- The Ronettes
- The Temptations
- The Four Seasons
- The Miracles
- The Supremes
- The Temptations
- The Righteous Brothers
- The Chiffons
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and now...

the next #1 single by

JOEY DEE 
AND THE STARLITERS

JUST RELEASED

HEY, LET’S TWIST / ROLY POLY

FROM THE ORIGINAL
SOUND TRACK ALBUM

HEY, LET’S TWIST

R 4408

THE TOP SELLING
ALBUM IN THE COUNTRY

DOIN’ THE TWIST

RECORDED
LIVE

AT THE
PEPPERMINT
LOUNGE

JOEY DEE
AND HIS STARLITERS

(SR-25166)
ALBUM REVIEWS

COMEDY

ARE YOU READY FOR PHYLLIS DILLER?

Verve V 1833— Dealers get ready for more solid album on Miss Diller, who has gotten good action with one package. Her weird comedy style and shrewd timing make for a downbeat package of monologues, all recorded "live." Selections — woven into a continuous theme — include "The Way I Dress," "Small Chest Com-" and "Hypochondriac." Frequent Paar show appearances should also help.

CHILDREN

Larry Harmon, 3 on 1 Golden Record EP 688—Bozo the Clown (Larry Harmon on TV) and his TV cronies tell Get Sing six story episodes with such titles as "Wozze," "The Good Apples Always Win," "I Like People," "Be-" Linda's Rainy Day," and "What's Wrong Dandy Time." Well done by the familiar heroes of the screen with backing by Billy May and orch. The six sides goes for 60 cents. Good wax.

SPECIAL MERIT ALBUMS

THE HEART OF MINE

Carol Lawrence. Choroea SA-52— The star of "West Side Story" shows her vocal versatility and ability to come out any way she wants. Accompaniment is powerful, with other fine country-oriented tunes like "My Last Date," "Four Walls," "Bye Bye Love," "Oh Lonesome Me," etc. Strong wax for jocks and stores.

FOCUS

Stan Getz. Verve V 8414— This set features tenor saxist Stan Getz playing with strings, but it's not the usual type of jazz. The tunings are different, there is not as much emphasis on original compositions by Eddie Sauter. There are a variety of unusual changes which are beautifully and adroitly captured by the tenor. Each of the tracks holds special delights for the listener, but the favorites "Once Upon a Time," the beautiful "I'm Late," and "The Tender and Nostalgic "I Remember When" stack up as three of the best.

DESCEND BLUE

Paul Desmond. RCA Victor LPM 4238 (Stereo & Monophonic)—Here's an unusual album, given the Dave Brubeck Quartet, of which Desmond is the featured alto sax twist, should get this LP a good deal of added exposure. The album, composed largely of standards, makes it prime "better" music programming material. The set shows Des- mond off as his lyre best against a swinging string back- ground. Bob Prince arranged the arrangements and con- ducts the string-woodwind orch. Jim Hall, as featured guitarist, is beautifully melodic and controlled. Among the top tunes are "Desmond Caper," "I'll Be Tired of You," "I Should Care," and "Will Wind."
SPOTLIGHT SINGLES OF THE WEEK

WILL BE TOGETHER AGAIN (Mariner, BMI) (2:40) — Two fine sides by the duo from their recent album. First up is a slow, lovely, but honest-sounding rendition of the old-fashioned classic, "When the Saints Go Marching In." The second side, "I'll Be Around," is another lovely ballad. The vocals are warm and full, and the arrangement is simple but effective.

JOEY DEE AND THE STARLIGHTERS
HEY, LEFT TWIST (Varese & Frost, BMI) (2:06) — From the flick of the same name comes this bright, swinging Twist side by Joey Dee and his combo. It's in the vein of the "Pepper Mint Twist" and it rocks. Solid sound item here. Flip is "Roly Foly." (Varese & Frost) (2:04) — Country & Western

RAY CHARLES AND BETTY CARTER
BABY IT'S COLD OUTSIDE (Frank, ASCAP) (4:05) — Ray Charles gives us another gem with this holiday favorite. His interpretation is smooth and soulful, with a strong vocal performance. A must-listen for fans of Charles' unique style.

THANKS
THAT'S THE RECIPE FOR A HEARTACHE (Bruno, BMI) (2:19) — DROP ME GENTLY (Teena Marie, ASCAP) (2:15) — The wonderful, warm Thompson pipes are in great form here. Top side is a bright reading that's actually a switch on the expected weeper theme. Flip is a strong plunger ballad. Both are done with real heart and fine back-up by the Bruno Valley Boys.

RAY CHARLES AND BETTY CARTER
SAVE YOUR LOVE FOR ME (Sophisticate, BMI) (2:38) — Strong and soulful, this side features Ray Charles in his signature style. The vocals are strong and the arrangement is smooth. A timeless classic.

CARMEN MCRAE
EASY AS YOU GO (Derry, BMI) (2:14) — Carmen McRae delivers a soothing performance of this classic tune. Her vocal delivery is smooth and seductive, with a slight swing feel. A great side for fans of her style.

JOSEPH GRIER
ALWAYS ALIVE WITH THE BLUES—ASCAP (2:35) — Joe Grier's version of the classic is soulful and heartfelt. His vocal delivery is smooth and his instrumental work is top-notch. A must-listen for fans of the blues.

SHENDI L 86TH AVE (Cannon, BMI) (2:25) — Shendi L 86th Ave's version of this classic is soulful and heartfelt. Her vocal delivery is smooth and her instrumental work is top-notch. A must-listen for fans of the blues.

THE PLATTERS
IT'S MAGIC (Wiamstar, ASCAP) (2:32) — REACHING FOR A STAR (Wood, ASCAP) (2:35) — Strong and soulful, both sides are great. The vocals are smooth and the arrangement is smooth. A great side for fans of the Platters.

KITTY KALEEN
IT WOULDN'T BE LIKE THIS (B & B) (2:37) — Kitty Kaleen's version of this classic is soulful and heartfelt. Her vocal delivery is smooth and her instrumental work is top-notch. A must-listen for fans of the blues.

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GABRIEL: EXCERPTS FROM SACRED SOUNDAE

May 1969, Eastman Wind Ensemble, Mercury SR 96245 (Stereo & Monaural) — Conductor Frederick Ferrall and the Eastman Wind Ensemble offer an authentic and detailed recreation of the 16th century church music. This is a rare performance, the recording produced in a very limited number, and this is extremely valuable to students of music as well as church music fans. The recordings available on this material, and this is an excellent job all the way.

**SPECIAL MERIT ALBUMS**

- Continued from page 24

- Classical

**BALLETS OF THE KING**

Johnny Mathis Sequence, Library LI 1231. — The program features a selection of well-known, much-loved ballets, including the classics "Giselle," "Swan Lake," and "The Nutcracker." The dancers are impeccable, the music is thrilling, and the audience is enthralled. A must-listen for all ballet enthusiasts.

**HAPPY EASTER**

Evelyn Vandervort, Recollections of the Easter Swings. — This album is a delightful collection of early 20th-century Easter songs, from "The Easter Parade" to "Easter Parade Boogie." The arrangements are lively, the instrumentation is traditional, and the vocals are charming. A perfect Easter morning album.

**MODERATE SALES POTENTIAL**

- Continued from page 24

**LP REVIEW POLICY**

All recordings reviewed by Billboard Music Week are sent to the stations listed under "LP Review Policy". Stations are invited to review these recordings, and the reviews are published regularly. Note: Stations that do not use these recordings may be listed under "LP Review Policy".

**REPORTER'S PICKS**

None of the six most popular albums reviewed in this week's issue has received this pick. These albums have been evaluated by the reporters, and the reviews are descriptive. No albums are quoted.

**THREE-STAR ALBUMS**, having excellent sales potential, are listed with a checkmark. These albums are expected to sell well. Stations, however, are particularly interested in determining which albums are strong, moderate, and slow. Other LP's with limited potential are also listed.

**CLASSICAL LP'S**

- **STRONG SALES POTENTIAL**

- Continued from page 24

**SMITH ON ENSLAVED**

Smith on Enslaved, a group of selections by composers from the 17th and 18th centuries. The performances are excellent, and the album spans a wide range of styles and moods. A must-listen for jazz and classical music enthusiasts.

**TOP SELLERS**

- Continued from page 24

**ANNIVERSARY ISSUE**

This special issue is dedicated to the 100th anniversary of the Billboard Magazine. It features a comprehensive history of the magazine, interviews with notable music industry figures, and a special section on the Billboard charts over the years. A must-read for music industry professionals.

**EDITORIAL**

Music, the voice of the people, is a powerful tool for social change and progress. As we celebrate the 100th anniversary of Billboard, let us remember the role that music has played in shaping our world and inspiring us to be better.

**OUR COVER**

An image of a jazz musician playing a instrument, with the words "Billboard: The Voice of the People." The design is modern and stylish, capturing the essence of music's enduring impact.

**editorial notes**

This special issue features articles on the history of Billboard, the impact of music on society, and interviews with notable music industry figures. A must-read for anyone interested in the music industry.

**FURTHER READING**

For more information on the history of Billboard and the role of music in society, please visit our website at www.billboard.com.
NEW ARRIVALS FROM RCA CAMDEN
Tops in the Economy Class!

Another big Como album... new Living Strings and Living Voices recordings... and a great gospel collection! They all mean "the biggest 'sound' value at any price." Stock up for big sales now!

LIVING STRINGS PLAY FAVORITE WALTZES. Another lush, lovely triumph in this best-selling string series! CAL/CAS-690.*

MAKE SOMEONE HAPPY. Newest addition to the "Como-on-Camden" hit! Standards with the casual Como stamp. CAL-694.

THE KEYS TO THE KINGDOM. The Blackwood Brothers Quartet in an other program of spirited sacred music! CAL-612.

LIVING VOICES ON BROADWAY. Shimmering choral treatment of the best new songs from the 1961-62 hit musicals. CAL/CAS-692.*

*Living Stereo and Monaural Hi-Fi
†Monaural only
The legend of "Liver There the Flowers," with Love added. Watch this one. (Republic, BMD) (2:13)

**HEARTNIGHT**

- The Wonderful Outbursts receives a warm and hirsute instrumental performance from the big horn here. A side that will do very well across the board. (2:11) Good sound. (Fonzie, BMD) (2:10)

**EDDIE**

- Boudoir Rose—Attractive novelty with a country beat. Nice lead on the horn. (2:10) Very pleasing performance. (2:10) (Goldcord, BMD) (2:10)

**JERRY LEE LEWIS**

I Don't Have Gold Over My MIND—A_—An emotional Jerry Lee Lewis with all about a great beat. (2:12) His voice is in fine form. (2:12) (Holloway, BMD) (2:12)

**THE COMPANIONS**

I Didn't Know I was Cryogen-MERCURY—Pump piece of fate! A vocal group that can handle the blues, a vocal group that can! (2:12) Good sound. (2:12) (Mike, BMD) (2:12)

**DAIMATA**

- You Can't Do Both—An extensive tribute to the singer's ability to handle the blues in any genre. A vocal group that can handle it. (2:10) Well recorded. (2:10) (Columbia, BMD) (2:10)

**BILL COREY**

I Miss You Already (You're on My Mind)_—COLUMBIA—For those who love listening to vocal groups, this is a must have. (2:11) Good sound. (2:11) (Columbia, BMD) (2:11)

**EDWARD**

- Always a Time—IMPERIAL—Kirk has a strong LP, but the material doesn't have the strength of his voice. (2:10) Good sound. (2:10) (Columbia, BMD) (2:10)

**JIMMY McCracklin**

*I'm the One—ART-TONE—McCracklin's voice is on the charts. He's a top talent, just waiting for the right material. (2:11) Good sound. (2:11) (Columbia, BMD) (2:11)

**BOBBI DESH**

- I Know You Will—Small, quiet LP, but a good sound on "You're All in My Heart." (2:10) Good sound. (2:10) (Columbia, BMD) (2:10)

**ROXEN**

- I'm Gonna Love You—A beautiful ballad, well recorded. (2:11) Good sound. (2:11) (Columbia, BMD) (2:11)

**CHAMBERLAIN**

My Heart's in San Francisco—The lead vocal is on the charts. "My Heart's in San Francisco." (2:11) Good sound. (2:11) (Columbia, BMD) (2:11)
THE KINGSTON TRIO

THE NATION'S NO. 1 FOLK GROUP HAS A GREAT BIG HIT! #4671

"WHERE HAVE ALL THE FLOWERS GONE?"
GENE CHANDLER
HEREAFTER IT IS DECLARED
GENE CHANDLER SHALL BE KNOWN AS THE
DUKE OF EARL
LONG LIVE THE DUKE OF EARL

**JAZZ**

**WHISPER JACOBS**

**JIMMY FORREST**

**CHILDREN'S**

**AŁ MAZYK OŘEK**

**POLKA**

**RAY BUDZELEK OŘEK**

**COUNTRY & WESTERN**

**BILLY STRANGE**

**REVER, JULIUS CHEERS**

**CLARENCE MOORE'S ORIGINAL BLAZERS**

**RHYTHM & BLUES**

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**REVIEWS OF NEW SINGLES**

**MODERATE SALES POTENTIAL**

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THE LETTERMEN

BY POPULAR DEMAND! "COME BACK SILLY GIRL" c/w "A SONG FOR YOUNG LOVE." A BRAND-NEW SINGLE FROM THEIR HIT ALBUM. #4699
NOSTALGIC PROGRAMMING: Wayne Henry, KALL, Salt Lake City, has started a new feature, "Klassik Korner," featuring oldies and instrumentals. Each show is an hour long and airs from 7 to 8 p.m. on weekdays.

The show is broadcasted from KALL-AM and KALL-FM, and is also available on the internet at www.americanradiohistory.com.

The show features a variety of oldies, from the 1940s to the 1980s, and includes hits from different genres such as rock and roll, R&B, and pop.

Do you have any complaints about records from a technical point of view? (Submitted by Carroll James.)

THE ANSWERS:

CARROLL JAMES

WVWC, Washington

Some films say "records overmodulated so they'll be loud on the juke boxes" or "incorrect timing printed on the label" or "the label is bugged by the manufacturer," or "the deejays have no idea of the proper way to play them first." But today it seems every fourth record someone has printed a fresh wrong on a record. For example, "Last Night," Mexico, the song is fast and the fade is abrupt and without regard to phrasing. Perhaps there is some aesthetic of which I am not aware for this which has escaped me, but I'm tired of music-lovers confusing us of fading records in order to squeeze in commercials.

DICK DIXON

KTA, San Antonio

Most apparent to me is the d.j. itself, sometimes made of inferior material, where his finger or the onlooker's presence affects his fingers or the fingers are so camped or cold that his fingers or the onlooker's presence affects his fingers. This situation produces such a result that the deejays are not the only ones to suffer. The record is often broken - hence no air play.

RAY NICKEL

KCIJ, Maple Valley, Iowa

Yes, particularly the minor rec- company records.

The major companies have been established longer than their budgets allow but the minor companies have the best opportunity to make them worthwhile because a minor label has a young company with potential but doesn't get the attention because of its lack of sales. Properly utilized, a minor label should make a point of always including the time on the label.

Payola Trials

To Come Up

In February

NEW YORK - A series of long- term trials of three deejays and two former deejays involving charges of alleged acceptance of payola is expected to start here shortly.

On tap for Tuesday (30) is the first trial, involving cooperation with the Payola Moratorium. This was originally scheduled for last summer but the matter has undergone a series of postponements, most recently because of his attorney's work on a case in New York. Meanwhile, last Tuesday (25), a local newspaper gossip column noted that Fred had entered Polyclonic Hospital suffering from a recurrence of an old auto injury. A hospital source there said that Fred was not expected to be discharged for at least two weeks, according to the patient, adding "I saw it in the papers, too."

The second trial (5), the court calendar lists the cases of jockeys Hal Schanche and Al McGwire, former deejays who are charged with accepting payola charges earlier this month. Sentence is scheduled for February 23.
Any way you look at it, "Blue Water Line" is on the move!

THE BROTHERS FOUR

COLUMBIA RECORDS

Also available on Single 33

Photos from their best-selling album "The Brothers Four Song Book"
BASH!
DAVE BAILEY SIXTEEN
KENNEY DOUGHERTY & CURTIS FULLER

BASH!

(JAZZ-53-51)
4-star Review—Billboard Music Week, Album Pick of the Week—Jazz Line.

Bill Taylor, President.

www.americanradiohistory.com


coming in February

Carolizing in February

Jazzline 33-02

ATTENTION! DISTRIBUTORS DAB Jockers ONE STOPs RETAILERS DISCOUNT OPERATORS

BASS-3220, S.R.G., 500 Market St., Newark, N. J.
BASS-3221, S.T.N., 400 Temple St., New York, N. Y.
BASS-3224, S.T.N., 500 Market St., Cleveland, Ohio.
BASS-3225, S.R.G., 400 Temple St., New York, N. Y.
BASS-3228, S.R.G., 500 Market St., Cleveland, Ohio.

Say it with the Country Jockeys

BY BILL SACHS

Bill Taylor, deputy at CIOX, Yorkton, Sask., Canada's first and only 24-hour c.w. station, reports that his old-time, 2-inch device has increased considerably since it appeared on the air in 1935 and has been the only instrument of pro-gamming more than a year ago. A former ham, Taylor has brought his equipment to Yorkton numerous times over the years. During the course of events, he has come to see that the station is a much needed presence in the area, and he has built it up to the point where it is now a viable business. Taylor plans to use his equipment in Yorkton for a period of several months, and he is looking to the future with optimism. He is confident that his efforts will be rewarded, and he is optimistic about the prospects for the future. Taylor is a dedicated and hard-working man, who has always been committed to the success of his station and its community. He is a true believer in the power of radio to bring people together and provide a source of entertainment and education. Taylor is a man of great vision and a true leader, who has been instrumental in the development of his station and its community. He is a true asset to the radio industry and a true hero to his community.
looks like a "chart" attack!

PHILIPS RECORDS RELEASES FIRST HIT SINGLES

BEN AND BEA
"GEE, BABY"
and
"Let The Good Times Roll"
PHILIPS 40000
New rocking duet right out of Nashville

FRANCIS BAY
"PARADISE"
and
"Zumba"
PHILIPS 40002
Commercial rock version of "Paradise"

WOODY HERMAN
"ROSE ROOM"
and
"Swing Low, Sweet Clarinet"
PHILIPS 40003
Swinging quartet Sound
From the Philips Premiere 12 Album "Swing Low, Sweet Clarinet"
PHS 609-004/PHM 503-004

CLYDIE KING
AND THE SWEET THINGS
"THE BOYS IN MY LIFE"
and
"Promises"
PHILIPS 40001
New hot west coast singing group

PHILIPS RECORDS
Manufactured in America and Distributed by Philips Records, 58 East Wacker Drive, Chicago, Illinois
Alabama Dealer Summons Public
To Bail Out Slow-Moving Stereo

BIRMINGHAM—When this city suddenly imposed stiff parking regulations, Clint Frey of Schafer's, a big stereo dealership, saw an opportunity for a clever promotion.

Frey had on hand a number of slow-moving shelf warmers in his stereo and television departments which would normally be simply marked down and put on special sale. Because motorists, at a man, were buying in a big way, Frey was certain that parking tickets and fines had been sharply increased, Schafer's decision to promote the merchandise in its mark-down promotion.

Frey found more than two dozen items in the inventory which had overstayed their projected sales time, and issued each as "over-time participating" for four months at various prices which looked like the same un

Fore Call Ups Console Sales

EL PASO, Tex.—Sponsorship of a golf tournament once a year has accounted for much of the sale of better-priced console phonographs by the big Union Furniture Company, here.

Dave Blaugrund, president of the Texas store, and a avid golfer, maintains that his golfing friends, his various golf partners and actually initiated sales of dozens of top-quality sets between holes.

This led to the establishment of a "Union Furniture Golf Cup" with, the Union Furniture Company offering prize money of $100 for second, $75, $50, and $25 prizes.

Each entrant automatically receives a $5 merchandise credit, good for any purchase in the store as well, which, of course, has been plenty of incentive to the public to sign up.

With as many as 700 men, many of whom had been in a home furnishing store for many years rushing to compete in the annual golf tourney, Union Furniture Company gets an ideal opportunity to test its wares. Sales of phonographs are concerned. A display at the El Paso Country Club, which he did attend on Saturday, is providing entertainment on the 18 holes, and it is said to be a good job as well. Personally talking golf with the players who have played the course, Mr. Blaugrund has picked up enough stereo business by talking it up to actual players on the links themselves.

Blau-grund, who runs the big Texas store which does a volume in excess of $2 million a year, emphasized all concerned by selling more than 250 top-tier stereo phonographs. Made purchases from many of them. None of them were traditional Union Furniture Company golf company competitors.

THE BEST SingING PHONOGRAPH DISCS

The following are the names of the best sellers by manufacturers, based on a study of records sold by department stores, giving the cross-section of record-shoppers. A different price group is published in this chart each week.

The percentage figure shown for each brand is the share of the total number of weighted sales derived from all store responses. Print tabulations are based on the actual number of machines and sales at each store, and weighted by size of store. Only manufacturers selling 3% or more of the total dealer points are listed below.

PHONOS LISTING BETWEEN $61 & $80

<table>
<thead>
<tr>
<th>Phonos</th>
<th>Last Week</th>
<th>This Week</th>
<th>Notes</th>
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<tr>
<td>1</td>
<td>Magnavox</td>
<td>29.3</td>
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<td>2</td>
<td>Decca</td>
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<td>Webcor</td>
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<td>Motorola</td>
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<td>Capitol</td>
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<td>RCA Victor</td>
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<td>7</td>
<td>General Electric</td>
<td>3.1</td>
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<td>Others</td>
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<td>15.0</td>
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DISK DEALS FOR DEALERS

A summary of promotional opportunities for dealers by manufacturers and distributors currently offering sales at special terms. Shows where available and the expiration dates for each deal as well as the dates of issues and pages number of the original news story and/or advertisement providing the information. Please consult these for full information.

Both labels are offering a special incentive plan on their LP catalog. Dealers should check with their store for details.

Dealers are offered a 20 cent per disc discount on this catalog.

The label is offering a special incentive plan on distributions on Decca, Brunswick and Coral catalogs, issues 4, January 6, issues 5 for details.

Innovative 78 RPM jazz catalog. Dealers are offered a 25 cent disc discount on this catalog.

"First Anniversary Sale." Label offers a 20 cent per disc discount on this catalog. Dealers should check with their store for details.

Operating Gold Seal. Fifteen per cent merchandise bonus. On general selling, these are the only offerings. Languages: USA, Japan, Latin America, Yiddish, German, French. No other discount. Please consult these for full information.

"Best of World" Series. Label offers a 10 cent per disc discount on this catalog. Dealers should check with their store for details.

One album free for each six purchased on entire series.

Ten per cent cash discount on new releases plus entire catalog.

Regional district and dealers receive a 10 cent per disc discount on the following sets: Sam, Delilah & the Gipsies, Over the Rainbow, and the English version of Over the Rainbow, and the German edition of Over the Rainbow. Dealers should check with their store for details.

Ten per cent discount with 10 per cent discount on entire catalog. Dealers should check with their store for details.

Regional district and dealers receive a 10 per cent disc discount on entire catalog. Dealers should check with their store for details.

Regional district and dealers receive a 10 per cent disc discount on entire catalog. Dealers should check with their store for details.

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Regional district and dealers receive a 10 per cent disc discount on entire catalog. Dealers should check with their store for details.

ALBUM COVER OF THE WEEK

Source: Viva Lynn with the William Stiers, MGM M-3867. A most appealing girl, with a charming smile and a very fetching manner, was Mrs. Tanaka, a Japanese tourist. She wore in warm tones of brown and we had a charming display material for coasters and windshield.
THE JAZZ, WIT AND SWINGING SOUNDS OF AMERICA ARE ON VERVE

FOCUS • V/V8-0412 Stan Getz, guitarist, with the music of Eddie Condon. A Jazz must!
GERMIE MULLIGAN AND THE CONCERT JAZZ BAND ON TOUR GUEST SOLOIST: PAUL GILBERT • V/V8-0282 Thrilling live performances by the band of the year before international audiences!
AN ELECTRIFYING EVENING WITH DIZZY GILLESPIE • V/V8-0401 Dizzy and his Guildet recorded live at the Museum of Modern Art!
ARE YOU READY FOR PHYLLIS DILLER? • V/V8-0391 America's First Lady of Comedy in an all-new set of hilarious monologues!
VERY TALL • V/V8-0429 Vibes giant Milt Jackson joins the Oscar Peterson Trio in a great jazz session!
THE JAZZ VERSION OF "HOW TO SUCCEED IN BUSINESS WITHOUT REALLY TRYING" • V/V8-0443 The Gary McFarland Orch. plays McFarland's brilliant arrangements of this hit show's score!

ALL THE SAD YOUNG MEN • V/V8-8442 Anita O'Day sings Gary McFarland's arrangements of fine standards and fresh originals!
MY KIND OF MUSIC • V/V8-8410 Mel Torme singing and swinging his own songs and those of the great team, Schwartz & Dietz!
CHICAGO AND ALL THAT JAZZ • V/V8-8443 Second City jazz from the NBC-TV show by Eddie Condon, Gene Krupa, Jack Teagarden, others!
CLASSICS IN PERCUSSION • V/V8-8450 Gene Krupa, a sparkling big band and a full percussion section swing the classics!
THE ESSENTIAL ART TATUM • V/V8-8452 Classic performances by the keyboard genius in Verve's magnificent Jazz Essentials series!

VERVE Records is a Division of Metra-Goldwyn-Mayer, Inc. V7 prefix denotes stereo
SOUND OFF

Disk Men Expose Ideas During NARAS Seminar

Continued from page 4

While you’ve been recording... have we?

Garland, Sinatra, Lee, Cole, Kingston Trio, top shows, classics, etc., etc., etc. - all on Capitol 4-Track Stereo Tape Albums!

Judy at Carnegie Hall - Judy Garland - Only the Lonely - Frank Sinatra - Come Dance With Me - Frank Sinatra - Latin Ala Jazz - Peggy Lee - Love is the Thing - Nat King Cole - Do the Things Your Lips - Nat King Cole - Make Way! - An individual playing the disk alone, to work for good speaking - some few LP's in the Command 35-mm. LP.

The question of when to produce an LP with a singles artists assorted discussion. With some exceptions, Avalian opposed capitalization on an artist with a one-shot hit by recording him all 11 other tracks for a quick LP. One exception, of course, is when a trend for, such as the Twist, or if the artist breaks through in an in-home area which runs counter to the trend. In the end, he said, the A&R man must follow his instincts.

To the question of whether an artist's intuition also is worth considering, Avalian replied that generally the answer would be no, although there are exceptions. To this, he often, the artists may be influenced by extraneous factors, including the press and his ego. In the making of a new artist, Avalian said that it was urgent to get the artist to one stage to emphasize a particular aspect of the artist's ability, rather than to expose the artist's versatility. As an outstanding example of an artist for whom this was done is the story of Mathis.

Value of Re-Issues

John Hammond, in getting into a subject of religion, detailed the history of Columbia Records in the sound of the time. Through all these past the past may almost certainly become available. In this regard, he cited His Masters' Voice, named Edward William斯坦福省のコンサート・システム・オブ・イギリス, Broadcasting System to buy all the assets of the Scramble Button Company, the holding company which operated American Scramble ran a printing plant which turned out disks for a myriad of small companies, many of which had been bankrupt, leaving their masters to Scramble. Thus, some time later, Columbia found itself with rights to disks turned out by 350 labels it didn't even know it owned.

From there, Hammond said, he plans in the next five years to put out 100 LP's, including performances of great artists in the fields of blues, folk, country and jazz, made during the 1920's and 1930's.

Hammond spoke out strongly against re-issues of this type being released on low-price labels. On the contrary, he said, they require extra special packaging and liner notes, which should include rare photos and perhaps a pre-imissions program. As it is, he feels, they have been selling a lot of music, and not a lot of material in a way that the majors have been seting, and they should pay royalties. "Even though this may be too much to ask."

Just In Natural

Nesbitt Ertegun, speaking of jazz recording, said that the A&R man's responsibility to get the artist out to play as naturally as possible, with a minimum of gimmickry. Required is a congenial atmosphere, to make the artists on-onself-consious as possible. The jazz musician, he said, thinks of himself as an artist, not a record producer, and his records. He wants to sell, but on his own terms, whom he knows what may be currently in fashion.

Today, jazz has become very international. Ertegun cited one of his artists recently toured Japan, selling out at a concert every day for 17 days. This, he said, greatly stimulated record sales for that artist in Japan.

The biggest problem of the jazz A&R man derives from the 12-inch LP, he stated, it is that in the days of the jazz angles was not too difficult to make interesting three-minute disk. Today, with a 30 or 40 minute requirement, there are fewer musicians with the ability to sustain interest. Anything can be said, is to record more than is needed and attempt to edit enough on the tape."

Oh, Didn't He Ramble

Today's jazz musician, he charged, tends to ramble too much. It was brought to our attention that many jazz musicians simply cannot accept the idea that if they cut four minutes or three minutes tracks for their 12 & LP's, it could lead to radio exposure which could lead to new records, etc. In the classical and jazz, he esti-

menting that you will want to lose money by investing in a group or idea they believe worth recording. If one has so said, they hope that in 10 years they will have a great record company.

He concluded: "It is just possible that the most important music in America today is played by a few jazz musicians. Of the flood of records today, 100 years from now many of these may be the ones by which we will be remembered."
Coming Next Week—
the FIRST of a series of SPOTLIGHTS* for 1962:

IN BILLBOARD MUSIC WEEK
FEBRUARY 10 ISSUE

Tested Ideas for
Programming and Selling
CLASSICAL RECORDS

• to provide important information for broadcasters about the programming of classical records

• to furnish ideas and success stories about the merchandising and marketing of classical records at the retail level

• to help increase sales and profits from classical records for everyone concerned

Coming Next Week

*A word on the SPOTLIGHT SERIES:

In an industry encompassing such a great variety of profitable product, we at Billboard Music Week feel we can stimulate retailers, broadcasters and operators to take advantage of the full sales potential of this industry by spotlighting from time to time special segments or product categories with information, ideas and success stories for better promotion, marketing and merchandising of each particular spotlighted product. With this purpose in mind we shall publish a series of Spotlights during 1962.

SPECIAL NOTE TO MANUFACTURERS:

Why not supplement the editorial emphasis of this Spotlight on "TESTED IDEAS FOR PROGRAMMING AND SELLING CLASSICAL RECORDS" with strong advertising featuring your classical product, merchandising, special offers?

Regular rates still apply!

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January 31, 1962

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1563 Broadway
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CHICAGO
184 N. Wabash
CE 3-9910
HOLLYWOOD
1520 N. Gower
HO 9-9031
The Honor Roll of Hits comprises the nation's top tunes according to record sales and disk jockey performances as determined by Billboard Music Week's weekly nationwide surveys.

**FOR WEEK ENDING FEBRUARY 3, 1962**

**RECORDINGS AVAILABLE**

Best Selling Record Listed in Bold Face

1. **PEPPERMINT TWIST**—Joe Dee & the Starliters—**Published**—by Jive (BMI)

2. **THE TWIST**—**By Mark Metz—Published**—by Jive & Cee-Arms (BMI)

3. **CANT’HE HELP FALLING IN LOVE**—**By West-Penn-Crest—Published**—by Glastic (ASCAP)

4. **NORMAN**—**By John D. Lodderink—Published**—by Audix-Rose (BMI)

5. **I KNOW**—**By Barbara George—Published**—by Soma-Bar (BMI)

6. **THE WANDERER**—**By E. Hurchin—Published**—by Silverchair (BMI)

7. **BABY IT’S YOU**—**By Max David—Published**—by Audix-Rose (BMI)

8. **DUKE OF EARL**—**By Conway Twitty—Published**—by Conway (BMI)

9. **HAPPY BIRTHDAY, SWEET SIXTEEN**—**By B. Green/Nunes—Published**—by Audix-Rose (BMI)

10. **10 TO RUN TO**—**By Keller-Goff—Published**—by Audix-Rose (BMI)

11. **17 LITTLE BITTY TEAR**—**By Mark Cockron—Published**—by Pariser (BMI)

12. **TOWN WITHOUT PITY**—**By S. Dornan—Published**—by United Arms (ASCAP)

13. **BREAK IT TO ME GENTLY**—**By Victor Young—Published**—by Nortash (ASCAP)

14. **WHEN I FALL IN LOVE—LETTERMAN**—By Victor Young—Edward Haymes—**Published**—by Nortash (ASCAP)

15. **WALK ON BY**—**By Hayes—Published**—by Lowery (BMI)

16. **UNCLAIM MY HEART**—**By A. Joseph—Published**—by Tae (ASCAP)

17. **COUNTRY FIELDS**—**By Dave Fisher—Published**—by Wesman (BMI)

18. **CUT THE MEAT**—**By Gary Scott—Published**—by Glastic (ASCAP)

19. **MOON RIVER**—**By Maxine Meldrum—Published**—by Fenson (ASCAP)

20. **LETHAL DRUMS**—**By Luther Palmer—Published**—by Texas (BMI)

21. **CRIEDY I’M IN THE RAIN**—**By General Rose—Published**—by Audix-Rose (BMI)

22. **WHEN THE BOY IN YOUR ARMS**—**By Bobo Frenkel—Published**—by United Arms (ASCAP)

23. **IN THE MIDDLE OF SOMEBODY**—**By Andy Claflin—Published**—by Gold (BMI)

24. **SHAKE-DANCE**—**By Robert MacGregor—Published**—by Fisher (ASCAP)

25. **LETTER FULL OF TEARS**—**By Don Capps—Published**—by Benotina (BMI)

26. **BE-ME**—**By Leland—Published**—by Alice K (BMI)

**WARNING**—The title TRUNK ROLL OF HITS is a registered trademark and the listing of this trade mark has been copyrighted by Billboard Music Week. Use of either title should be authorized in writing to the publishers of Billboard Music Week at 1544 Broadway New York 19, N. Y.
her name is CONNIE FRANCIS

her occupation is HIT MAKER!

her newest smash is DON'T BREAK THE HEART

c/w DROP IT, JOE

K13059

her hits are exclusively on MGM RECORDS

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Stereo 7" Singles $0.60 Reg $0.75
45 RPM

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MUSIC SALES OUT ON SUNDAY

ST. PAUL — Phonographs, records and tape players are going out of style. It is illegal to sell here on Sunday, according to the new Sunday closing ordinance passed recently by the St. Paul city council. The ordinance takes effect February 4. Under the act, any person violating it "shall be guilty of a misdemeanour punishable by a fine not exceeding $100 or imprisonment for not more than 10 days, or both."
Hungarian News

Hungarian News

Hungarian News: "West Side Story" original cast recording being hailed here for the radio play. When asked by tele- phone for the reason, after some hesitation the answer was: "For the time being we won't spin it." May well be excellent music is considered to be suitable for Top News Shows.

Hungarian editions of the following international hits are in print:

- "All I Ask" by Freedom
- "Alai la" by Edition Franco Noni
- "El Muerto" by Edition Radio Has
- "Gigi" by Editionブラウ, and "Sail Away Long Moon" by Publications Dari, Paris, France.

Hungarian News

Hungarian records on the Teldec label, which is considered the best in Europe, have been broadcast by the VOA. The Hungarian State Concert Orchestra went on a concert tour in the USSR from November 18 to January 4.

Up till now there is no twist in Twist. We don’t even know what a twist or who chubby Checker is.

International News

Assign Foreign "Bambina" Rights

By MARIO DE LUIGI

Via Carapelle 6, Milan, Italy

The winning songs of Canzonissima "Bambina Bambina" have finally been assigned for foreign publications. For Germany, Karl Heinz Buss of Munich, for Austria, Figaro Verlag of Vienna, and for Switzerland, Universal Edition of Zurich. "Bambina Bambina," which is published by Tiber, has been sold to Meno Music of USA. Enemy Music of Canada and to D. Oleva of Australia for Australia and New Zealand.

"Bambina Bambina" is from the film "In the Yellow Dress." (Tolomkin, from the film "The Last Scout," is being published by Capitol.) J.B. Music, Ltd. "Paris Blues" (Elliott & Company) is being published by Resolite. "MEXICO," is also being published by Resolite. "Walking Back to Happiness," by Janos Zerbeno.

Dutch News

Johnny Dorelli has recorded "Montecarlo" in French, English and German. Lello Lattazza, composer, pianist and conductor, is now offering us two very amusing new songs after his successful Canzonissima 1961 "Chiedi ami tiuto" (published by Italian). "Tinida Twist," and "Come On and Twist."

Behind the Desk

Mr. Giannini, of CGD, just returned from a trip to Mexico, Philadelphia, Los Angeles, Las Angeles and Hollywood. Mr. Giannini would like to take this opportunity of thanking, through these columns, all his friends in the USA for their great kindness and warm reception.

Sergio Bruni, a singer-composer, presents one of his own beautiful songs, "Ragazzetta," on the reverse side, "Commia Na Sirena." After "Rotolino," presented in Canzonissima 1961, Corrado Lazzaro has composed two very amusing new songs "La Paura" and "Caramelle Di Limone."

JAPAN

PHILIPPINES

Rydell P. A. Shw Tied to Cameo Deck

By J. KUKUNISHI

104 Kalkohikawa, Nippon, Tokyo

Bobby Rydell arrives January 31 to give performances until February 8 in the London and Paris, Nippon Victor recently announced. Rydell is on a "Na Na Na Na" label and is going to market Bobby’s first 45 single on January 20. Bobby’s 45 will also be merchandised soon by Victor. Manager expects to be here January 28 for a one to two week appearance.

Due to the continuous dwindling of foreign exchange reserve, the government put up a red signal against the inflow of foreign artists to Japan. The authorities are expected to limit permits to concert managers and sponsors who wish to invite concert artists here.

Diskler

Toshiba Records is releasing a 45 single "Fly Me to the Moon" by Joe Bonas orchestra under the Angel label, and a 12" Dance "Twist" by George Hudson and The Kings of Twist under the Capitol brand. The American dance hit is catching on with youngsters and twisters are doing very fine here now.

Business

November record production was reported to be 2,800,000 units which in E.P.’s, 807 at manufacturer’s prices. This indicates the highest peak in history. The quantity shows a 12 percent increase over October and a 40 percent over the same month last year. In value it shows 1.5 percent increase over October and 22 per cent over the same month 1960. The breakdown is: E.P.’s, 307,066; E.P.’s, 10,096,45; 2,155,982, and 78’s, 961,164.

ITALY

Anka to Wax Spanish Tune

By RAUL MATAS

32 Avenida Jose Antonio, Madrid, Spain

Paul Anka will record his first Spanish record. RCA’s studios are prepared to wax the star’s new rendition of "I Love My Warm and Tender" (which will (Continued on page 45)
FOLK TALENT & TUNES

By BILL SACHS

Claude Gray has won the National Talent Competition of the Jim Dandy Talent Bureau, Nashville... Red Sovine and Jimmy Dore have both been
by the Jim Dandy firm for a 21-day tour of Germany, Italy and France starting February 8. Johnnie & Jack and Kitty Wells, just returned from a tour through Germany, France and Italy, inked for the January 23-28 tour of France and Switzerland. Claude Gray and Kitty are exciting young talents and we all look forward to seeing them in the Jim Dandy office, made the booking.

Joe Tex sports a new release on Dial, distributed by London Records, called "Buena" by "Hands Shakin', Love Me". The single is known as "Buena Buena" since the first single for Mercury. Does anyone know if this is the Demo single for Mercury? Joe Reaves on RCA Victor with "Losing Your Love"; "When I've Learnt a lot" by Roy Draper on Mercury, and a new Bill Anderson platter on Decca, "Down Came the Rain."

ATCO RECORDS
1941 Broadway, N.Y., 23

NASHVILLEMusician and booking Harlom Cline, in association with Music House Inc., a producer of "Catala" Records and Station KDKK, has signed a new artist, featuring the group's Young and Lenny Van Dyke... Nash Plow, Fort Worth, Young, Claude King, Tommy Tollefson, and Ted and Sam Frank for Lufkin, Tex., and Saginaw, Mich., February 18. Both states were set by Husband Long, Shady Elgin, and Jerry Kennedy handled the tour on the Chesterawada Enterprise, Shreveport, La., is Bucky Fuller, one of the younger and more promising members of the Oklahoma Legislature.

Earl Cooper, of Ferriday, La., a protege of country singing and Louisiana Governor Jimmie Davis, is a new addition to the Mercury Records talent roster... Claude King was at the Bradley Studio in Nashville Wednesday and Thursday for Columbia album, "Meet Claude King," with the label's Don Law calling the shots... George Jones, currently touring with the Stamps and cast in "The Missouri" at the Grand Ole Opry, has just finished his first single and album for United Artists Records. This release is scheduled for February 2. Claude has been in Nashville since January 7. He is a member of the Oklahoma Legislature.

NEW FRONTIER
b/w HUSBAND IN LAW
BY JIM MERIDIT
RICH MURPHY
CLARKSVILLE RECORD SALES
COUNTY & GOSPEL, CLARKSVILLE, CA.

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LINDA HOPKINS
EL SHAPE, MEMPHIS
224 REVENGE, MEMPHIS 1949
3030 "DEEDS OF LOVE" (Ola My Baby), Crystal 100...
**Some Reviews of New Singles**

- **COUNTRY & WESTERN**
  - **RUDY HENDRICKS**
    - "Lonely Night in a Neon Light" (Bemi, BMI 41097, 45) FORTY-FOUR
  - **C. W. Mcdonald**
    - "When I Reach My Home," BMI 20777, 45
  - **CHESTER DAVIS**
    - "Dream Lover" (Penthouse, BMI 3211, 45)
  - **KING DOUGLAS**
    - "One More Time," BMI 1705, 45

- **RHYTHM & BLUES**
  - **CARROLL (WILD RED FEATHERS)**
    - "A Woman (Who's Been Good to Me)," BMI 41031, 45
  - **DANNY O'KEEFE**
    - "How I Miss America," BMI 41027, 45
  - **Marty Wilson**
    - "Yardbird," BMI 41071, 45

- **LIMITED SALES POTENTIAL**
  - **DAVID BERNSTEIN**
    - "I'm a Fool," BMI 41051, 45

**INTERNATIONAL NEWS**

- **Spanish News**
  - **CONTINUED FROM PAGE 43**
  - Probably called "Arranero negro".
  - The heavy twirl was invaded the music is moving to the top of the charts as "Mercado" and "Oliver" twisters, while RCA hurled a 'sweet special' by P.F. Publikanz recorded with the Santi, a local "twister," and Decca is releasing new EP's of the new dance. "Amor Twirt" rec
  - **Love Reynolds**
    - "If You Want Me (Asis)" BMI 41068, 45
  - **JOHNNY LATROCKYCH AND HIS MAGIC PICTURES**
    - "I Wonder Where You'll Be Tonight" BMI 41151, 45
  - **Denny O'Connor**
    - "My Friend," BMI 41064, 45
  - **Bill Brown and Charles Horst**
    - "Don't Break the Chain" BMI 41028, 45

**Copyright Groups**

- **CONTINUED FROM PAGE 3**
  - **DOROTHY S. COX**
    - "Walking Cane" BMI 201, 78
  - **Arilo Label**
    - "Jah, Arilo offers mainly 10-inch LP's and EP's. In addition, Arilo has on the line a 14-track tape with sound effects.
  - **MGM to Distribute**
    - "Continued from page 3"
    - "The Angel of Division of Capitol Records, has been hired to handle promotion material to the division. Two lines, reporting to Maxx, Kepler was national merchandising manager of the Capitol department prior to his Angel post. A substantial advertising and promotion campaign will be launched shortly under Kepler.
Questionnaire on Coin Profits Stirs Anxiety in Massachusetts Agencies

BOSTON — Constitution has been stirred up here in the wake of the recent tax on all coin machines in the Commonwealth, by a single questionnaire distributed to officials of State agencies regarding coin machines in State institutions and State-supported schools. Particularly shook up are the State hospitals, who, although several weeks have passed since the queries were mailed to all units of the State government, replies are few and far between and those who have answered appear to be rather vague.

The big question asked was: "Who gets the profits from the coin machines?" Commissioner of administration Charles Gibbons, apparently is anxious to find evidence to substantiate the administration's position that the machines take no money and can therefore be taxed from $10 to $50 per machine.

Several State agency heads, it is reported, have recently looked into the matter and have come up with the idea that whopping profits are being made and they feel that the State institutions would be better off if the money was put to use for hospital improvement.

In addition, there is a feeling that the constitution will now be put out for bids. One official, however, did admit that citizen groups were angling for some police stations being in line as $48 per year. Gibbons was to find out about the financial standing of the machines and also by whose authority the machines were installed.

Gibbons has filed legislation to license all of the machines, which Gov. John Volpe estimates will bring in from $5 million to $10 million in fees each year. This figure has been considered ridiculous by some. If the State has two million customers, each paying 10 cents, it would result in a $200,000 a year on the figures. See Spotlight Reviews for additional information on double-play disks.

U.S. & Common Market Tariff Agreement Drastically Affects Europe's Coin Trade

BRUSSELS — The agreement between the United States and the Common Market has substantially devastated the movement of U.S. coin machine producers into the European market through acquisition of local facilities.

The agreement means that the United States and the Common Market will put into effect, at once, a mutual 20 per cent reduction of tariffs on their individual products, including coin machines.

In survey, this agreement is virtual agreement to extend to countries of the European Free Trade Area and the European Community. These countries include Britain, Sweden, Finland, Austria, Portugal, New Zealand and Canada.

The 20 per cent cut in tariffs brings the total tariff cuts placed in the E.E.C. market to 50 per cent. Beyond those in the U.S. and the British Commonwealth, there has been consideration of public address features and coin machines.

Today, this is, in effect, being frozen out if they tried.

Wurlitzer Names Diamond as Rep

The U.S. coin machine industry has been going full blast. There have been two schools of Common Market thought. One school includes itself in the American Automatic Coin Company of America Inc., and the other in the establishment of operating and manufacturing facilities in the big market.

Automatic Coin purchased a coin machine maker in New Jersey, and is putting up a coin machine factory in the United States.

Atop this, the agreement will be aiding the establishment of operating facilities over the common market.

Opposite View

At the opposite pole is Seeburg, whose expert chief, George Gilbert, has maintained all along that it was more efficient and practical to export U.S. coin machines to the E.E.C. and shipped to foreign areas ready to be shipped back to the same product shipped disassembled and assembled locally.

During the long negotiation periods for establishment of the Common Market, which is said to be a fratalide trade war might be in the offing between the big market and the E.E.C. countries. Gilbert is said not to be ready to give up the fight to establish the E.E.C. plants.

Pressure Off

The agreement between the U.S. and the Common Market will not only end the debate, but it does remove pressure from U.S. producers for an immediate decision to enter the market with production facilities. The European coin machine trade is interested in the agreement with the U.S.-Common Market live and let's live pact. There is no secret, has been hoping that the Common Market would prove to be a market to the United States, Gilbert is said not to welcome.

There is, it is said, no logic behind their wish. Continental producers will welcome the U.S. coin machines, which will come in and fill the gap. U.S. coin machines are not expected to have a battle for survival, with a few firms ultimately of the opinion that the U.S. coin machines will be a blessing.

The increasing tempo of competition will now take on a new dimension, bringing into play the E.E.C. and American market, which is expected to be a blessing. Continental producers predict a battle for survival, with a few firms ultimately considered to be better off than the other.

The German producer was discussing this prospect recently with a newspaper. The German said: "If we compare the Common Market to the American market—and personally believe such analogy is valid—then we must project this comparison.

"There are only a few American photographic producers. The industry in the States is concentrated in the hands of the giants. A big market like the E.E.C. will make producers—blessed in all its aspects.

"There is, inevitably, Europe will also be considered to be a better market than now, but bigger companies—on the other hand, it is believed. The Government added, "I agree. National production cannot be restricted to the weak or small or inefficient producer. His competition will kill him; his market will kill him. It will lead to the healthy, efficient, or perish. It is a new curiosity that the U.S.-American market will or will not be the play with new rules—very likely American rules, I regret to say."

Building Boom Spurs Amusement Game Income Jump in Salt Lake

SALT LAKE CITY — December sales records on amusement machines, particularly coin-operated, have topped records for the last five years or so, according to a survey of top distributors in the field.

Interstate Distributing Company, of O.D. Music Company and Ray Anthony and Ray Cash, report that a sharp increase in building in Salt Lake City during the winter months has made much more income jumping up.

The tourist on the streets at most dining places, which has marked enough that most distributors are now using promotional points to get from nearby State. Interstate Distributing Company even, for example, cut back stocks.

Rutten, for example, has a backbone of orders for specific types of machines, including bowlers and

bongs, which has required a lot of other orders.

Likewise notable is the fact that at least a dozen juice box operators in Salt Lake City, the first to recognize that they had no need to go into the business, are now joining the fold, not because they failed.

As this paper is written, the new coin-operated machine is being played by the population groups of any major city, and one operator pointed out, it is uncertain whether it will change sharply during 1962.
Europe's Ops Eye Soldier Trade

By OMER ANDERSON
FRANKFURT—European op- erators are said to be giving focus on the Continent and in England as a vast potential coin machine market. Steps already are being taken in various market through concessions to local opera- tors for operating franchises in military installations and housing areas.

All told, there are approximately one million military personnel and dependents (military are classified as family members) on this side of the Atlantic, in England, the Mediterranean area, and Turkey. In all, there is a total potential of military market is so fantastic, that why does it remain largely unex- ploded?

No Operators

Most experts, including some military officials, agree that it is due to the absence of private op- erators. An Army PX official ad- mitted, "Most of us feel that coin machines merely complicate our lives as much as the technical side is concerned. We tend to operate in terms of temporary situations and to acquire as few frills as can be tolerated.

"We have nothing against coin machines. In fact, we would wel- come them — if somebody cooperated with the Headache. I mean serv- ing them, programming the mu- sic, and so on."

Another military source contrib- uted, "Don't forget that the stationing of U.S. military forces overseas was never planned in de- tails — down to the last jock box or coin machine. It just happened — first the war and occupa- tion in Germany and then the cold war.

Local Involvement

"In overseas operations the mili- tary operation, that is a few things are involved. They like to keep op- erations as simple as possible and in their own hands, always assum- ing that any group stationing over- seas is a part of that character.

"However, in the last few years our bases have been growing, and most of us now are beginning to think in terms of permanent over- seas presence in the area."

European operators interest nego- tiating with U.S. military authori- ties for concession-type operation talked that which would be possible concessions given to local mer- chants.

Concession Deal

Under the concession-type ar- rangement, the contractors would agree to pay all percentages of their gross income in tax to the military/ con- base. They procure and operate their own equipment and receive a certain stipulated military regu- lations.

Coin machines have tended to be a stepchild of overseas U.S. military household plans. (Continued on page 36)

Wurlitzer Deb
Tops Record

WASHINGTON — The 1962 model Wurlitzer line was intro- duced to the Detroit and Michigan trade in a special showing at the National Music and Amusement Trade show. The new model was produced with the full support of the leading manufacturers, and it is the most complete new equipment for the operator since 1933, according to the Keyes brothers.

Bally Bingo Game
Carries Lido Tag

INDIANAPOLIS—This year, as every year, Housewives, offices, and even the pay phone are paying the State's crushing gross in- come tax when it falls due on Janu- ary 31, but not without protest- ing.

What is in mind, of course, is the gross income tax is levied on all income, whether or not received.

What annoys us most and also is that they are required to pay on money they only count but never pocket — never, and yet the State can with- hold up to 30% of their income when the money is taken out of their purse.

The gross income tax was enacted as an emergency measure in 1933 at the recommendation of Governor Albert E. Carter, who approved legislation necessitated its imposi- tion of "gross" income. The revenue from a "net" income tax in that lean period would have been virtually nil.

As stipulated in the 1933 law, all incorporated vending machines are considered to be equipment and do not qualify for the deduction and which deliver to the final user or consumer merchandise. The law further provides that all gross receipts from sales through vending machines shall be considered as income derived from "selling at retail" by a "retail mer- chant" with collections taxable at the rate of three-thousandths of one percent.

Phone Paging System
Speeds Apollo Service

DENVER — Apollo Music Company here, buys telephone and amusement machine firm, is breaking records for service ef- ficiency since service depart- ment adopted a "bellboy" paging system.

San and Dan Keyes, brothers who head Apollo, have experi- enced with many plans for quick contacts with servicemen out in the field, including voice intercoms, but the serviceman tele- phone out the door, which simply follows a schedule which will place him near a telephone at any particular time.

Two-way radio in trucks was adopted as a service procedure, had the drawback that the serviceman couldn't be reached where there was a feature whereby a light kept boring on the dash- board to indicate the servicemen should call the Santa Fe Drive office.

Bellboy Radio
None of these ideas were as ef- ficient as a small radio gadget which the servemen now carry with them always, wherever they go. No larger than a typical shirt-pocket transistor radio, this device provides a direct line to the supervisor's office — wherever the radio signal is sent out from the office. No effort is made to carry voice on the unit, which functions simply as an alarm system, to ad- vise the serviceman to telephone in.

With a range of 10 full miles, and communication up to a depth of 50 feet, the radio operates at high frequency, which emits a loud, electronic squeal when a sig- nal is sent out from the office.

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Frankfurt — German bulk vending operators show a decided preference for conservative operating policies despite the trend elsewhere to diversify and expand into new equipment and new locations.

An analysis of 15 bulk vending operations in five major metropolitan areas reveals that 80 percent of machines on location are cigarette, ball gum and charm or straight ball gum.

Most of the remaining 20 percent are nuts. Average number of machines per operator is considerably below the U.S. figure, totaling 750 machines for the 15 operators or an average of 50 machines per operator.

Aside from the 750 machines devoted to straight ball gum, the 15 operators have an additional average of 15 machines each vending non-ball items, including camera film, cigarettes, women’s hostory, stampa, flowers, fruit, and bar candy.

German operators prefer the small neighborhood store, and while there is expansion in progress in some exotic, battery-powered multiple units, the average German operator stays with the single machine installation.

It is strange but true that relatively few bulk vending machines are at supermarket locations, or what pass for supermarket locations in this country. Germany has an expanding number of big supermarket organizations, and the development there, although 20 years behind that in the U.S., is catching up fast.

German bulk vending operators have yet to bid for the supermarket market. Many seem to feel that their machines would be lost in the crowded grocery centers. They prefer to stick with the neighborhood merchant or small city store on the theory their machines are more prominent in a less gaudy location and therefore will receive more patronage.

Defend Conservation

German bulk vending operators defend their conservation. They claim their experience shows that not all supermarket locations automatically produce more revenue than less pretentious establishments. They prefer to dominate a smaller but solid location than to be overshadowed in big stores.

Over 20 percent of German bulk vending locations have only one machine and only 10 percent have more than two machines.

In line with his conservation, the home German operator considers bulk vending a sideline rather than a complete enterprise. He is usually an operator of other machines, equipment, joke boxes or vending, or he is in a completely different field and operates bulk vending machines as a second income.

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O’Kelly Family OK

After Fire in Home

MEMPHIS — A raging fire in a sub-freezing temperature ruined the family of Vernon D. O’Kelly, Jr., treasurer-treasurer of the Don-russ Company, last week (23) from their home in the middle of the night.

O’Kelly, his wife, and their two sons, Charles O’Kelly, 16, and Larry O’Kelly, 15, and Mr. O’Kel-ly’s father, Vernon D. O’Kelly Sr., were wakened by a passing motorist at 11:15 a.m. and saw smoke and flames.

All O’Kelly escaped without injury. The three-bedroom frame house on the outskirts of the city burned completely.

Donruss is a large manufacturer of ball gum and other commodities for bulk vending operators.

The area of the O’Kelly home has inadequate fire protection and a homer arrived too late to stop the burning blaze. O’Kelly said he had insurance to cover the house and furnishings.

PALM SPRINGS, Calif. — Na- tional Automatic Merchandising Association director will meet at the Wonder Palms Hotel here February 8-9 to discuss the 1962 legis- lative program, public relations, public health activities and mem- bership service.

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PHONE 9-7200
A Stitch in Time Adds Attractive Display Secret to Denver Route

By BOB LATIMER

DENVER—A selling secret of Denver operator Frank Thorwald's next display is the ability of his wife, Mary Ellen Thorwald, with artistic flair, to turn cards, with her husband regularly in servicing 600 locations throughout the Denver area. Mrs. Thorwald is responsible for making up display cards for each machine showing what fill each unit contains.

Varnishes on View

Thorwald uses display cards in all "merchandise machines" of the type which display "varnishes," rings, charms and novelties. Not only does he use display cards in every possible machine, but likewise, he changes them regularly, to introduce new items, or merely to eliminate a bad appearance caused by sun fading or moisture. To produce display cards which will bring maximum appeal, Mrs. Thorwald neatly sews each "varnish" (scorpions, crabs, spiders, worms, castles, etc.) on the cards, first measuring out attachment points so that every card shows each product in best alignment. She can easily display a dozen items, and quite frequently stagger them so that the line-up is not composed, but the usual straight horizontal row.

In displaying rings and charms, styrofoam blocks are used for most part, with neat slits cut in this spongy surface, with an extremely sharp knife, so that the item is shown flush tightly in place with no likelihood of being loosened by over-enthusiastic youths, who shake the machine vigorously as they try to knock off rings or nickels in.

Other Cards Used

Other types of cards are used for capsules, for introducing newly vendored products, in each case, "invisible" mountings are used, with thread of exactly the same color as the plastic chosen for each item, and a variety of tools used to cut the slit in styrofoam blocks which hold the displayed items in place.

Mary Ellen Thorwald carries out the program on a continuous basis while her husband services the over 600 locations concerned, fills heads, reconditions machines, and otherwise does the "outside" work. In many instances, Thorwald simply makes a note of machines which can benefit by more display materials, and leaves it up to Mrs. Thorwald to design a display which will effectively introduce the new items.

Thorwald believes that every vending machine must be immaculately clean, attractively painted, and with bright, fresh merchandise, the machine or its maximum retail. By utilizing just as much care in "interior decoration" of machines as he does on the exterior, return from his 600 locations is impressively better than average.

First Coin Shows Latest Wurlitzer

CHICAGO—First Coin Machine Exchange, the new regional distributor for Wurlitzer Company, last week played host at a showing of the Wurlitzer new 2600 series to operators and servicemen in the Chicago area.

Despite a heavy snowfall and sub-zero temperatures, over 75 people attended the open house sessions. The hosts and hostesses were Bert Davidson, Wurlitzer factory sales representative; Joe Kline, Sam Kellner, Fred Kline, C.B. Ross, Cliff Mueller and Jean Larson.

GOV. EXTENDS N. J. CIG TAX

TRENTON, N.J.—One of the first things Governor Richard J. Hughes did upon taking office was recommend that the one-cent "temporary" tax in the cigarette tax be extended.

The levy which is imposed a year ago to raise money for State institutions is due to expire July 1. So far it has been a big item. Apparently, the new legislation as it is a good thing and doesn't want to lose it.

There are some columnists who warn the tax is too low, but as a result of it, some are charging 35 cents for king size cigarettes and picking up the extra four pennies on each pack sold.

KING SAVER MACHINES are set up in battery installations.

by manufacturers or distributors, but for the most part these are simply cut from rectangular sheets of artificial material, which have a back surface, yet are not too dense for making a needle through them. The net result, in return for the detailed work which goes into making up these display cards, have been steady volume increases at almost every location on the Thorwald route.

DIME ITEMS are heavily featured at the Colorado Springs discount house.

MOA Newsletter

Music Operators of America's February newsletter is being regulated in BMW as a service to MOA members. The Newsletter appears in BMW exclusively and is not being mailed to the membership. The views expressed are those of MOA.

A Common Goal

A TV news show recently featured an interview with an executive of the National Housewares Show, then running in Chicago.

During the interview, the executive was asked: "How much merchandise is at this show and is it selling very well?" The show is not designed for selling. Our exhibitors come here to acquaint the customers with the best in new products and to gain their good will. People come here to shop, not to buy." (NBC Today Show, January 15). We were pleased to hear this confirmation of our own definition of a Trade Show, particularly from this source, because the Housewares Show is probably the largest each year with about 35,000 customers and almost 1,000 exhibitors. It has the reputation of being a "bustling" show. This is no wonder, if the industry knows the true purpose of the show and the strength of attendance indicates a united recognition of the purpose.

The coin machine business is just that...a business. We, at M.O.A., feel that our Trade Show provides a common meeting place for the showing of merchandise, exchange of ideas, and the changing of hands of good will. This is what makes a group of individualistic enterprises in industry. A one-man show, in turn, gains prominence in the public eye and respect in the minds of our lawmakers.

We are proud that this objective has prevailed through M.O.A.'s almost fifteen years of continual growth as the nation's music operator. This is a record of longevity. Added to this is a record of 11 consecutive industry conventions and trade shows, showing the growth of our industry as.

We are proud of this record too, but it is tempered by our realization that our main support comes from suppliers not directly in our industry. Record people, amusement device, accessory manufacturers, material suppliers, coin and accessory suppliers appear year after year. But only one, primarily phonograph, manufacturer has appeared in all 11 shows. The others, in most years, have abjured from exhibiting. Reasons given contain such phrases as "not part of our business," "not what we do," "nothing new to show." Yet, contrary to all of these reasons, one manufacturer sends a contingent of his executive sales personnel to the convention, holds open houses at nearby hotels.

The abstainers always sugar their refusals with vows of "continuing to cooperate," "aid the operator," "help the operator," "work with the operator," in matters concerning a take box copyright legislation. We acknowledge that they have joined the fight in the past, and hopefully that they will continue to do so in the future. We prefer the word, join over "aid" or "help" for this is a matter of common economic survival.

Operators, paying a royalty fee, will buy less junk boxes. Too, the abstainers claim that they should shoulder the brunt of the responsibility and expense of defending the phonograph industry. Again, we don't deny their costs.

In our memory, they have always paid the major costs of the expenses of attending hearings. How much the hearing to hearing averages from 18 to 24 months apart. Who pays for the travel expenses and the lawyer's fees for every day? M.O.A. maintains legal counsel in Washington, D.C., on a retained basis. M.O.A. keeps in touch with the activities in Congress. This is an effort and every penny we pay out.

Yes! But also rewarding, for about a month ago, a meeting was held at which parties of interest to the phonograph business, invited to the meeting. Our counsel went to the meeting with only a two-hour notice, objected for M.O.A. to the proposal that the copyright be repeated. The objection was noted. Not only the battle, but the entire cause could have been lost right there. Yet, M.O.A. and our counsel was the only member of the jube box industry present.

We do not offer our side of the story as either the begining or the furtherance of the matter is paramount, it points up the need for an annual all-industry gathering. We're all in the same boat; it would be to no one's discredit to handle an our.

In the interests of industry unity, common purpose, we, at M.O.A., invite all of the operator suppliers to consider entering the next M.O.A. Convention as active participants, MUSIC OPERATORS OF AMERICA, INC.

George A. Miller
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right at the phonograph!

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With Messages

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tronics Corporation here, has intro-
duced a new combination back-
ground music tape cartridge player
and message repeater. The repeater
feature provides for automatic in-
terruption of the background music
for voice messages at preselected
intervals through a separate tape
deck to the left of the main play-
back deck in the unit. The left
section provides both for recording
and playback.

The new Counsil Model LPM
2666 employs the Counsil Echo-
omatic continuous loop cartridge
for two hours of playing time. The
playback feature also employs a
loop cartridge and is designed for
cross-spot recording in many
types of locations.

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The NEW FEATURE for 1962

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CHICAGO—Bebe-Guggenheim,
Inc., has announced plans for
the installation of warehouse facilities in five key areas of the United
States: New York City, London,
Chicago, and H. B. H. Hutchin-
sonton, Texas, and the West Coast
locations have not been
announced as yet.

While it is planned that this
method of distribution will be
of benefit to the operator, some
operators already contacted are of
the opinion that it could lead to
increased costs of merchandise.

One operator here who is
against this method of distribution,
saw, that while prices may be lower
at the start, an inevitable rise can be
expected because of increased
handling and inadequate distri-
bution, plus the fact that the distribu-
tor must tack on an unnecessary
overhead cost.

Back up with the reference text:

NEW YORK—Coin machine ex-
porters to U. S. for September,
1961, $1,683,926 for juke boxes
and amusement games—were
slightly down from $1,718,812 for
the same month a year earlier,
 accord-

ing to a report issued this week
by the U. S. Department of Com-
merce.

While shipments of new juke
boxes and both new and used
 games were close to the previous
 monthly figure, the number of
 used juke boxes fell off— from 219
 units, valued at $258,079 to 356
 units valued at $68,274.

New juke box exports dropped
 from 1,736 units to 1,113 units,
while game exports (both new and
 used) rose slightly from 2,726
 units to 2,730 units.

Belgium Holds Lead

Belgium again maintained its
leadership in handling both
more U. S. juke boxes and games
than any other country, although
the value of the equipment shipped
dropped from $482,346 to $469,541
for the month. While used juke
boxes units purchased by Belgium
colonies for 523 to 208
units, game purchases rose
from $16 to $49 units.

Easing of import restrictions
was responsible for the emergence
of France as a major buyer of U. S.
coin machines. In September, 1961,
France’s purchases were taken
over by those of Belgium and West
Germany. These purchases increased
by a year—from $2,942 to $221,414.

Australia, which had ranked just
below West Germany in purchases
in September, 1961, dropped from
$80,666 to $15,269.
new classic design... incomparable features

ROCK-OLA PRESENTS the Empress

NEW DELUXE ALL-PURPOSE STEREOPHONIC-MONAURAL PHONOGRAPH FOR EVERY LOCATION REQUIREMENT

MODEL 1496...120 SELECTIONS
MODEL 1497...200 SELECTIONS

distinctive...
graceful...
elegant...

In sound and styling, the 1962 Rock-Ola Empress is truly futuristic. Its elegant, brilliant color, enhanced by gleaming metal appointments, combine to create a phonograph that deserves the place of honor in any location. This styling, as well as the bigger-than-life tone quality, immediately captures the attention of patrons. The "drawing power" of the new 1962 Rock-Ola Empress is irresistible—making it one of the most frequently played, and most profitable phonographs available today.

* LOCATION NAME PERSONALIZATION FEATURE.
* TRI-FONIC FLEXIBILITY.
* 33⅓-45 RPM MECH-O-MATIC INTERMIX PLAY MECHANISM.
* POSITIVE 2 BUTTON SELECTION SYSTEM.
* FEATHER TOUCH TONE ARM PLUG-IN CARTRIDGE WITH SNAP-IN DIAMOND STYLUS.

look to ROCK-OLA for advanced products for profit

Rock-Ola Manufacturing Corporation • 800 N. Kedzie Ave., Chicago, Ill.
America's Largest and Oldest

ONE-STOP

RECORD SERVICE!

45 RPM 60c

All LP's—Regular Dis- tributor. Wholesale—Nothing Over.

SAME DAY SERVICE

THE
MUSICAL SALES CO.

The Musical Sales...Baltimore, T. Maryland

GIVE TO DAMON RUNIONCANCER FUND

ALUMINUM DE-GREASED DISCS

FOR STANDARD AND HARVARD

Sold in pairs of 10, $2.00 a set with special discount.
Call our PARIS & SERVICE Dept. for all your LP needs.

TANGARD

STANDARD

Metal Type, Inc.

1318 N. Western Ave.
CHICAGO 22, I. IY-4323

6-POCKET POOLS

SLATE TOP, LATE MODEL

$150.00

60 Pocket

$125.00

BALLY

$350.00

KENEY

$195.00

New for '62!

BBM

Cardinal & Neeley

BUNTON & BURGER, INC.

DISTRIBUTING CO.

60-334, 14 WESTERN AVE.

Chicago 10, Illinois

New England Sees 2600

BOSTON—More than 200 opera- rators turned out to view the new Wurlitzer Model 2000 at the fac- tory in Providence.

The show was in the charge of James H. Hunter, manager, and William Sweeney, sales manager.

On hand also from the Wurlitzer Company were E. B. Smith, coin- engineer for the Eastern seaboard.

On the refreshment side Hulett and Sweeney had a unique gift.

A table was set up with cof- fee and doughnuts and in the gar- ments achieved a great success.

Among operators attending were: Warren Ball, Turners Falls; Fred Konner, Dighton; Frank Feindt, Brockton; Henry Levine, Milton; Tom Liebey, Haverhill; Tom Nash, Westford, Mass.; Mike Lute, Haverhill, and Cecie Feckowski, Dedham.

Also on hand were Sumer Sagal, Cambridge; Guy Dicko- nor, Tellico Plains, Tenn.; and Bobson; Tony Grazio, Boston; Tom MacNamara, Naugatuck, Conn.; Fatouneh, and Joe Zito, Haverhill.

From Connecticut came Irving Cohens, North Haven, and New London; George Grach, New London; Tony Wiley, Haverford; and George Rode and Arthur Rode, Terryville. From Cranston, R. I., were Tony DeLuca, Ray Lavelle and Sam Folds. From New Haven, Conn., came Louis and Robert Leduc, Rochester, and Ray Butler. Hampton Beach, Bob Greenfield, Bridgwater, Vt., and Neil Glazer of Bangor, Me., also took part.

Gimmicks Aids Location Owner Make Clean Up

GIMMICKS is now selling a new cleaning agent that is made to clean jukeboxes in the punch plate area. The product is also used in the valley area.

The product is available in a variety of colors and is sold in small bottles.

The product is used in small quantities and is sold at a reasonable price.

The product is easy to use and is effective in cleaning the punch plate area.

The product is available from your local jukebox supplier.

The product is a great help to jukebox operators and is a valuable addition to their cleaning supplies.

Gimmicks is proud to offer this new product to its customers.

The product is a great help to jukebox operators and is a valuable addition to their cleaning supplies.

The product is available from your local jukebox supplier.

The product is a great help to jukebox operators and is a valuable addition to their cleaning supplies.
KIDS WILL BE KIDS
PALM BEACH, Fla.—It cost a Service agent 1 cent for passports. Caroline Kennedy too closely. The four-year-old daughter of the President arrived here when she noticed a ball game machine in the lobby of the hotel. She skipped from the side of her mother to the Secret Service man, handed her a penny, and put it in the machine. After the card was turned from the machine, the ball game slipped from her hand and hit the floor. Thenceforth Caroline picked up the ball game daintily brushed it off, and continued on her way.

OPERATE UNITED
Shuffle Alleys
and Bowling Alleys
WELCOME EVERYWHERE

* UNITED MANUFACTURING CO.
3404 N. California Ave., Chicago 18, Ill.

FOR SALE GAMES

Wagon Wheel
$ 5.50

Racket
195.00

Dodgem
25.00

United Racket
75.00

All-Star Delux
55.00

PHONOGRAH

AMI 5 72
75.00

AMI 1011
125.00

AMI 122
85.00

AMI 725
255.00

AMI 1600
250.00

AMI 2000
95.00

AMI 3110
275.00

AMI 4110
225.00

AMI 3115
150.00

AMI 4125
150.00

AMI 4120
100.00

AMI 5120
100.00

AMI 5250
100.00

AMI 5125
75.00

AMI 5220
55.00

Call, Write or Cable

AMI WLL, Chicago

We are new distributors for

Techno-Flip and Varsity

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Tel. Des Moines 6-1097

EUROPEAN NEWS BRIEFS

Ski Area Phono Locations

AROSA—Swiss operators are experimenting with the development of phonograph locations through establishment of hot beverage stands at ski resorts. Experimentation here and at other, economy-class ski resorts indicates that additional locations may be worked out, particularly for outdoor locations, through establishment of hot beverage vending. Once the beverage vending stand is established, the operator adds a phonograph. Swiss operators are having considerable success in "winterizing" phonographs for location outdoors in ski areas. The phonographs are to be used to spot the equipment outdoors and get traffic and move it inside evenings and during bad weather.

Phone Replace Fiddles

VIENNA — The Hungarian press has just published a survey showing that gypsy violins are given ground to phonographs in Communist Hungary. Restaurants in the traditional style — snow-white tablecloths, balloon-sleeved waiters, and gypsy musicians — are losing business to modern snack bars modeled on the American drugstore lunch counter.

Gypsy musicians are being heard increasingly on juke boxes instead of in the Roth. The government is indirectly assisting the jule box trend by demanding that Gypsies enter "socially-useful" employment.

German AMI Promotion

HAMBURG—Helmut Reebroch has opened a major promotion program for the AMI Continental 2 "Sereo-round" box. Reebroch is promoting not the new AMI but the Continental 2, a "living musical experience." Promotional advertising depicts the Continental 2 as being similar in sound to such a manner as to eliminate the requirement for additional loudspeakers. Emphasis is placed, too, on the "autonomous" character of the new box, which automatically fits in 33 and 45 records. The Reebroch firm’s campaign aims at presenting stereo as a technologically accomplished fact, instead of a continuing experiment. The Continental 2 are shown in offices and bars, and operate the big market hall and other large locations, and are being used by all manufacturers each at buying stereo because they believe it requires too many accessories and servicing.

Embebo Pistol Game

BERGENHAUSEN—Ernst Boppel Apparatus is marketing a new and improved game, Embebo. The game is a rapid-fire, automatic-scoring machine which has had brisk initial sale in the Ruhr and is now being introduced throughout Germany and in foreign countries.

Phone Price Stabilized

PARIS—Phonograph distributors report progress in stabilizing condition of equipment prices within a narrow range. Second-hand equipment is now classified according to production year and general condition categories—good, fair, or poor. It is now possible to standardize prices within a very low range of fluctuation. Used equipment has retained its new equipment sales, frugal French operators being unwilling to part with their vintage boxes unless certain they were receiving the top mark-up price for their old equipment. The trade has been discussing establishment of a standard second-hand equipment price book, which it would redistribute annually by year without reference to condition. It is felt such a standard, fixed price lists would stop upward box sales by eliminating haggling over prices for used equipment.

Soccer Game Announced

LYON—A new lightweight "compact" soccer game is being produced for world export by the firm Edt. Georges Clerge of Lyon. Called "Baby Feet," the Clerge soccer game is functioned in white cloth, and developed to reach children of all races. Clerge, located at 12 Rue des Grévinos, Lyon, is seeking general sales agents for North America and Latin America.

Get-Rich Ads Scored

FRANKFURT—The Working Committee of German Consumer Associations (Arbeitgemeinschaft der Verbraucherver- bande) is publishing a warning against get-rich-quick advertising claims of phonograph distributors. The warning, issued by the Central Association of Cola Machine Operators, is designed to combat abuses stemming from the German juke box boom. The boom has many other industry participants, believing there is a royal road to riches through amateur juke box operation. There have been several fly-by-night distributors sold large numbers of boxes to elderly persons, accepting a small down payment and their promissory notes. Some of the older generation has never seen a phonograph until approached.

Game Doubles as Table

MUNICH—Leonhardt, the big Bavarian games manufacturer, is producing a new soccer game for space-short locations — and is also doubling as an ordinary restaurant table. The new Leonhardt game has a dividing-panel cover. The panel is flipped to either side, clearing the game for play. Folded back, the panels form a table top convenient to the game. The game form duplicates a cafe table, with only the screwdriver-handle game mechanism visible from the sides. Leonhardt is promoting the game as a cafe table when tables are short and a game when trade is slack.

Goldberg Invention

*Continued from page 42
"We aimed to guarantee to catch every bit of squiggles from the chutes, around the customers’ fingers, Wiley went back to the Sullivan & Boren store, carrying an example and demonstrated that no matter how fastidious the customer might be in pumping the release lever, that any pennies which missed his hands would drop into the tray, instead of rolling off on the floor. This was expectedly approved by the Sullivan & Boren management, permitted Wiley to spot his best brand packing machines at a dozen points. Now, these locations are among the most profitable in the Texas operator’s string, and the cost of equipping each one with an automatic bread pan has been quickly repaid by extra peanut vending profits.

EGG HEAD
OPERATORS MAKE MONEY
Call, Check BANNER FIRST!

WANTED
10 GOLDFISH
SUPER JUMBO 4-PLAYERS
SALE!
Completely Reconditioned

TELEQUIZ . . . . $85

NATIONAL COW MACHINE EXCHANGE
1411-12 Division Chicago 14, Ill.

BANNER SPECIAL COMPANY

EXCLUSIVE UNITED MFG. CO. 
1441 N. Broadway, Pilsen, Ill.

Ask for Our Current Used
Equipment List

Our combined sources of

equipment, parts, and

satisfied

BABY BOWLER

WURLITZER 1650
$125

Sanyo 1100
$300

AMI 0-129
$250

BALLEY BOWLING

5 Baby AC
Lot of 9

2 Baby Tournament

$300

1 Baby Trophy

$300

5 Chicago Cole

$300

2 Chicago Cole

$200

6 Bally Bowling

Alley, 15’

Lot of 10

12 Bally Bowling

Alley, 14’

$6,000

REX-BILOTTA CORPORATION
821 S. Western Ave., Chicago 12, Ill.

Jacks, Galleys, Meadows

LEONARD, 9-1022

NORTHWEST ONE

The NEW CROWN FIESTA
by FISCHER

EASY ON THE EYE
EASY TO BUY! SEE IT HERE NOW!

REDD DISTRIBUTING CO., INC.
124 LINCOLN ST.
BRISTOL, 31 MASS.

MEN WHO READ
BUSINESSPAPERS
MEAN BUSINESS

2500
1900

EXTRA FOR SALE

Our combined sources of

equipment, parts, and

satisfied

BABY BOWLER

WURLITZER 1650
$125

Sanyo 1100
$300

AMI 0-129
$250

BALLEY BOWLING

5 Baby AC
Lot of 9

2 Baby Tournament

$300

1 Baby Trophy

$300

5 Chicago Cole

$300

2 Chicago Cole

$200

6 Bally Bowling

Alley, 15’

Lot of 10

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Alley, 14’

$6,000

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REDD DISTRIBUTING CO., INC.
124 LINCOLN ST.
BRISTOL, 31 MASS.

MEN WHO READ
BUSINESSPAPERS
MEAN BUSINESS
Fires Burn Memphis Ops

MEMPHIS—A rash of fires hit locations recently and destroyed or damaged many pieces of coin-operated equipment in Memphis and the Mid-South.

George Sammons, president of Sammons-Pennington Company, distributors, says his repair department, with eight burned machines to repair, "looks more like a salvage company" than a distributors' warehouse repair shop.

Other distributors, Southern Amusement Distributing Company, S & M Sales Company, and Standard Automatic Distributing Company, also have burned machines on hand to repair.

Operators who suffered fire-damaged equipment were: Johnny Novarone, Pople Tunes Music Service, one juke box, one shuffleboard, one pin game, 10 wall boxes and six speakers; in a fire at Finlayson's Drive Inn Restaurant in Memphis, which burned to the ground.

Thomas Sinclair, Crown Amusement Company, two pinball and a phonograph, destroyed when a shattering loud bang at Wren Memphis, Ark., went up in smoke.

William V. Forsythe, Forsythe Amusement Company, Millington, Tenn., one juke box, one pin game, one ping-pong table and a shuffleboard damaged when the Clover Club, night spot near Covington, Tenn.

Robert Harbin, Harbin Amusement Company, one juke box, one pin game, one ping-pong table and a shuffleboard all burned when the Blue Crown, Cleveland, Miss., burned.

Robert Harbin, Harbin Amusement Company, one juke box and four wall boxes damaged in a fire at a small Memphis restaurant.

The warehouse of Hardy Creek.

More, Cleveland Amusement Company, Cleveland, Miss., burned, destroying four juke boxes.

Worst of all, the home of Martin and Stella Amusement Company, Cleveland, Miss., burned to the ground. He had insurance. Some operators who had machines destroyed by fire, however, did not have insurance because the premiums are prohibitively high.

Memphis Games On the Decline

MEMPHIS—End of year figures on the number of amusement games licensed shows a drop of 153 during 1961, Sloan O. Craig, collector of licenses and privileges, reports.

Craig said there were 624 machines on location December 31, 1960, but that had dropped to 471 during the year.

Reasons seems to be the waning popularity at the present time of pinball and other games which in previous years proved popular with the playing public.

Some new machines brought out in recent times by manufacturers have not caught the public fancy to stimulate the game business in this area, an unfortunate situation, operators say, which would have to be seen in December 1961.

Operators and distributors have, for years, been calling for something "bold and dramatic" which would catch and hold the public's attention. Several efforts have been made, but apparently nothing has been too successful.

Perhaps, distributors and operators hope, something will be brought out in 1962 to solve the problem. This would indeed bring a Happy New Year, they say.
European Ops Eye Soldier Trade

**Continued from page 47**

ments, which are divided three ways: the military exchange, the European Exchange System (EES) operating Army PX's and the Air Force Exchange (AFEX) operating AF base exchanges, the Quarter-

master, and club and special services.

Coin machines at present are placed at overseas military installations on a haphazard, catch-as-catch-can basis. Most of the joke boxes are in snack bars simply because military exchange officials feel that is where they belong, and

where they install the fewest head-

aches.

Profit Motive

A military source emphasized, "Anyone doing business with the military services should understand that the normal civilian profit motive plays no role in our opera-

tions. In fact, profits from our ac-

tivities can be terribly discouraging and embarrassing. "Therefore, we tend to be rather passive in providing facilities and services, pegging them to urgent requirement instead of convenience and profit possibilities."

Military officials agree that coin machines generally are considered as involving "too much responsibility and too many headaches." They involve investment on equipment with an uncertain disposal market, and vending machines in particular are considered a convenience rather than a necessity.

Direct Negotiations

European operator associations have reached no concrete decisions on the method to be employed in approaching the U. S. military forces for operating concessions. Some students of the problem favor direct negotiations between the operator association in each country and the responsible mili-

tary officials. Concessions then would be allotted by the operator association on the basis of geography and resources.

Because of the dispersed charac-

ter of U. S. installations, some ex-

perts argue that it would be neces-

sary to form small operator con-

sortiums, enabling a number of op-

erators in any given military dis-

trict to pool their resources and facilities in operating military con-

cessions.

This seems particularly desirable if integrated, single, uniform, and vending—operations are to be attempted.

Manufacturer Support

A senior official of the German or-

ganization is reported as saying that European operators expect to have strong support from manufacturers generally in holding the military trade.

"Most large American manufac-

turers have overseas plants and dis-

tribution arrangements, and the military trade would be gravy for them," he pointed out.

"Europe manufacturer should be interested, too, because it would give them the opportunity to enter the foreign market by the back door."

OPERATORS, THEIR FAMILIES AND FRIENDS from Utah, Montene, Wyoming and Idaho attended an open-house showing of the new Seeburg line by Strava Distributing Company in Salt Lake City recently.

---

**ATLAS...**

**Reconditioned—Guaranteed**

**MUSIC & VENDING**

**VENDING**

SEEBURG 800-32 (Cig. 1725)

WINE L-1000, D Phone: 593

WINE ARM. 14.00L. (MAR.) 195

SEEBURG 61 CIGARETTE 195

NATIONAL CIGARETTE, 14-Cent. 175

NATIONAL CIGARETTE, 11.1ML. 175

WITTENBERG MIP. 24 HR. 65

STICER 5-500 CIGARETTE. 215

**MUSIC**

A.M.I. 6-120 365

A.M.I. 6-150 365

A.M.I. 6-200 365

A.M.I. 6-250 485

A.M.I. 6-300 545

AM. 1.6-350 645

AM. 1.6-400 645

SEEBURG KB-200 395

SEEBURG 500-13 375

SEEBURG KB-600 or W 275

MERLEFIRE 805 325

MERLEFIRE 2700 545

MERLEFIRE 1200 425

UNITED UP-100 795

1/2 Duplex, Balance Sight Draft

---

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" scores special and lights rollovers for additional specials.

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

Making special by high score, too.

Match feature.

Sparkling design.

Revolutionary "tic-tac-toe" Panel Eliminates Confusion

Either "X's" or "O's" light in exactly the same place in each square. It's cute! It's new! See your Gottlieb Distributor for a demonstration today!
LIDO gives you the greatest combination of money-making features ever crammed into one game. Famous Advancing Futurity Games with Holdover Option. Exciting 4-Way Pick-A-Play Buttons for maximum scoring flexibility. Magic Screen with 9 positions, including popular OK position, key to the juicy Orange Section. Plus Red and Yellow Super-Sections. Plus Blue Bonus. Plus all the Extras that mean extra fun for players, extra profit for you.

Get going with LIDO now.

NOW EQUIPPED WITH CONVENIENT "AUTO-MISSION" COIN-DIVIDER

Instant money for location-payers increases earnings of games, juke-boxes, cigarette vendors by insuring ready supply of coins from location coin-compartment... saves route-collectors time and trouble.

See your distributor... or write BALLY MANUFACTURING COMPANY • 2540 BELMONT AVENUE, CHICAGO 18, ILLINOIS
LIDO gives you the greatest combination of money-making features ever crammed into one game. Famous Advancing Futurity Games with Holdover Option. Exciting 4-Way Pick-A-Play Buttons for maximum scoring flexibility. Magic Screen with 9 positions, including popular OK position, key to the juicy Orange Section. Plus Red and Yellow Super-Sections. Plus Blue Bonus. Plus all the Extras that mean extra fun for players, extra profit for you.

Get going with LIDO now.

NOW EQUIPPED WITH CONVENIENT "AUTO-MISSION" COIN-DIVIDER

Instant money for location-owners increases earnings of games, juke-boxes, cigarette vendors by insuring ready supply of coins from location coin-compartment... saves route-collectors time and trouble.
Yes — TTT stands for Ten Top Tunes and it's just like TNT when it comes to booming earning power.

Reports from operators all across the country tell us that this Wurlitzer exclusive is the most magnificent money-maker ever developed.

Add this feature to the many others on the Wurlitzer 2600 and you have what it takes to turn an ordinary location into an outstanding one.

Learn all about this peak profit producer from your Wurlitzer Distributor.

**MOTOR-DRIVEN REMOTE VOLUME CONTROL**

Fully assembled drop-in installation. No shielded wire necessary. Attractive damage-resistant steel case with volume control and cancel button. Optional at slight extra cost.
What's The Tokens' smash single follow-up to 'The Lion Sleeps Tonight'?