WASHINGTON—Breakouts in the capital last week were "I Found a Love," by the Falcons on Lu-Pin, "Oh, Cindy," by the Vibrations on Checker, and "Mexican Divorce," flip side of the Drifters' "When My Little Girl Is Smiling," on Atlantic. Big sales were reported on recent area breakouts, "Something's Got a Hold On Me," by Etta James on Argo, and "You Better Move On," by Arthur Alexander on Dot, which hit the chart this week. Bubbling-Under tunes getting strong sales here last week were "Midnight Special," by Jimmy Smith on Blue Note; "Love Please," by Clyde McPhatter on Mercury (another chart disk); "You Don't Miss Your Water," by William Bell on Stax, also a recent Washington breakout; "Seal Twist," by William Hall on Stax; and "I Found a Love," by the Falcons on Lu-Pin, "Oh, Cindy," by the Vibrations on Checker, and "Mexican Divorce," flip side of the Drifters' "When My Little Girl Is Smiling," on Atlantic.}

**NEW ACTION LPs**

Albums getting initial dealer action in major markets and have not yet hit BMW's Top LP List as of March 16th:

**MONOPHONIC**

EVERLY BROTHERS INSTANT PARTY, Warner Bros. 2140 STANDING ROOM ONLY, High-Note 2162

DICK GREGORY EAST AND WEST, Colpix 420

BOUGHI LIKELY IN LOVE, Percy Faith, Columbia CL 1681

PLEASER MR. PAVON, Marvel-ettes, Tamla TM 238

MIGHTY DAY ON CAM, Funky Mitchell trio, Kapp KL 1322

**STEREOPHONIC**

MARIAS, Roger Williams, Kapp KS 3266

ROMAN GUITAR, Tony Mottola, Kapp 2136 S

RHYTHM SING ALONG WITH MITCH, Mitch Miller, Columbia CS 8527

BRIAN REGAN, The Young Rascals, RCA Victor LS 2281

TWIST WITH THE VENTURES, Delton BS 8010

**LOCAL SINGLES BREAKOUTS**

These new records, not yet on BMW's Hot 100, have been listed in major market charts and dealers are reporting strong action by them in their respective areas.:

**RATU GREGORY EAST AND WEST, Colpix 420**

**BRIAN REGAN, The Young Rascals, RCA Victor LS 2281**

**TWIST WITH THE VENTURES, Delton BS 8010**

**FIND HER KEYS' TURNS MILW'KEE DISK LOCK**

MILWAUKEE—Maybe "She Can't Find Her Keys" as Paul Sylvan says on Colpix and kids here are having no trouble finding Paul Peterson and his new song "Don't Keep Me Hanging On," which has emerged as the hottest side here in a long time. It hit the national charts this week as well.

WOKY's Jim Stagg termed the disk a "real smash-selling tune"—very big here. Dealers reported selling it strongly. Milwaukee dealers also noted good action, as did Don Rose at WEDC in Duluth, Minn.

Breakouts here totaled four this week. They were: "Annie Get Your Yo-Yo," by Little Junior Parker on Duke; "Clown Shoes," Johnny Burnette on Liberty; "Shout Shout," Ernie Marsene on Seville (still not getting air play locally but termed "good sounding tune" by WOKY's Jim Stagg, and last but not least, "La Paloma Twist" by Chubby Checker on Parkway. Flip, "Slow Twistin," also selling here, made the national chart this week.

WOKY's Jim Stagg termed the "Slow Twistin" side since it was listed as a "pick of the week" but not in this station. Both sides, however, showed up in local store sales. A side getting a lot of attention is "Gunga Din" by Lord Didd on Mr. Peacock—giving a lot of requests for air play and play at hops.

Also liked by Stagg; "Duchess of East" on Pathee and "Ginny Come Lately," Brian Hyland on ABC-Paramount.

**Even Twin Cities Business Puts More Disks in Orbit**

MINNEAPOLIS—The record business steadied here last week—no new records picked up from the weeks before. Sales were about even but not the number of 

Sales Reflect Change in Air? 

NEW YORK—Business was good in New York retail shops last week, although there were no new record breakouts in the city.

Many dealers were talking about the "Twist" and its effect on programming on the part of former rock and roll stations such as WMGM, and WINS. Dealers wondered what effect these changes would have on record sales.

One dealer felt that the change in radio programming was up, with several of the Twin Cities "breakers" also taking off in Chicago and Milwaukee.

Strongest of the new sides was "She Can't Find Her Keys" on Peterson with Colpix which broke simultaneously here in Milwaukee and up in Duluth, Minn, where it was mentioned by Don Rose. Peterson's "Don't Keep Me Hanging On" also hit the national chart this week.

"Mashed Potato Potato" Dee Dee Sharp on Cameo and "Slow Twistin" Chubby Checker on Parkay also got good action in both Milwaukee and Minneapolis. The Checker tune was another mentioned by Duluth's WEBC as a local breather. The Checker disk was also a national breakout this week.

"It Wasn't God Who Made Honky Tonk Angels" by Waylon Jennings was also a "pick of the week" by many.

"Slow Twistin" units were being sold at a fast rate.


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

**No. 107. LINGER AWHILE WITH VIC DAMONE, Capitol T 1646**

**No. 128. JOHN BAEE, Vol. I, Vanguard VR 92078**

**NEW ON THE HOT 100 CHART THIS WEEK**

**No. 60. SLOW TWISTIN', Chubby Checker, Parkway 835**

**No. 73. HUT ROLLER, B. Bumble and the Stingers, Rendeverse 166**

**No. 77. MASHED POTATO POTATO, Dee Dee Sharp, Cameo 212**

**No. 78. ALVIN TWIST, Chipmunks, Liberty 55424**

**No. 81. JOHNNY ANGELS, Shelley Fabares, Colpix 621**

**No. 88. DO YOU KNOW HOW TO COUNT, Hank Ballard, King 5593**

Stagg, and last but not least, "La Paloma Twist" by Chubby Checker on Parkway. Flip, "Slow Twistin," also selling here, made the national chart this week.

WOKY's Jim Stagg termed the "Slow Twistin" side since it was listed as a "pick of the week" but not in this station. Both sides, however, showed up in local store sales. A side getting a lot of attention is "Gunga Din" by Lord Didd on Mr. Peacock—giving a lot of requests for air play and play at hops.

Also liked by Stagg; "Duchess of East" on Pathee and "Ginny Come Lately," Brian Hyland on ABC-Paramount.

**Folksy Pop Groups Hot**

NEW YORK—Vocal groups—particularly those from the folk music/collegiate category—are registering strong sales topped this month, both on albums and singles. Five vocal groups have packages listed as the latest New Action LPs' this week, and 15 albums on BMW's best-sellers list. Monaural chart are by vocal groups, plus, of course, all other chart categories.

"Slow Twistin" became a "pick of the week" by many.

## 150 Best Selling MONAURAL LP's

<table>
<thead>
<tr>
<th>No.</th>
<th>Title, Artist, Label</th>
<th>Week #/Ch.</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>BLUE ALAMO</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>RURAL RAY</td>
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</tr>
<tr>
<td>3</td>
<td>TONY CURTIS SINGS</td>
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<td>4</td>
<td>BREAKFAST AT TIFFANY</td>
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<tr>
<td>5</td>
<td>TONY CURTIS SINGS</td>
<td></td>
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<tr>
<td>6</td>
<td>THE SONG OF JESUS</td>
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</tr>
<tr>
<td>7</td>
<td>FUN TIMES ONLY</td>
<td></td>
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<td>8</td>
<td>TIME OUT</td>
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<td>9</td>
<td>THE WIND OF Change</td>
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<td>10</td>
<td>WEST SIDE STORY</td>
<td></td>
</tr>
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<td>11</td>
<td>EMMANUEL</td>
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</tr>
<tr>
<td>12</td>
<td>HUMANS OF THE BIBLE</td>
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<tr>
<td>13</td>
<td>WEST SIDE STORY</td>
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<td>14</td>
<td>iT'S SUNDAY</td>
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<td>15</td>
<td>IT'S SUNDAY</td>
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<td>16</td>
<td>SUNDAY WITH TRUMAN</td>
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<td>25</td>
<td>THE SONG OF JESUS</td>
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## 50 Best Selling STEREO LP's

<table>
<thead>
<tr>
<th>No.</th>
<th>Title, Artist, Label</th>
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</thead>
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<tr>
<td>1</td>
<td>DON'T FOR GETTING SAY</td>
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<tr>
<td>2</td>
<td>DON'T FOR GETTING SAY</td>
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<td>9</td>
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<tr>
<td>10</td>
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THE HIGHWAYMEN

TOP SINGING GROUP IN AMERICA

"MICHAEL" NO. 1 RECORD IN 1961

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"STANDING ROOM ONLY"

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CURRENTLY ON THE ALBUM CHARTS "THE HIGHWAYMEN"
**Breaking For A National Hit!**

Arthur Alexander #16309

---

### HOT SINGLES

<table>
<thead>
<tr>
<th>RECORD NO.</th>
<th>TITLE</th>
<th>ARTIST</th>
</tr>
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<tbody>
<tr>
<td>16309</td>
<td>You Better More On</td>
<td>ARTHUR ALEXANDER</td>
</tr>
<tr>
<td>16312</td>
<td>I'll See You In My Dreams/Pictures In The Fire</td>
<td>PAT BOONE</td>
</tr>
<tr>
<td>16313</td>
<td>Chopped Up By The Sea/One Love, One Heartache</td>
<td>GEORGE CATES</td>
</tr>
<tr>
<td>16319</td>
<td>The Original Nut Rocker</td>
<td>JACK D. NIBLEY</td>
</tr>
<tr>
<td>16328</td>
<td>Don't Fly Away, Flamingos/Winter Snow</td>
<td>THE FOUR LADS</td>
</tr>
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### BEST SELLING ALBUMS

**MONO**

<table>
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<tr>
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<tr>
<td>3064</td>
<td>Madness!</td>
<td>JOHNNY MADDOX</td>
</tr>
<tr>
<td>3066</td>
<td>Love's Gonna Get You</td>
<td>JOHNNY MADDOX</td>
</tr>
<tr>
<td>3068</td>
<td>What's Happening!</td>
<td>JOHNNY MADDOX</td>
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**STEREO**

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<tr>
<td>3083</td>
<td>Magic</td>
<td>PAT BOONE</td>
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<tr>
<td>3085</td>
<td>Starlight</td>
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### NEW RELEASES

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<tbody>
<tr>
<td>16338</td>
<td>Cinderella, Nuggets</td>
<td>JACK ROSS - WICK MARTINDALE</td>
</tr>
<tr>
<td>16339</td>
<td>The Municipal/Star Son</td>
<td>JACK ROSS - WICK MARTINDALE</td>
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### BEST SELLING EP'S

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<td>1021</td>
<td>Melodies Of Love Vol. 1</td>
<td>BILLY VAUGHN</td>
</tr>
<tr>
<td>1022</td>
<td>Melodies Of Love Vol. 2</td>
<td>BILLY VAUGHN</td>
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<tr>
<td>1023</td>
<td>All Night Long</td>
<td>RUSTY BRYANT</td>
</tr>
<tr>
<td>1026</td>
<td>Johnny Maddox Plays Crazy Otto</td>
<td>JOHNNY MADDOX</td>
</tr>
<tr>
<td>1028</td>
<td>Come Go With Us</td>
<td>BILLY VAUGHN</td>
</tr>
<tr>
<td>1030</td>
<td>Love Letters In The Sand</td>
<td>PAT BOONE</td>
</tr>
<tr>
<td>1034</td>
<td>Paper Doll/Glow Worm</td>
<td>THE MILLS BROTHERS</td>
</tr>
</tbody>
</table>

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OR WRITE: Dot, RECORDS, INC., 1507 N. Vine St., Hollywood 28, California

---

**THE NATION'S BEST SELLING RECORDS!**
Gals Take a Beating in Album Sales
But Hold Their Own in Singles Mkt.

BY JUNE BUNDY

NEW YORK — An interesting development is taking place in the battle among sexes for BMG's "Hot 100" and best selling album charts. Although the fans are stronger than ever in the singles market, the switch to the Top 100 is finally a reality this week. The "Hot 100" and five on "Bubbling" this week — they are listed in a rapid rate in the album charts. 

Lous Miserables

There are only 11 female artists on the monumental best selling album chart this week, and of these 11, four are comedians (Rusty Warren, Moms Mabley, Dorothy Provine, Elaine May), one is a folk singer (Joan Baez), and three are jazz-oriented (Dinah Washington, Ella Fitzgerald, Louis Jordan). Only Connie Fields, Judy Garland and Brenda Lee can really be classified as pop singers.

Specialization in Femininity

Some tradepapers interpret this as an indication that gals singers must be specialized performers to click in the album market today. In line with this theory, you point out this week, has four albums on the monochromatic chart this week — and more than any other female artist; while veteran A&R-oriented comedienne Moms Mabley and folk troubadour Rusty Warren each have two LP's on the same chart.

On the other hand, fngs singers hold down 27 slots on BMG's "Hot 100" this week, with only one artist (Linda Scott) represented by more than one disk. She accomplished this by having simultaneous releases out on two different labels.

Five gil groups are included in the above — the Turtles, Betty & the Beverley Sisters and the Angels on the "Hot 100," and the Go Clefts on "Bubbling." Also on the "Hot 100" is Brenda Lee, Slim Thompson, Connie Francis, Barbara George, Patsy Cline, Glenn Yarbrough, Tammy Wynette, Dinah Washington, Etta James, Dee Dee Sharp, Shelley Fabares, Aretha Franklin, Anita (and the Six and Soo), Bettye Carter (and the Charlyes).

Up & Coming Chicks

Coming up on "Bubbling" are Kitty Kallen, Dee Dee (with disk), Ann-Margret and Anita Bryant. Although it hasn't moved into "Bubbling" yet, Dee Dee's "Should I Surrender," which is listed in her new box-office smash movie "Movie of the Week," is listed as a "Local Singles Breakout" this week.

Stereo Shorts

PLUGGERS

2 Juke Box Mfrs. Provide 33 Singles

BY DON WEDGE

LONDON — The three-year-old Gramophone Record Dealers Association held an ambitious one-and-a-half day convention and dinner here during the weekend. Highlights were an outstanding list of speakers drawn from all branches of the British industry and the National Records Awards, the first in Britain based on a poll of dealers. Also for those in attendance was a stand with European directors of the EMI record labels.

The first day's general meeting was also scheduled for the next day and it was closing with a formal dinner and presentation of awards. These included: Best Pop Song, Danny Deane & Cliff Richard "Big Beat," Best Light Orchestra Disk, Ferrie & Tiberi's "Silver Sky" (Capitol, HMV, EMI), Best Spoken Word, "St. John" (New English Bible) and Best Opera, "Tristan and Isolde" (Decca; Best Honor, Bob New- hart's "The Driving Instructor" EP (Warner).

There were also two special awards. One presented by Record

O'Seas Plan Flies Now for Play Now

BY OMER ANDERSON

NUREMBERG, W. Germany — Continuation of the trend toward more and more stereo products is expected in the skyrocket rise of new American record releases.

One of the Continent's tightest-knit secrets, the pop life places the hottest U.S. releases onto juke box shelves sooner than in America. The selling of American glitz was pionered by the U.S. Army's English Exchange in 1955 with headquarters at Nuremberg, EEC disk buyersfound that advertise the U.S. Cavalry Army disk releases were billed with percentages. EEC officials have been pleased with successes by European record shops and phonograph distributors, all part of the tremendous impact of U.S. phonograph in the European market.

The growing success of "delivery" airlife is the outgrowth of "Eyes of Pioneer" pop life.

24-Hour Service

KLM, which flies the EEC pop life, is building a floribunda business selling new American releases. Some Continental distributors make a few of all the best waiting. KLM has over 24 hours after leaving the European distribution point. These dealers then rushed to inside box offices of ordering the distributor and operator to splash lavish promotion to the effect that you're hearing the U.S.S pop life that most Americans haven't heard yet.

The promotional impact is terri- ble. And so are the competitive headaches it is inducing.

Dyna Liberty's Philippine Distribute

HOLLYWOOD — Liberty Records has signed a licensing agreement with Manila's Dyna Products, Inc., to distribute the Liberty and Dolton lines in the Philippine Republic. 

President Albert Van, signed for the Philippine firm, with the deal going into effect immediately.

Proof will appear on the original Liberty and Dolton trade marks, thereby retarding filing of the Synco Records insignia for the Phlippines.

The exchange will be handled by Johnny Borromeo, the Ventures, Johnny Ray, Tim Yuma, Johnny Mann, among others.

NARM SETS 2 TOP DISK EXEC TALKS

NEW YORK — National Association of Record Merchants (NARM) is rapidly completing its schedule of key industry executives who will participate in the NARM Convention April 8-11 at the Eden Roc Hotel, Miami Beach, Florida.

Last week NARM announced that RCA Victor Records President Glenn E. Wallich would deliver the keynote address at the Convention's first business session on Monday, April 9.

This week, it was announced that RCA Victor Regional Division Vice-President and General Manager George R. Marek would address the convention during the morning of the business session on Wednesday, April 11.
Solomon Plans Shot
In Arm for Everest

HOLLYWOOD—Bernard Solomon, the West Coast President of the music publishing company
Savoy Rights, Inc., has announced that he is preparing for a new single to be recorded
in the style of the late Jimi Hendrix, which will be released in the near future.

Solomon told Billboard that he has signed an exclusive contract with Hendrix
and that the new single, titled "Somewhere Over the Rainbow," will be released
in May. Billboard reports that the single has already been recorded and that
Solomon is planning to release it on a major label.

"I'm excited about this new project," Solomon told Billboard. "Jimi was a
true original and his music has had a lasting impact on the music industry.
I think this new single will help keep his legacy alive and continue to
inspire new generations of musicians."
5 Break Chi Silence

CHICAGO—Following a week of explosive silence, this city again heard the familiar, yet new material and a pretty good one at that. No less than five records were being played in a survey of store sales by BMW last week. Sales were again generated in action in Minneapolis and Milwaukee.

A local lad, Paul Gallas by name, recording on a local label, Heartbeat, appears to have quite a thing going for him. "I think the Tower" is the tune big in store sales during the week. (Continued on page 37)

Twin Cities Put Discs in Orbit

(Continued from page 1)

breakout both here and in Chicago. The tune is not a new one but just this week started getting action in both markets.

Three other tunes showed up strong in store sales locally. "Yellow Jacket" by the Ventures on Dotlon, "Run Boy Run Boy" by the Himies on Gold Star, and "Summertime," by Rick Nelson on Veejay. So far, air-play seems to be leaning toward the "Young Warblers," by Jeff Van Sickler, and a hit which hit the national chart this week, but dealers report both sides in demand.

Besides some of the Minneapolis break, Dion Rose of WBRC was hearing good notes which he feels will become big. "All My Love" with Patrice on Himpact was also a favorite with a good pop sound. After breaking slow locally but a favorite at the station (and a hit nationally), "Ciao, Johnny Angel" on Celpix a Milwaukee breaker some weeks ago.

A Chicago boy named Paul Gallas was heard to be in the running for him in "Boogie-Boogie" on headphones, for the local store. Sales were some in Chicago this sale week, was mentioned by Jim Stagg of Milwaukwe's WTMJ. Several of those featured were those not yet

night picking by Nose in Deluth. At NME-NEW WEEKLY, "Big Find of the Week" is "Help Me" by Andy Williams, the station which also produced "The Battle" Johnny Cash, "Jonna" Mike Clifford, "Don't Fly Away Flamingo" and its flip, "Winter Snow," Four Lads, "Buttons and Bows," the Brown, and "Chapel By the Sea," their flip, "Love of My Life," by Billy Vaughn.

The Twin Cities' middle-of-the-road station, WCCO, also likes the Andy Williams Columbia record of "Help Me," its flip, "The Wonderful World Of Young Love." Another record is the WCCO's Bored of Bop, is also picking up Milton "Shaq's" happiness "When I'm Blues.

Folksy Pop Group

(Continued from page 1)

sales—but not yet on the "New Action" list—is the Chordettes "Never on Sunday." It's like needing to note that vocal groups usually pack as much sales weight as a dance chart as they do on the album listing. For example, the following groups are represented this week on both BMW's "Hot 100" and its best-sellers all-time chart: the Lettermen, the Searchers, the Kingston Trio, the Chad Mitchell Trio, and the Brothers Four.

Finds Her Keys

(Continued from page 1)
A Billboard Pick: "Over a dozen of Miller's Sing-Alongs are already on the album charts. What more can be said? This should quickly follow along. It features the familiar male chorus with accordion and rhythm in the backing on such tunes as 'Swanee,' 'Jeepers Creepers,' 'Tea for Two,' 'I Want to Be Happy,' etc. As usual, all lyrics are included." Columbia Records
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HOLLYWOOD—Ever-increasing competition in the world record market will cause more American-based labels to plant their own representatives abroad to overtax their foreign dealings. This prediction was made to Billboard by Bobbie Weiss, Warner Bros. International director, on the eve of his departure to his Paris headquarters where for the past 10 years he has represented American music interests on the international scene.

Competition for foreign sales is constantly being honed to a keen edge from two sides, Weiss said. More American labels are jumping into the battle for a share of the highly lucrative overseas market. At the same time, a nationalism tide has engulfed many of the foreign lands where greater emphasis is being placed on pushing home-grown artists, music and recordings at the expense of the Yankee originals.

As the foreign market grows bigger, it is becoming increasingly tougher for U. S. labels to buck the competition of American as well as foreign firms, Weiss said, and the day is quickly drawing to an end when a U. S. record company can guarantee overseas destiny from its American headquarters. Weiss predicted that the hotbed of the foreign buck will move the American labels to set up resident executive representatives overseas who will have the on-the-spot responsibility of working with licensees to assure the U. S. firm maximum results.

Honeymoon Is Over
"The honeymoon is over," Weiss said. "For American labels to find easy pickings on the foreign market after the war there was a hunger for American artists, styles and methods of recording in the European countries. At that time those countries were recovering from the war and the incidence there were more concerned with the production of necessities rather than luxury items such as records."

"The companies who were seeking catalogues in those years now have their own. They have taken their own artists, built them up, and have created impressive native language catalogs of recordings. After the war, foreign firms sent their recording engineers to the U. S. to study recording techniques.

Today, recorded sound on foreign discs is equal to, if not superior to, that which is found on many American labels," Weiss added that the same can be said about packaging. There was a time when American full-color artwork on album covers was regarded by foreign firms as the claim that the foreign buyer was conservative in his tastes, and would not be attracted by American packaging techniques. Today, Weiss said, packaging abroad already has the American counterpart in a run for its money.

Foreigners Have Edge
Foreign-made recordings also have an edge over U. S. offerings in that the foreign artist has the benefit of local language appeal and is bound to get preference in radio programming. In addition, the artist is more readily available for local radio-TV promotional appearances, as well as personal appearance tours. The audience is on to hold down the amount of American song and music material produced here. For example, in Brazil, a restriction requires that a Brazilian song be recorded for every American tune that's used on disk. British exporters have been aware that the amount of air time devoted to American music is related to provide more exposure for local product.

Rewards Grow, Too
While the foreign market is getting tougher, its rewards to the American label are commensurate proportionately. The European disk market is expanding along with its economy. Weiss foresees a closer relationship evolving between American firms and their foreign affiliates, in a "disk-hands-across-

(Continued on page 79)

Buddy Distributing Co.

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WE GIVE
INDIVIDUALIZED LABEL ATTENTION
MAKE HITS!
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OLYMPIC 6938

Atlantic Smash & Spreads Filth!
'THAT'S A GOOD IDEA' Grover Mitchell

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STOCK UP NOW WITH THESE FAST-MOVING ARTISTS ON ELEKTRA RECORDS: THEODORE Bikel
ED McCurdy OSCAR BRAND ORANIM ZABAR LIMELITERS BOB GIBSON JOSH WHITE SABICAS AND MANY OTHER OUTSTANDING ARTISTS. ALSO ELEKTRA'S BONUS PAKS (2-RECORD SETS)

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In the exotic-hit tradition of "Quiet Village"...

**SMASH INSTRUMENTAL BY MARTIN DENNY**

"PARADISE COVE"

b/w "SUCU-SUCU"

#55426

Only Martin Denny could capture all the exotic flavor of this hot new instrumental. It's a natural for Denny—a natural for air play—a natural for coin machines—a natural for retail sales! Get yours!

And here's a natural tie-in—
These two brand new Martin Denny LP's...

**MARTIN DENNY IN PERSON**

LRP-3224/LST-7224

**THE BEST OF MARTIN DENNY**

L-5502/S-6602

Suggested Retail Price: $1.49 monaural, $1.98 stereo

and the entire Martin Denny LP catalog... available on the special Martin Denny/Julie London sales program, featuring: 10% discount, 100% exchange, May 10 payment displays, streamers, and LP header cards. Get in on this great program now!

**LIBERTY**

**ANOTHER REASON TO GO LIBERTY IN '62**
To help dealers buy and control and properly display inventory, and to help broadcasters program, the 200 Best Selling LPs are hereon listed by type of material and arranged alphabetically. The same 200 LPs are listed in order of sales strength on the cardboard Insert. Those LPs listed in bold face and capital letters are on the chart nine weeks or less.

**VOCAL LPs**

<table>
<thead>
<tr>
<th>Title (Label)</th>
<th>(Stereo) Mono</th>
<th>Top LP Rank</th>
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</thead>
<tbody>
<tr>
<td>Peggie Sue Moms</td>
<td>(RCA)</td>
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**INSTRUMENTAL LPs**

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<thead>
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<th>Title (Label)</th>
<th>(Stereo) Mono</th>
<th>Top LP Rank</th>
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<tr>
<td>Danny Boy Still Sentimental</td>
<td>(Columbia)</td>
<td>32</td>
</tr>
<tr>
<td>Danny Boy Still Sentimental</td>
<td>(Columbia)</td>
<td>32</td>
</tr>
</tbody>
</table>

**DO TWISTIN' THE SPOTLIGHT LPs**

**BEST TRACKS FROM THE SPOTLIGHT LPs**

These are the tracks selected for disk jockey programming by BMI's research department for the most popular songs from this week's Spotlight. Information on playing time, publisher and licensing organization is supplied when provided by the manufacturer on the record jacket.

**TWISTIN' ROUND THE WORLD**

"LET'S TWIST AGAIN (DER TWIST BEGINNEN)"

(Kalman, ASCAP, 2:17)

Chubby Checker, Parkway P 7008

**DO THE TWIST**

"KISSIN' TWIST"

(Francou, 2:08)

**TWISTIN' THE STOMP**

"EVERY NIGHT"

(Franco, BMI, 2:34)

Fats Domino, Imperial LP 9170

**TWIST AROUND**

"NIGHT TRAIN"

(Ramee, BMI, 3:35)

James Brown and Various Artists, King 771

**DRUMS ARE MY BEAT!**

"TWISTED"

(BMI, 2:15)

"I'M NOT A MILLIONAIRE"

(Reprise, BMI, 2:40)

James Brown, Imperial LP 10168

**DANCE ALONG**

"I'M YOUNG"

(Leo, BMI, 2:45)

Hank Ballard and the Midnighters, King 759

**AMERICANS OF THE OTHER FAVORITES**

"PONY VIOLINS"

(Bert Kaempfert, Decca DL 74273)

**ALBUM SEVEN BY RICK**

"BABY YOU DON'T KNOW"

(BMI, 1:48)

"UP IN A CANDY STORE"

(EMI, BMI, 2:14)

**DROWN IN MY OWN TEARS**

"DROWN IN MY OWN TEARS"

(Dar Shirley, Cadence CPL 3057)

**THE FOUR HORESMEN OF THE APOCALYPSE**

"LOVE THEM" (Faye Monstar), RCA, ASCAP, 2:27

Sound Track, MCM E 3993 ST

**PETE SEEGER AT THE VILLAGE GATE, VOL. 2**

"T. B. BLUE" (Smith, Folkways FA 2451)

**WILLIS JACKSON--COOKIN' SHERRY**

"COOKIN' SHERRY"

Willis Jackson, Prestige PR 7211

**BREAKFAST AT TIFFANY'S**

"BREAKFAST AT TIFFANY'S" (Famous, ASCAP, 2:40)

Barry Kessel and His Men, Reprise R 6019

**PREMIERE 12 PERFORMANCE**

"OLD DEVIL MOON"

(Michel Legrand, BMI, 2:25)

**25 PIANS PLAY EVERGREENS OF BROADWAY**

"CAROUSEL WALTZ"" (Willis Jackson, ASCAP 3:23)

Tommy Garrett, Liberty LSS 14018

**I KNOW (YOU DON'T LOVE ME NO MORE)**

"DON'T ASK ME NO QUESTIONS"

(Saturn at Last, BMI, 2:35)

Barbara George, AFO 5001

Rep. Celler Bill Would Extend Life Of Copyrights From 56 to 76 Years

WASHINGTON—Copyrights on works due to fall into public domain any time before and during 1967 could be extended to 1977 if Representative Celler (D., N. Y.) can persuade Congress to joint resolution to that effect.

Legislation recently signed into law from the present 56 years to 76 years has been recommended by the Copyright Office of the Department of Commerce to Congress on proposed overall revision of the copyright law. Celler would save those works which would lose copyright protection by extension of term from 56 years to 76 years, to be in force, (See Billboard Music Year Book, July 17, 1961), from a present term of 26 years, to any term of emergency...
ANNOUNCING
LIBERTY
PREMIER
SERIES
FIRST
ANNIVERSARY
PROGRAM
Celebrating the first year of the line that has set a new standard in record albums—from cover to cover and from first groove to last!

Celebrating with four sensational new releases

50 GUITARS GO SOUTH OF THE BORDER—VOLUME 2
The 36 Guitars of Tommy Garrett
LMM-1200/LSS-14001
El Ranchero Grande; Montesqui Rose; Cielito Lindo; Fantasia Mexicana; Quiero El Te Komalqui; Balada; Persisten Bail Dancer; Aman; Temblito; Green Eyes; La Paloma; Vaya Con Dios

GREAT BANDS WITH GREAT VOICES & TUNING THE GREAT VOICES OF THE GREAT BANDS
The Si Zentner Orchestra and The Johnny Mann Singers
LMM-13001/LSS-14003
I’ll Never Smile Again; At Last; Chezzmoresa Chan Chan; I Don’t Care; Happened To Me; Animals; On The Sunny Side Of The Street; Paper Doll; Mysterious Night; Unchained; The Hot Sat Song; Run And Cuckoo, Marie

25 PIANOS PLAY EVERGREENS OF BROADWAY
The 25 Pianos of Tommy Garrett
LMM-13005/LSS-14007
Ball Hall; Everything’s Coming Up Roses; The Sound Of Music; The Corland Waltz; Jenny; I Could Have Danced All Night; Tonight; Till There Was You; Blvd.; Santeria And Santa; Hey There; Hey, Look Me Over; Manhattan

INSPIRED THEMES FROM THE INSPIRED FILMS
The Fantastic Strings of Felix Sladkin
LMM-1200/LSS-14009
A Man Called Peter/ David And Bathsheba; The Song Of Bernadette; Ben Hur/Sanctuary; Of King Of Kings; Ben Hur/Roman Holiday; In The Prodigy; Passion Of Jesus; Song Of Solomon And Delilah; Two Commandments; Quo Vadis

Plus the entire Liberty Premier Series catalog

Offered on these profitable terms:
10% cash discount
100% exchange privilege
1/2 April 10, 1/2 May 10 payment

With these useful merchandising aids
Outstanding display unit
Useful LP header cards
Folder listing all Liberty Premier Series albums

ANOTHER REASON TO GO LIBERTY IN ’62
ARGENTINA

[Content Extracted to the end. A. B.]

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This Week

Week Week

9

5 4

3

TAKE FIVE—Dave Brubeck (Vanguard) (Jazz)

13 MULTIPLO-CHIARI (Italy) (Christian)—Barcelona

10 RESTLESS AS I LEAVE YOU—Bob Wills & His Texas Playboys (Semi-Victor)

17 TELL ME WHAT HE SAID—Billy Vaughn (Philharmonic) (Capitol)

12 PEPPERMINT TWIST—Chubby Checker (Columbia)

11 GONCE—Alvin Feld (Siebel)—London

HONG KONG

Week Week

2

12

11 YUM YUM CHA CHA—Robert R. Shaw (Imperial) (RCA)

10 I'LL HEAR YOU IN MY DREAMS—The Rhythm Makers (Imperial)

14 AIN'T YONCE—Alvin Feld (Siebel)—London

9 ROYAL LADY—Sarah Craig (Bally) (Imperial)

8 TAKE MAYBE—Dave Brubeck (Vanguard) (Jazz)

7 LET THERE BE DRUMS—Chubby Checker (Columbia)

4 ROCK-A-HULA BABY—Frankie Vaughan (Philips) (Philips)

3 ABIDE WITH ME—The Marksmen (Imperial)

ITALY

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This Week

Week Week

9

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TAKE FIVE—Dave Brubeck (Vanguard) (Jazz)

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10 RESTLESS AS I LEAVE YOU—Bob Wills & His Texas Playboys (Semi-Victor)

17 TELL ME WHAT HE SAID—Billy Vaughn (Philharmonic) (Capitol)

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KOREA

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11 YUM YUM CHA CHA—Robert R. Shaw (Imperial) (RCA)

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3 ABIDE WITH ME—The Marksmen (Imperial)

SWEDEN

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12 PEPPERMINT TWIST—Chubby Checker (Columbia)

11 GONCE—Alvin Feld (Siebel)—London

10 The World

1872-1982

8 TAKE MAYBE—Dave Brubeck (Vanguard) (Jazz)

7 LET THERE BE DRUMS—Chubby Checker (Columbia)

4 ROCK-A-HULA BABY—Frankie Vaughan (Philips) (Philips)

3 ABIDE WITH ME—The Marksmen (Imperial)

JAPAN

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HOLLAND

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DENMARK

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This Week

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11 GONCE—Alvin Feld (Siebel)—London

HOLLAND

[Content Extracted to the end. N. O.]
Summer Brings Bands & Singers

By RUBEN MACHADO

Los Angeles, Beaches

Les Elgart and Connie Francis will be here near the middle of summer, according to the calendars of the two artists who are due in July, along with Neil LeVangue and Duane Eddy. Les Elgart's upcoming tour includes Di Capri, in August Tony Martin and Danyel Donay. Brisbane Bondell will be seen, as will the Marlini Machine quartet and Del Shannon.

Disc News

Olson released an LP entitled "Ballando tango vals y milliones," it contains composition by Osvaldo Fresedo, Francesco Gazzino, Mario Azzara, Placido Pisco, Osvaldo Pavone and Astor Navy. Troilo, Alfredo De Angelis, Jorge Chetrit and Anselmo. Before Les Elgart's next visit, Columbia will release his "Lo tango de los grandes." New Twists are being released. Antonio Nova is No. 1 in the South American charts, (Dot-Sicamerica), containing "Oh Marie" and "El Continental."
For the first time in France's disk business, a luxurious theater album is a top hit on the classic and variety LP field. The Herald Phillips' album produced by Lucien Aide has sold 10,000 copies in one month's time.

Vogue, now Warner and Reprise distributor for France, reports good sales on the first two Bill Doggett LPs. Warner hopes to get the same results on the first ever Beatles LP. Warner has also issued the sound tracks of "Funny" and "Porky's.

Under the Reprise logo, Vogue marketed the third Frank Sinatra LP, "I Remember Too," the first gospel album by the Jubilee Four and the Aki Abou albums comprised of the U.S. best sellers in a Twist rhythm.

In his first French disk, Anthony Perkins will wax "I'll Cry a Little" published by Decca. Among Decca's releases under the London logo, the most interesting disk are "Les Tristes" by Billie Holiday in "Yellow Bird," by Lawrence Wells in "What'll I Say," by Jerry Lewis in "Sun," and the debut of Roy Orbinson from Monument.

Visitors
Dorothee Prevost went on the air in a special segment on February 27. On this occasion Vogue issued her first record in France...disco the Vincente Segers recital set aside for an appearance on French TV.

French Song Festival
In February of 1963, a French Song Festival, on the San Remo type, with the participation of Radio Luxembourg, Europe No. 1, Radio Andorra, Radio Monte Carlo, the French R.T.R., Radio Geneve and Canada's C.K.R.S. will take place.

ITALY
Celentano Sets Own Label
By Maria De Luigi
Via Contorno, Milan
RCA Italiana in Rome has set up a big recording studio equipped with the most modern equipment for its own recording requirements and for external renting. The studio will be inaugurated in the next few days.

New Labels
Adriano Celentano, who up to now has recorded on the label Jolly Records, has set up his own label, Celentano Records, which will be distributed by Ri-Fi Records, for two years, has been put back in circulation with two stereo LPs of the 32 songs at the San Remo Festival.

The Festival del Buongiorno is being held for the 23rd year at the regio. New songs will be presented during the first two evenings, while the third evening in the Buongiorno d'oro award will be assigned to the songs which have been the greatest success among those presented last year. Duongoe, Nicola Arigliano and Bruno Martini will be among the various voices.

Film Music
From the film "The Redentor, "Jean Claude Pascal together with Jacques Martinet's orchestra, has recorded two themes, "Le Retour des Douleurs" and "Le thème de Madeleine" on a Vox del Padre 45.

Publishers
Chappell published "The Helian" and "Fauci" records. The photog- raphies pictures of the same names, "Shamus and Sherlock" and "Harpo," from the musical comedy "MIK and Honey" and "Baby Sitter Bogie.

JAPAN
BIEM, Disk Mfr. Hassle Resolved
By J. FUKUNISHI
168 Kabukizaka, Meguroku, Tokyo, Japan
Y. Ando, director-general of the Japan Photographic and Record Association, announced after the last general meeting of the year old hassle with BIEM, French copyright society for Europe. After the last general meeting of the year old hassle with BIEM, French copyright society for Europe. After the last general meeting of the year old hassle with BIEM, French copyright society for Europe. After the last general meeting of the year old hassle with BIEM, French copyright society for Europe. After the last general meeting of the year old hassle with BIEM, French copyright society for Europe.

BIEM insists on the copyright rate of 4 per cent per side, while the regulations of the Japanese government permits the payment of 2 per cent or 7.20 yen per side whichever is higher. Japanese record companies have refused to pay 4 per cent but cannot violate the government regulations.

Now BIEM understands the continued payment of 2 per cent until such time as the Japanese authorities permit rates to be raised to 4 per cent. BIEM believes that Japanese recording companies have to guar- antee the government's approval of the rate of 4 per cent in the future. For this purpose, recording companies are urging the amend- ment of the present Japanese Copyright Interim Law. The 1961 standard BIEM contract was signed by respective Japanese record companies, which becomes retrospective to January 1, 1962.

Helene Merrill is coming in March for her second visit, while Brother Fountain arrives for the third visit, both under the sponsorship of Swan Productions. Jose Jose Y Su Orquesta Tippa was booked by Toshiba Records for performances in March and April on the heels of Francisco Camacho Y Su Orquesta Tippa, which visited Ja- pan last November.

A stereo LP, "Canario en Ja- pan," recorded by Canario in To- ky, is to be released in March on the Angel label.

The Japanese people's love for tango is unquenchable; every dance hall or night club has a tango band in addition to a jazz band.

Trilo Fansch is coming for the fourth visit in May to present their last performances. The trio, which maintains the highest popu- larity among Latin groups in Japan, is to be dissolved after their appear- ance here.
RCA ITALIANA
NEW RECORDING STUDIOS
ROME

. . . FROM COMPLETE OPERA TO A POPULAR SONG
. . . FROM A SYMPHONY TO A SOUND-TRACK
RCA ITALIANA'S EXCEPTIONAL FACILITIES
FOR RECORDING ARE UNPARALLELED ANYWHERE
IN THE WORLD
. . . FOUR RECORDING STUDIOS . . .
. . . THE LARGE STUDIO HAS A CAPACITY OF
375,000 CUBIC FEET . . .
. . . THE VERY LATEST IN TECHNICAL EQUIPMENT
SPECIALY-TRAINED PERSONNEL . . .
. . . TECHNICAL AND MUSICAL ASSISTANCE AVAILABLE
. . . WRITE FOR INFORMATION TO
RCA ITALIANA—CUSTOM SERVICE—ROME, ITALY

RCA ITALIANA ROMA

www.americanradiohistory.com
**SPAIN**

**MGM's Moretti Visits Hispanovox**

By RAUL MATAS

32 Av. Jose Antonio, Madrid 13

Gene Moretti, international manager of MGM Records, visited Madrid, where he had talks with Luis Vidal Zapater and Luis Calvo, commercial director and international manager of Hispanovox, the Spanish company that represents MGM here.

Comrie Frenche has been selling well in this country. She was also "the best female vocalist of 1961." Hipnow launched two EP's of the radio-chamber Twixt by the last.

**SWEDEN**

**Anita Lindblom Gets Gold Disk**

By HARRY NICOLAUSSON

Rogersgatan 23, Stockholm C

"Sunt at Livet" by Anita Lindblom has now sold more than 100,000 copies and she will soon receive a gold disk from Fontana-Philips. Anita's success has also been noticed in the States for when Sony Shapira from the William Morris Agency was over here recently he hadn't heard of Anita in person. Shapira was here to discuss the forthcoming tour with the Count Basie Orchestra, 19 days near the beginning of August.

Talking about gold disks, 15 of our best known jazz critics have just named their choice of the best Swedish jazz record of the year. This year, which ended in June, was 1960. Johan, a Megafort LP by pianist Jan Johansson with bassist Thrumbull, drummer Bjorn. In the near a succession, he captured the Grnkert general. Johan, at 19 years ago, he got this trophy for his LP, "Sjukochhjortenstagen" 12 (also on Megafort).

Nordiska Musikforfret, the biggest music firm in Scandinavia, has just set a new managing director in Stockholm, July. After two years, Erik Borjegard will leave his office to Leif Kronlund and will be assisted by an assistant musical director.

**VENEZUELA**

**Orfeon Handles Atlantic-Atco**

BY ALVARO PENALVER

Editor Noticieros
Apartado 5866, Caracas

Orfeon de Venezuela begins local manufacture and distribution of Atlantic-Atco records. RCA International took over its record production and distribution for the market naming Domingo Soraires as manager.

Siemens (Deutsche Grammophone) Polydor begins local manufacture for Philips, . . . Mr. Anton Anton, head of the largest independent eastern European label in Caracas, had RMS for Brazil to buy new equipment to meet increased technical expansion as a result of the Polydor contract.

Another Caracas Traveller returned, Antonia Gonzalez, leading sound engineer with independent studies, who is also enlarging facilities both monaural and stereo.

The Twist is reaching a craze climax among teen and non-teen crowds. Local municipal authorities placed bans on this dance and classifies it, "... as a menace...", and, recently, another imported catalog through the Government, the "... and five LPS..." . . . faced with a serious economic crisis affecting the record and commercial field, recording industry reached almost all time low in production.

Better days are seen ahead by contracts issued for the Carnival in March, Perez Prado (in Tampico Hotel), Fajardo and his All Stars, Lukas Macedo and Hs Combo (from Puerto Rico) have been given the white paper from the local musicians' union.

**ASCAP Editor**

Dies at 76

NEW YORK — Daniel J. McNamara, editor of the ASCAP Biographical Dictionary, died at the Mary Manning Walsh Home here Tuesday (20). He was 76 and had been with the Society for 21 years. Born in 1885, McNamara in 1908 became general manager of ASCAP and was private secretary to the late S. Z. Polito, New England Circuit of theaters. In 1914 he became managing editor of the Bridgport, Conn., evening paper, one of the oldest newspapers.

Prior to his promotion to editor, McNamara in 1937, McNamara was promotion manager of King Features Syndicate.

McNamara, who was the late Henry S. Ring. McNamara is survived by three sons, Daniel, Lawrence and John Michael. A Requiem Mass was scheduled at St. Ignatius Loyola Church here Friday (23).
The big 7 from the hit happy

Another 2-sided smash by
Roy Orbison
DREAM BABY
THE ACTRESS
45-456

Best Selling disc in America
Ace Cannon
TUFF
45-2040
Hi RECORDS

Hot follow-up to "I Understand"
The G-Clefs
A GIRL HAS TO KNOW
45-7503

2 BREAK OUT RECORDS
Gigantic West Coast break out and spreading
Jerry Byrd
MEMORIES OF MARIA
45-449
Monument

A sound that drives-
A jukebox natural
Willie Mitchell
CRAWL Part 2
45-2044
Hi RECORDS

Big Southern Hit and spreading
Big Sam
THE RAINS CAME
45-7003
ERIC RECORDS

We're shouting because everyone is buying
Ernie Maresca
SHOUT! SHOUT!
(Knock Yourself Out) 45-117
Seville RECORDS

Twistin' to the top
JIMMY SOUL
TWISTIN' MATILDA
S.P.Q.R. RECORDS

Gathering momentum every day
The By Liners
ARCHIE'S MELODY
45-8631
THE HIT HAPPY LONDON GROUP
539 West 25th Street, N.Y. 1, N.Y.
**AMERICA'S NEWEST SWINGING SINGING SOUL**

**BUDI GRIECE**

"Let Me Love You"  
*b/w* "Twistin' to the Blues"

**TWISTIN' ROUND THE WORLD**  
Chubby Checker, Parkway P 7009 (Stereo & Monaural)  
Here's another new Chubby Checker album which means solid sales for dealers from coast to coast and overseas too. The set features Checker singing songs in seven different languages from English to Greek and including Italian, Spanish, German, French and Hebrew. Tunes include "Twistin' Round The World," "Never on Sunday," "La Paloma," "Mam' I Den" ("Wooden Heart"), "O Sole Mio," "Eka llo Twa" and "Let's Twist Again."

**TWIST AROUND**  
Fats Domino Presents His Band and 5 More Great Artists, King 771—The James Brown orchestra can swing, even when the leader doesn't sing, as is proved by this new LP. It not only has six fine sides by the Brown crew but also a collection of sides by the Honey Monte, Cliff Scott, Herb Hubbard and Mantan Moreau. Many of the tunes are in the twist genre, and both adults and children should enjoy the set. Among the hits is "Keep in Time," "Night Train," "Doin' Everything" and "Cross Firing." A fine dance set.

**DRUMS MY BEAT!**  
Sandy Nelson, Imperial LP 1680—Sandy Nelson and his combo have another top-flight chart contender in this swing LP. The drummer's latest hit, "Drums Are My Beat," is included, naturally, along with 10 other winners. There's a version of Cole Porter's hit of some time back, "Too Darn Hot," and rhythm versions of standards like "Hawaiian War Chant," and "Caravan," which could score for the skin buster. In addition, "Twisted," in honor of the current dance rage, should be of interest.

**AFRICA AND THE EUROPEANS**  
Bart Kusmiercz, Decca DL 74727 (Stereo & Monaural)—Bart Kusmiercz is one of the stars who has added a little sunshine to the record industry this week. His offbeat sound reflects his personal approach to music. There's a.o. a version of "Stardust," "Soloite," "Moonlight" and "Dance No. 1."

**TWISTIN' THE STOMP**  
Fats Domino, Imperial LP 9170—This album by Fats is in usual coolook groove. The material is very much such that his loyal following can enjoy LP charts in record time. The lad uses a group of booney Twist-styled tunes in his usual shswoyly style. Spotlighted are "Dear Lady Twistin," "Twistin' to the Bones," etc. On the whole, it's an enjoyable listening experience.

**FOR TEEN TWISTERS ONLY**  
Chubby Checker, Parkway P 7009 (Stereo & Monaural)  
Checker has another blockbuster in this album, which should hit the books and sell big LP charts in record time. The lad uses a group of booney Twist-styled tunes in his usual shswoyly style. Spotlighted are "Dear Lady Twistin," "Twistin' to the Bones," etc. On the whole, it's an enjoyable listening experience.

**DANCE ALONG**  
Hank Ballard and the Midnighters, King 759—Here's a bright new album by Hank Ballard that includes a feature of and an outstanding R&B set, both for adults and for kids. The tunes include "Switch-A-Ro," "Keep On Dancing," "The Ells," and "I'm Young." Ballard sings them all enthusiastically over backing with an infectious beat. And most sides can be twisted too.

**5-24-69**
**SINGLES REVIEWS**

**FERRANTE AND TEICHER**

**SILLIE** (Boure ASCAP) (2:30) — **STREET OF PALMS** (Via Margalene) (Arion, ASCAP) (2:47) — The two-piano team have a strong follow-up to their recent hit single "Tomatoes" dalcme, the lovely Chaplin theme, is accented a tasteful Latin-styled treatment, featuring piano runs and strings on the backing. Flip, a pretty ballad penned by the duo, is also wrapped up in a lilting Latin tempo with strings and vocal effects on backing.

**VIC DANZ**

I WILL (Camarillo, BMI) (2:29) — **PROUD** (Aldon, BMI) (2:40) — Vic Danz follows up his recent hit with a tender performance on a feelingful ballad, "I Will." He is equally heartful and sincere on the flip, another potent ballad. Both sides are strong, but "I Will" has edge.

**CURTIS LEE**

JUST ANOTHER FOOL (Aldon, BMI) (2:32) — **A NIGHT AT DADDY’S GEF** (SB, BMI) (2:09) — Lee’s last single is full of feeling on "Just Another Fool," a country-flavored item with good lyrics. Lee swings out at a rocking tempo on the flip for a solid rhythm tune in the "Quarter to Three" groove.

**THE DEL VIKINGS**

THE BIG SILEENCE (Quartet, ASCAP) (2:30) — The boys may have their first hit in some time with this showmanly side. The plaintive rockabilly is sung with considerable feeling, with a solid and warm sound behind his vocal; and also contributes a swell narration bit. Watch it. Flip is "One More River to Cross" (Atlantic, BMI) (2:17).

**CRYSTALS**

WHAT A NICE WAY TO TURN SEVENTEEN (Aldon, BMI) (2:50) — **CUTTOWN** (Aldon, BMI) (2:18) — The girls have two winners here and they will both with emotional impact and sincerity. "What a Nice Way to Turn Seventeen" is a tender teen-speech ballad with good lyrics and nice performance by lead chiber. Flip is a saggy-sounding duet by a guy who gets kicked around downtown, but is a king when he returns at night to his gal uptown. Dual market with appeal for both pop and R&B buyers.

**DOEBY DAVY**

LOVER COME BACK (Daywin, BMI) (2:14) — Here is the title teame from the new Doebby Day-Rock Hudson film, which is racking up box-office records around the country right now. The canary already has one single (four corners from the pic) on the charts, but this one should step out strongly on the basis of the film’s potent drive and the pair’s tasteful performance. Flip is "Falling" (Daywin, BMI) (2:12). Columbus 42295

**THE STEREOS**

UNLESS YOU MEAN IT GR (BMI) (2:00) — The Stereos follow through on their big hit, "I Really Love You" with a most effective performance of a strong new ballad. Arrangement is potent and the lead sells the ditzy mightily well. The flip, "You and Me" (BMI) (2:34) is through with brass, vocals, and other sounds.

**RUBEN FORT**

FILL THE REST I CAN (Kapp, BMI) (2:32) — **NOBODY** (Chervia, BMI) (2:57) — Ruben Fort sells the top side, a folksy ballad, in a manner reminiscent of Sam Cooke. On the flip, a gospel-flavored entry, he comes through with another strong performance. Two good sides for the teen market especially.

**JEB STUART**

BETCHA GONNA LIKE IT (Tree, BMI) (2:34) — A bright, swinging tune, somewhat on the order of "I Like It Like That" receives a driving vocal from the chanter, while a vocal group keeps repeating the title. Attractive side. Flip is "Little Miss Love" (Curtiss, BMI) (2:20).

**Country & Western**

**CARL SMITH**

THE BEST DRESSED BEGGAR IN TOWN (Askan, BMI) (2:11) — I USED TO BE (Cedarwood, BMI) (2:01) — Carl Smith, with his usual fine song, and two winning vocals that should land both sides on the country charts. Top side is a wicker with a catchy muzac figure; flip in a better-than-average ballad effort also featuring good counter work.

**GEORGE JONES**

SOMETIMES YOU JUST CAN’T WIN (Glad, BMI) (2:38) — SHES THINKS I STILL CARE (Glad-Jack, BMI) (2:35) — George Jones sings these two tender ballads with heart and feeling. First side features a small arrangement and a warm sound behind his vocal; flip also spotlights his vocal in a chorus work. Both sides could be strongly written.

**ROSE MADDOX**

FOOL ME AGAIN (Blue Book, BMI) (2:29) — HER WE GO AGAIN (Central, BMI) (2:20) — Two fine weepers, and two impressive vocals by Rose Maddox spell good action for this dishing in the country field. She works over the lyrics to the topper with gatois, and she handles the breezy flip solidly as well.

**Low Priced Semi-Classical**

THREE PENNY OPERA AND MARINGJONNY

Lotte Lenya, and Various Artists, Telefunken 37 9712

Here is a rare item for collectors—selections from the original recordings of the Weill-Brecht classic "Three Penny Opera" as sung by the original German cast in 1930. Weill’s vocalist, Lotte Lenya, also sings two rarely recorded tunes from another Weill-Brecht opus, "Mahagonny." All tunes are sung in German, and the quality is surprisingly good.

**Special Merit Singles**

Pop Disk Jockey Programming

**VIC DAMONE**

ONCE UPON A TIME (Morely, BMI) (2:25) — NO STRINGS (Williamson, ASCAP) (2:29) Capitol 4718

**EVELYN FREEMAN**

DIDN’T IT RAIN (Morriusian, BMI) (2:10) — United Artists 406

**Arlemane Wadood**

OH! BABY (Ben Ghazi, BMI) (2:14) — ONE TOWN BE NO GOODBYES (Aldon, BMI) (2:07) — Deel 506

**STRONG SALES POTENTIAL**

**Singles Review Policy**

All single records received by Billboard are reviewed, subject to and reviewed by the BBM (BMI). Records are rated, within their respective categories, according to their commercial potential, based on such factors as material, artist’s name value, recording quality, etc.

**Spotlight Winners**

These winners are based on strong sales potential of all singles in their respective categories, and are picked to hit the top 30 of the B.S.potentials. Only singles are those with strong sales potential. Additionally, Four-Star records and Four-Star records have been heard and evaluated by the Full Review Panel and descriptive reviews are published for them.

**Three-Star records, having moderate sales potential, are listed in the corresponding charts and Four-Star records frequently will be of interest for disk jockey promotion. Other records, with limited sales potential and Four-Star records have been heard and evaluated by the Full Review Panel and descriptive reviews are published for them.

**Special Spotlights, in the opinion of the Review Panel, have notable merit and deserve exposure.**

All singles intended for review should be sent to the Billboard Music Week, Spotting Panel, P.O. Box 303, Times Square Station, New York 36, N.Y.

"DISCO FEEL-GOOD"

DR. FEELGOOD and THE INTERNS

RELEASED AS A RHYTHM AND BLUES SINGLE, NOW GOING POP IN ATLANTA, BALTIMORE, CHARLOTTE, MEMPHIS, NEWARK, NEW ORLEANS & PHILADELPHIA!

R. E. Feelgood & The Interns
**SPOTLIGHT ALBUMS OF THE WEEK**

Strongest sales potential of all albums reviewed this week.

- **Continued from page 18**

**LOW PRIORITY POP**

**MUSICAL INSTRUCTION**

SING OR PLAY THE MUSIC OF JIMMY McGUIRE

Wills Jackson

**PRESTIGE PR 7211**—Veteran tenor saxist Wills Jackson has been together with the six tracks long here. The artist's jazzman is presented in a variety of grooves and shows the excellence of his playing throughout. The highly popular Hammond-organ rhythm was programmed with the inclusion of Jack McDuff on that instrument and another key stylist point is Bill Jennings on guitar. Practically every track holds something that will gas those who like their jazz swinging and boss, but "Mellow Blues" could carry you in "Fall in Love" and "Where Are You" hold special interest.

**FOLK**

PETE SEEGER AT THE VILLAGE GATE, VOL. 2

From the 2450 club not much money here. Pete Seeger combines his talents with those of Memphis Slim and Willie Dixon, well-known blues artists. Seeger's material is diverse, ranging from his sources on this album. One of the more interesting sides is "Jug of Punch," sung by the McPhee Family of Somerset, But perhaps an even more intriguing side is the classic blues, in "The Evening," sung by Seeger with Memphis Slim contributing a second vocal.

**CLASSICAL**

**MOZART: LE NOZZE DI FIGARO (3-12)**

Various Artists (Frischi), Deutsche Grammophon SLP 63809/09—Despite six competing artists in the catalog, the new set will do well. A top cut is handled by Dietrich Fischer-Dieskau, Maria Sander, Hetter Topper, Imago, Beethoven and Renato Cenci. With style conducting by Ferenc Fricsay. This series requires one less disk than the three competing versions. The set as well as the music is tops. And the package is beautifully boxed with a lush 76-7666 album and color illustrations. Will have strong lure for opera buyers.

**Low Price**

**MOZART: REQUIEM**

Various Artists, Telefunken TCS 18052 (Stereo & Mono)—From the technical standpoint alone, Telefunken has performed a remarkable feat in pressing a stereo version of this work on a single disk; in its only stereo competition requires two. It offers first-class soloists such as Maria Sander and Hetter Topper, in an interpretation that stresses the dramatic intensity of the work. The result is a low-priced disk of unrivaled quality and value, featuring one of the great standard works of the classical repertoire.

**SPECIAL MERIT ALBUMS**

**Low Price**

**CLASSICAL LOW PRICE SMLC MERIT Spotlight**

THE DEFINITIVE PIANO

**VARIOUS ARTISTS, Telefunken TH 97013 and 97009—For some time, U.S. distributors have been importing 10-inch LPs, at some $6.90 each, from a 21-LP set issued by Telefunken Germany. The set as well as the piano is famous. Wurlitzer piano, these, cut even in the early 20th Century, the greatest composers and keyboard artists of the day, playing on an instrument so ingenious that the performances were hard to tell from the real thing. Now, Telefunken is releasing these two 12-inch LP's at a list of $19.95, containing the cream from a dozen of the European records. The first, 97009, features such composers as Grieg, Debussy, Mahler, St. Saens, and Richard Strauss. The record, 97013, includes such artists as Eugene d’Albert, F. X. Schiler, Teresa Carreno, Emil Gilels, Bruno Stuckert, Theodor Leschetizky and Alfred Grangard. These disks should not only hold wide appeal for their curiosity value but should attract all who have an interest in piano literature. On the whole, an impressive collection, the LP's in the catalog. Among the Rodgers classics are "My Heart's in the Highlands," "Have You Met Miss Jones?" and "That's a She!"
America's Biggest Record Seller!

RICK NELSON

YOUNG WORLD
SUMMERTIME

ALREADY A.
BEST
SELLER!

A FULL COLOR
JACKET
FOR THAT PLUS SELL

#5805

IMPERIAL RECORDS
IN CANADA • LONDON RECORDS, Ltd.
**HITS AND MORE**

**REVIEWS OF NEW ALBUMS**

*Continued from page 29*

For Liberty. The best-known hit here to will be a duet by John and Anne with the Cleveland Orchestra for 45 years and was instrumental in making a big splash in the jazz world. The group is known for its St. Louis-based symphonies and with reading of the major symphonies. It is possible the orchestra will hit a new high mark this year. The harmonists will hit to the performance.

**MODERATE SALES POTENTIAL**

**20 ANY CAMPBELL FOR TWENTY AND LISTENING**

**BILLY coding and BERT MILLER**

**MARCHING BAND DOWNEY**

**A special offer for the youth**

**LEONARD S. SING to the world**

**STANDARD SONGS**

**THE HEAVY RAIN**

**LOW PRICED POPULAR**

**ACCENT EXPLORE**

**ROMANIC SPOT**

**CLASSICAL LP**

**STURGEON**

**BRAHMS: PIANO CONCERTO**

**RECORDS OF THE WEEK**

**LEIPZIG, MOTAT FOR PIANO AND VIOLIN No. 1 IN G MAJOR.**

**Piano**

**Liszt**

**BRAHMS: PIANO**

**BEHIND THE SCENES**

**FURTHER DEFINITIONS**

**COCCO CONCEPTION**

**SYMPHONY NO. 2 IN D**

**MENDELSSOHN, FURTH**

**FARFISA HABAN**

**TWO SISTERS OF LEDA**

**FLAVOIEREL**

**THE LITTLE MISTRE**

**GODDING, IT'S THE**

**McDuff, Prestige 1947**

**NOT THAT LONG HAS IT BEEN**

**FOLK PUBLICATIONS**

**PRESCOTT, STANDARDS**

**Jazz**

**THE WILDE BROTHERS IN ACTION**

**MUSIC BY THE WILDE BROTHERS**

**HIT הוא**

**THE BLUEBELL SONG OF BILL CLAYTON**

**LONG RANGE TIM**

**LOW PRICED CLASSICAL**

**SLACK KEY GRAPHICS**

**LOW PRICED SONGS**

**SPUNKY**

**REVIEWS OF NEW ALBUMS**

*Continued from page 129*

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**SPUNKY**

**REVIEWS OF NEW ALBUMS**

*Continued from page 129*
A Sensation!

RICK NELSON'S

New Smash L.P.

ALBUM SEVEN
BY
RICK

LP 9167

IMPERIAL RECORDS

IN CANADA - LONDON RECORDS, LTD.
Dean Martin's on Reprise!

are you ready?

Infectious rhythm-maker is accented with offbeat percussion including pizzicato piano and a rich solo vocal. Martin's delicate delivery on "When Are You Ready?" brings out every nuance of style. With a warm, inviting delivery, Martin is at his best. A deftly crafted arrangement with lush strings and a rich vocal lead. A superior selection.

**Continued from page 22**

**Reviews of New Singles**

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**TITUS TURNER**

**Twist Tra-La** — JAMIE (7:05) — carefree sound of this sweet-voiced young woman. A feature of this release is its catchy, youth-oriented theme.

**CATHY CARROLL**

**The Young Ones** — WALTERS (2:46) — a burst of melody in a lively, exuberant R&B style. Carroll's vocal is outstanding, with a driving rhythm and a catchy, upbeat arrangement.

**LAURA VELLO**

**The Natural** — RONNIE (3:16) — a soulful, heartfelt ballad with a warm, expressive vocal. Vello's performance is reminiscent of the greats, with a strong, emotional delivery.

**Teresa Brewer**

**Another** — COCA (3:36) — a charming, soulful ballad with an infectious beat. Brewer's vocal is sweet, with a warm, engaging delivery.

**Billy Vaughn**

**Chapel of the Knolls** — VERN (2:40) — a soft, soulful ballad with a warm, expressive vocal. Vaughn's performance is soulful, with a gentle, emotional delivery.

**Sonny James**

**The Chapel at Knock** — BRUCE (3:07) — a slow, soulful ballad with a warm, engaging vocal. James's performance is soulful, with a gentle, emotional delivery.

**Nancy Sinatra**

**My Way of Love** — CANADIAN (2:51) — a soft, soulful ballad with a warm, expressive vocal. Sinatra's performance is soulful, with a gentle, emotional delivery.

**Al Martino**

**Love, Where Are You Now?** — UNIDENTIFIED (1:41) — a melodic, soulful ballad with a warm, expressive vocal. Martino's performance is soulful, with a gentle, emotional delivery.

**June CBD**

**What Kind of Fool Do You Think I Am?** — VOGUE (1:47) — a catchy, upbeat ballad with a warm, expressive vocal. CBD's performance is soulful, with a gentle, emotional delivery.
story of the solemn, an up-tempo effort that lets the lads sing effectively by swinging bouching from the odd, field was done

(Format-Freemans-BMI) (2:08)

**Bob Moore**

On the Le backstage. There

is a lot of talk about the

Boo Moore era, with a lot

touch from the

changes. Could be another big one for the

Moore era. (Glenn, BMI) (2:22)

**Of Wickersham Motion**
The is a sort of German version of “Mexico”

that features on whose art the music was

worked out by the artists. The

strung together and pop swing.

(Acetate, BMI) (2:30)

JEANNE AND JANIE

**Flea Sisters**

On the Hear-er.

Capital. 4:13—Loving

singer prepares a

warm performance from Janie and

the band while the pop swing is

standard. (Glenn, BMI) (2:22)

**Crying Away My Time**

(2:33)

**BHfork-**

**B.B. King**

On the

BHM-

**Jeanne and Janie**

**Helve**

(1:56)

**Charlie Eugene**

**SummerTEMPEWOOD 10:36

Ensemble**

sing a knowing tune to

was his best. (Mercury, BMI) (2:45)

**Everybody Knows I Love You**

(2:55)

**John Lemon**

**Atlanta** TIMBER 7494-

Tune-

enmoral instrumental treatment of wistful

themes. With lightly swingingTempo. There

was for the pop swing and jazz swells.

(Leeds, BMI) (2:48)

**Sunny's Bach**

(2:48)

**Sam Taylor Jr**

**Back a Love-CAPITOL 4119-

This is a sentimental time with a gospel flavor by Taylor added to

it. (Acetate, BMI) (2:33)

**Three in My Window**

(2:45)

**Everybody Knows I Love You**

(2:55)

**Mae payments**

**There is a Bel-Chancellor**

1:18—The choral has a strong strain that comes

through strongly on this Latin-styled

ballad that has a good dance feel. String

arrangement features strings and strong

electro. (Rondot, BMI) (2:20)

*** I'm So Young

(2:19)

**Orchestra Del Oro**

**Frantoia Home—**

KIN-DOOR 201

Good programming material here. This

is an amazing 

giving swing and

there is a lot of feeling here. Time was

written and arranged by Dan

Newman. (Chad, BMI) (2:43)

*** You, Oh Yes—(Chad, BMI) (2:33)

**The renovations**

**Only You**

— WAND 128— Lead

lyer has the role spotlight on this oc-

tuned version of the standard. There

is handled neatly with swells and the rest of the

group playing the background

well sound. (Maxi, BMI) (2:19)

*** Hurly Bunny Linn—(Linn, BMI) (2:10)

**The Chairs**

**Oh Baby—JAY-DEE 7566—

This song's instrumental is played with rich

swells by the chorus. The instrumental line in

swing with some weaker lines and

jazz have the vocals. (2:59)

*** The Theme—(2:02)

**Yvonne Fair and James Brown Band**

**I Found You**

KING 598—

And

reading—focusing close screen pin-

nicks—by courtesy on bouncy rhythm

Swing with aid from Bunch and

by for both R&B and pop groups.

(Stax, BMI) (2:17)

*** If I Knew—(Los, BMI) (2:26)

**Hall Miller**

**Bryan Flight-MERCURY 17953—

Eddie Collins novelty is started with vio-

lent and showmanship by Willis, Ef

Ethel and pop. (Los, BMI) (2:17)

*** I Love You—(Lovely, BMI) (2:54)

**Bartanulars**

**From—**

1113—This

is a clever arrangement of this
down-tempo instrumental

with horns and some more inst-

mental effects. (Hilton, ASCAP) (2:40)

*** I'm Mad for Robert—Dionna-

(2:14)

**Lester Lanin and His ORK**

**Twelfth Street Band—**

Two-

This is a strong performance by Lanin that

should interest the many

fans for jazz and

(including strings and choice backing. (Maxi

Moore, ASCAP) (2:24)

*** This—

(2:23)

**Jimmie Smith**

**Your First Broken Heart—**

Car-

Evan-NATION-AMERICAN 117—Tea-

menting by courtesy on playing teen-aged hit.

Could get spins. (F. A. BMI) (2:25)

*** It's Matter for Robert—Dionna-

(2:14)

**Dean Martin**

**Just Close Your Eyes—**

REPRISE 2033-

This effort again shows the Martin

in an instrumental, strings and choir backing. (Leeds

Moore, ASCAP) (2:54)

*** Blue Train—(South Mountain, BMI) (2:49)

**The Fabulous Four**

**In No Win—**

Chancellor 152—

This is the opening ballad with

jazz added by a strong arrange-

ment. It deserves exposure and could

get action. (Agatoglu, BMI) (2:13)

*** There's—(Chappell, ASCAP) (2:30)

**Mickey Wood**

**They Call Me**

C Теп—TAMEA 2066—

This is an opening ballad but he

voice is a bit too high in his

range but still an ok arrangement. It

suits the vocal style and an

arrangement. It is a spin single and has

worth exposure. (Gintra, BMI) (2:41)

*** These Mr. Kennedy—(Jubilee, BMI) (2:34)

**Artemisia Wadwood**

**Oh Baby—**

WILLOW 2390—

Here's a bright rocking side that

got a lot of airplay in the

hit. The ad single may

be a novelty but it has

a sound background. Fun material here. (town-

Green, BMI) (2:17)

*** Oh Lover—(near My Place—Re-

Grist, BMI) (2:40)

**Evelyn Freeman**

**DMC & Rude—UNITED ART-

Karens starting by lead

and her choice on great old spiritual with

wonderful backing. Solid back up here

with a string section (Holland, BMI). (2:35)

*** Water Boy—(Merchants, ASCAP) (2:40)

**Flash Brown**

*** Ain't This Sweet—PHILIPS 46905—

Harmonious arrangement by Brown and

just another by Brown chosen on pretty odds.

(Continued on page 30)

Dean Martin's new... newer... newest on


Just Close Your Eyes

20:58

Dean Martin's first single on Reprise is

4 ½ minutes of sheer, uninhibited provocation!

A serendipitous blend of insouciant, free-swinging exuberance and fresh melodic material, it becomes the happiest, wittiest

Dean Martin you've ever heard, a Dino you've

really experienced. If pre-release, DJ and

dealer comment is even slightly indicative, the

action single of the year may prove to be:
If you have a provocative question to ask the nation’s DJs, call us collect at this department, 1564 Broadway, New York, N. Y. Our operators will be credited when it appears.

THE QUESTION

How can record manufacturers help to classical record programmers?

THE ANSWERS

J. Richard Turner

WCOP-FM, Boston

In a recent issue of JIMW, you wrote of the importance of classical records to profit. Our big

reporters find the key to record manufacturers is that classical music stations are 80% of our market. In this case, 24 hours a day, seven days a week, every record they expose on the air is a potential market. The whole key to successful classical record promotion is to help the station. Low prices, generous advance and promptness in paying the bills. It's a good investment.

DE KOVEN

WREX, Rockford, Ill.

Always time to swing. Vax and some others are doing it more and more. This

saves the station money and makes them more apt to get program time. There are a

few new stations that should get complete, usable catalog, since this market is

inexpensive, it is a good investment.

ADAMS

WJAL, York, Pa.

The KVJ Sing Along With the Original Golden Gussie Band at 7 a.m. Est. The top

ten songs of the last five years. CBS audio. Keep an eye on us. We play it big.

Also, on the chart is ex-Allan Pollack's "Memories" and "Pickmeup." George Hudson, WJNR, Miami, has a new LP tagger, "Preservation Time." "If you're in the time content business, it's ideal.

Elledge: "Dixie" has topped the "Hit Parade." It is a wide-margin hit and likely to stay.

Young Tuesday in "La Zapatita," The Andrews Sisters in "Dixie," and Goodnight on "Chattanooga Choo Choo." New one is tagged in "Hudson Time." This number is hot, hurry it up.

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Sinatra

DOING
SINATRA THINGS
TO

STARDUST
b/w
Come Rain or Shine
20,059

A SIGNIFICANT SINGLE...FROM

reprise
**HONOR ROLL OF HITS**

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.

### RECORDINGS AVAILABLE

**Best Selling Record Listed in Bold Face**

- **1. DUKE OF EARL**
  - By William-Gowen-Dixon—Published by BMI (1939)
  - 6

- **2. THE TWIST**
  - By E. Harman—Published by Schwartz-UHAC (ASCAP)
  - 1939

- **3. THE WANDERER**
  - By E. Harman—Published by Schwartz-UHAC (ASCAP)
  - 1939

- **4. HEY BABY**
  - By Coas-Chanell—Published by LeBlanc (BMI)
  - 1939

- **5. PEPPERMINT TWIST**
  - By Joe Darby-Ghoven—Published by Acuff-Rose (BMI)
  - 1939

- **6. BREAK IT TO ME GENTLY**
  - By Lampaier—Published by Warner Bros (BMI)
  - 1939

- **7. I'M CRYING IN THE RAIN**
  - By Greenwald-King—Published by Adam (BMI)
  - 1939

- **8. BEATLE TWIST**
  - By Golden—Published by Pakey (BMI)
  - 1939

- **14. MIDNIGHT IN MOSCOW**
  - By Bobo-Bedell—Published by Melody Tunes (BMI)
  - 1939

- **15. A LITTLE BITTY TEAR**
  - By Hank Cochran—Published by Par-Mo (BMI)
  - 1939

- **17. CHIP CHIP**
  - By Barry-Crissman—Published by Tri-Tel & Gloo-Mac (BMI)
  - 1939

- **18. TEAR ME IN**
  - By Y. Bean—Published by Atrak-Howe (BMI)
  - 1939

- **22. BABY IT'S YOU**
  - By Mark-David-Wayne—Barn Backlund—Published by Del-Rid (BMI)
  - 1939

- **27. DONT BREAK THE HEART THAT LOVES YOU**
  - By Dave Manly—Published by Perrow (BMI)
  - 1939

- **30. COTTON FIELDS**
  - By Dave Fills—Published by Daye (BMI)
  - 1939

- **31. BABY IT'S YOU—Melvin**
  - By Mark-David—Published by Perrow (BMI)
  - 1939

- **34. BF COMER**
  - By Butterfly—Published by Allen (BMI)
  - 1939

- **36. I KNOW**
  - By Barbara George—Published by Soo-Ann (BMI)
  - 1939

- **37. MY BOOMERANG WONT COME BACK**
  - By Diamond-Dro—Published by Poultry (BMI)
  - 1939

- **43. SMOKY PLACES**
  - By Alton—Published by A-K-D & Bus Power (BMI)
  - 1939

- **46. WHAT'S YOUR NAME**
  - By Clove Jenkins—Published by Glady (ASCAP)
  - 1939

- **49. CAFUN JUN**
  - By W. Wallen—Published by Coeard (BMI)
  - 1939

- **53. TO A SLEEPING BEAUTY**
  - By Mattie, Kate—Published by Lottish-Markett (ASCAP)
  - 1939

- **55. TWISTIN' THE NIGHT AWAY**
  - By Alton—Published by A-K-D & Bus Power (BMI)
  - 1939

- **57. SHE'S GOT YOU**
  - By Mark Cochran—Published by Panzer (BMI)
  - 1939

- **59. DREAM BABY**
  - By Cindy Walker—Published by Comets (BMI)
  - 1939

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**Germans Watch U.S. Congress Before Reforming Rights Law**

BONN—West Germany's Parliament has postponed action on a copyright reform draft this week as the delay is linked with pressure in the U.S. Congress for a new American Copyright law requiring royalties from broadcast and juke box use of recorded music.

German parliamentarians understand that posture of a law—most likely a reform of U.S. copyright legislation requiring phonograph and radio-TV license fees—of copyright music is likely to continue.

It has been decided to hold up action on Germany's copyright law with a view to co-ordinating legislation in the two countries. Germany favors the writing of uniform copyright legislation for all countries in the near future, a goal that the record industry also supports.

There are even efforts to coordinate German legislation with pending Japanese legislation, although the main German concern is with American legislation.

German parliamentary sources say the new bill which is likely to be the only major change in German copyright law with the passage of a new record law in the past few years, has been established between the two parliamentary bodies concerned.

The German draft law has been made available to the House committee, and U.S. Congressional proposals are understood to have been delayed.

Furthermore, there is strong in Washington, D.C., about performance money from broadcast and juke box use of music and a refusal to commit to support the copyright law. (Continued on page 42)

**NARAS Mailing Longest Grammy List in History**

HOLLYWOOD—Members of the National Academy of Recording Arts & Sciences last week were reminded that Airplanes, Things to be considered for nomination. The list was accompanied by a bulletin which members are to complete and return by January 27, containing 3,000 titles, is the longest in history of NARAS.

NARAS members will call the last day for selections from the Grammy award nomination in 40 different categories. Members will be asked to rank their choices in order of preference under each category.

The NARAS will tabulate the results and the Grammy Award Nomination List had to be released during the period of December 1, 1990, to November 31, 1991.

**Raine Named GM Of Col. Studios**

NEW YORK—Kenneth Raine has been appointed general manager of Columbia Records. The newly created department will handle promotion and publicity for Columbia, RCA Victor, and RCA Records.

Raine has directed the promotion of many of the label's most successful artists, including the Beach Boys, the Rolling Stones, and the Beatles. He will oversee all aspects of the label's promotion efforts, including advertising, public relations, and photography.

Raine previously served as president and professional manager of Cedarwood Music, where he was responsible for the label's overall strategy and direction.

**Joe Mathews Will Exit Capitol Firm**

NEW YORK—Joe Mathews has decided to end his 13-year association with Capitol Records. Mathews has worked with the label for the past six years as an artist and record producer. He is credited with discovering and developing many of Capitol's most successful artists.

Mathews has been involved with Capitol since 1983 when he was appointed chief executive officer. During his tenure, he oversaw the signing of numerous major artists such as The Beach Boys, The Eagles, and The Rolling Stones.

Mathews has been credited with expanding Capitol's roster and increasing the label's market share. He is known for his talent for discovering and nurturing new talent, and for his ability to create hit songs and successful albums.

Mathews' future plans are expected to be announced shortly.
A HIT SINGLE
becomes
A HIT ALBUM!

JUST RELEASED

BERT KAEMPFERT AND HIS ORCHESTRA

AFRIKAAN BEAT
AND OTHER FAVORITES

Including:
DANCING IN THE DARK
MOONGLOW
STARDUST
SOLITUDE
CHEROKEE
WHERE OR WHEN
JUST AS MUCH AS EVER

BERT KAEMPFERT AND HIS ORCHESTRA

Now in Stock at the Decca Branch Serving You!
**ATTENTION!**
DISTRIBUTORS • RACK JOBBERS
**ONE STOP** • RETAILERS
**DISCOUNT OPERATORS**

MAIL: Up to 25% Singles (each item)
Directories. Accessory, Jackets, etc. 10% discount on minimum quantity of less than manufacturer's value on an absolute basis of order and type records we can machine.

SEND FOR FREE CATALOG OF AVAILABLE RECORDS

HAM-MIL TRADING CORP.
1520 N. Broad St., Philadelphia 21, Pa.
Phone: Players 1-0553

**NEW RECORDS**

**MODERATE SALES POTENTIAL**

**REVIEWS OF NEW SINGLES**

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**NEW SINGLES**

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**NEW SOUN N**

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**MODERATE SALES POTENTIAL**

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**COUNTRY & WESTERN**

---

**JAZZ**

---

**RHYTHM & BLUES**

---

**LIMITED SALES POTENTIAL**

---

when answering ads...
IT TAKES ALL KINDS . . . TO INSURE
$STRONG, $OLID $ALES
. . . AND THEY'RE ON CHANCELLOR!!!

C-5025
Already breaking in New York, Boston, Buffalo, Chicago . . . it's AVALON at his most intimate and romantic. Serenades include favorites "Non Ti Scordar Di Me", "Anema E Core"; originals "Zingarella", "Italiano".

C-5023
One of the most unique albums and covers ever offered! The "ensemble" up-dates Dixieland evergreens "Jada", "Ding Dong Dotty", "Sweet Georgia Brown" with a thumpin' twist beat, all of it packaged in authentic burlap. Top outlets throughout the country report this potent display material is equated in heavy sales demand wherever it is shown.

C-5017
Busted wide-open in Baltimore! Here's all the white-hot excitement of an unmistakable sensation. "What'd I Say", "Saints Go Marching In", belted out by some of the most popular twist combos around.

C-5024
A hit even before its release, hear THE album the legion of FABIAN fans have been requesting and waiting for. Sure to create all the original fervor of "Tiger", "Turn Me Loose", "I'm A Man".

C-5022
A polished "pro" emerges in this album collection of new and old favorites; "a style as satisfying as it is seductive" (EB).

C-5021
George Young and his Renbo burst wide open into an orbit of their own. Everyone welcome, and a fine time enjoyed by all.

CURRENTLY RIDING HIGH, WIDE, AND HANDSOMELY

DIST. BY ABC PARAMOUNT RECORDS, INC.
Get Acquainted Ads Boost Stereo Sales

Hancock Guilty On 3 Counts Of Tax Evasion

Montgomery, Ala.—Making it possible for every incoming customer in the store to "get an old friend" even if he had never before entered the doors is a practical theme in newspaper advertising which has steadily helped foster a customer base for Williamsburg, here. It was advertised as Alabama's largest appliance dealership, the big Williamsburg, in a separate stereo department two years ago, and then began immediately on the theme of "personalizing the salesmen to the public." A frequent user of newspaper display ads, averaging out to at least four or five a week, the year round, Williamsburg personalized its newspaper advertising by incorporating a photo of each salesman in the department in every newspaper display ad.

Under each cut of a salesman's face is his name, usually with such nicknames as "Bill," "Joe," "Walt," etc. Frequently, the newspaper ad includes a comment by the salesman such as, "You've never known how beautiful music can really be until you've heard it on this stereo phonograph!"

The series of ads, extending over the past few years and right away that prospects have a more retentive memory than is generally believed. One customer after another, entering the Williamsburg store, immediately identifies the salesman who approached with the comment "You've never been in, aren't you?" This sort of ad planning, not very little to the cost of newspaper display ads, has enabled the Williamsburg to advance in dealing with customization, an instrument and musical subjects, and won't be satisfied with anything but the best. This is as far as stereo shoppers are concerned. If they have no comment by the salesman incorporated in the ad, which agrees with their own thinking, much better.

Constant repetition of salesman's faces is as many display ads in this way have also exercised a fine spirit among the sales force, most of whom feel better identified with the Williamsburg store, are pleased when customers recognize them by name after recognizing their faces. It has been noticeable that the store is selling a larger volume of big ticket stereo phonographs, tape recorders, portable sets, combinations, etc., simply by tying the customer's picture to every promotion.

The 61 Factory Sales of Stereo Phono Down

WASHINGTON—Factory sales of stereo phonographs declined in 1961 compared to sales in 1960, according to figures compiled by the Electronics Industries Association.

Sales declined from 3,339,777 units in 1960 to 2,920,249 units in 1961, a drop of 1,419,528 in 1960 as against 1,941,435 in 1961. This is a continuation of a trend in motion ever since 1959 when factory sales were first intro-

Duotone Chart

Keyport, N.J.—The Duotone Company is reviving a new needle point for replacement needles by manufacturer's cartridge number, indicates Illustration of needle replacement.

ALBUM COVER OF THE WEEK

Hank Williams, Jr.

Peter Fabri Forms Own Tape Company

Chicago—Peter Fabri, tape recording expert and formerly director of marketing and sales for Stereophonic Visions, forms his own national tape firm, Music- lips, Inc., here last week.

The firm has exclusive tape recording agreements with United Art- ists, Vee Jay and Stereo and is currently negotiating with two well-known labels, Fabri said.

Fabri also plans to market a similar line of tape recordings at $3.95 under the trade name Musictape. The line is expected to list 24 tapes from the top-selling records of Fabri's participation and will be marketed during the spring.

Fabri will employ a staff of 17 territories throughout the U. S. guarantee season will be announced March 1.

The record speed, and the needle number to either diamond, jewel or omnium. List prices are also shown.

10% Gimmick Ups Radio Sales

Boylston, Colo.—An odd adaptation of the chain reaction theory helped Lyle Aber of Aber's here boost tape radio sales by something like 75 per cent last year.

The Colorado appliance dealer simply staged a one-week promo- tion, during which time every customer was credited with 10 per cent of the purchase price on any other item in the store. In this way, a customer buying a $60 clock-radio, for example, would receive a credit of $6.00 toward the purchase of a stereo set, turntable, tape player, LP albums, or even the down payment on a new appliance.

Used to tape music sales, a window display was a hit. Displayed were a wide variety of records, and were not a particularly successful promotion, initially, the drive was focused on the 39% to 39 1/2 per cent radio sales in the $39 to $39 1/2 price bracket, which has been comparatively slow mov- ers. Repeated two years in succes-

Since the 10 per cent credit correspon
ded exactly to the usual 20 per cent of the total of weighted points derived from all dealer responses. Point tabulations are based on the rank orders of manufacturers' sales at each dealer, and weighted by the total dealer points for all manufacturers making 5% or more of the total dealer points are listed below.

PHONOS LISTING BETWEEN
$201 AND $300

<table>
<thead>
<tr>
<th>Phonos</th>
<th>Price</th>
<th>% of Total Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Magnavox</td>
<td>49.6</td>
</tr>
<tr>
<td>2</td>
<td>RCA Victor</td>
<td>10.7</td>
</tr>
<tr>
<td>3</td>
<td>Voice of Music (V-M)</td>
<td>6.9</td>
</tr>
<tr>
<td>4</td>
<td>Motorola</td>
<td>6.9</td>
</tr>
<tr>
<td>5</td>
<td>Zenith</td>
<td>5.7</td>
</tr>
<tr>
<td>6</td>
<td>2 Stromberg-Carlson</td>
<td>3.8</td>
</tr>
</tbody>
</table>

DISK DEALERS FOR DEALERS

A summary of promotional opportunities for dealers by manufacturers and distributors is offered free. Rates vary from starting and expiration dates for each deal as well as the date of issue of the original news story and/or standard advertising details of each promotion. Please consult these for full information.


Regional district dealers and will receive two albums on pop LPs on the new release and catalog of the Riverside line and its subsidiary labels. Lasts, Washington and Oriental.


Ten per cent credit to dealers for qualified orders on 15 LPs available now and more, to be added to current dealers. Contact local salesmen.


Label is available for ten new albums as well as on LPs. Special program deal will be extended for dealers.


Inauguration special. Label is offering one free LP for every seven LPs purchased. Contact local distributor.


Label is offering a one-cent per stamp to dealers for LPs on the current catalog. Contact local distributor.


Label's new release LPs are available at one-cent per stamp to dealers. Contact local distributor.


Label is offering one-cent per stamp to dealers on the current catalog. Contact local distributor.


Label is offering a one-cent per stamp to dealers on all current releases. Contact local distributor.


Label is offering a one-cent per stamp to dealers on all current releases. Contact local distributor.


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Teens Call Tune Midele
The Artist in Hot New Show at New High Musical Film Activity

NEW YORK — Frank Sinatra, the man who is so hot right now, is in town to perform in a new musical film. "The Artist," according to the promoter, "is the first musical film to have a truly New York atmosphere." The film, which is set in New York, features songs and dance numbers that reflect the city's vibrant culture.

Disk Industry Stands to Profit

The record industry is expected to benefit from the success of "The Artist." The film is projected to become a major box office hit, and the soundtrack album is anticipated to be a top seller. The film's producer, Frank Sinatra, has expressed his confidence in the project, stating, "We've put together a great team, and I'm sure this will be a huge success."

Reprise Records

Reprise Records has released a soundtrack album featuring songs from the film. The album includes hit songs such as "My Way" and "The Mag and I." The album has received critical acclaim and is expected to be a commercial success.

The Co-ordinate

THE CO-ORDINATE (1962) is a stirring, true-to-life story of the struggle against racial injustice. Directed by Paul Robeson, the film tells the story of a young black lawyer who takes on the case of a wrongly convicted man. The film's powerful message and compelling performances have made it a classic of its time.

Spotlight on

Spotlight on record programming
featuring today's top record talent

Highlighting:

Holiday and Special Event Programming Events and Ideas:

Special programming ideas and records for holidays and events throughout the year.

Personality Birthday Programming Ideas:

Outstanding recordings of top talent and songwriters to honor them on their birthdays.

Top LP Programming:

Recapping the top 25 best selling albums with complete broadcast information for each selection.

Recommended Library Singles:

A compilation of the evergreen singles of the singles world that every programmer, dealer and operator should stock.

And the famous, most used feature of all...

Artist Biography Section:

With detailed biographical and record data on more than 200 of the top recording personalities, covering literally thousands of items of practical buying and programming facts.

Coming April 7

On Sale April 2
Chicago

This is the first name of the city.

NARM

This is the first name of the association.

You

This is the first name of the person.

Pennsylvania,

This is the state where the association is located.

Phil Skaff,

This is the name of the person.

He

This is the pronoun used for the person.

John Pappas,

This is the name of the person.

The deal is inked in a recent recording.

Hal Wilkins to an exclusive recording pact.

David Carroll

This is the name of the person.

O
deck

This is the name of the person.

Tony Orlando and Bobby Vinton

This is the name of the group.

Atlantic

This is the record label.

Bennett

This is the name of the person.

Robert Goulet

This is the name of the person.


class

This is the level of the music.

RESEARCH CORPORATION

This is the name of the company.

A
day

This is the unit of time.

wheels

This is the unit of measurement.

Chicago

This is the name of the city.

MARCH 3, 1962

Mercury Enters Phono Field

CHICAGO—Mercury Record Corporation last week entered the transistor phonograph market with the introduction of a portable stereo phonograph, the Mercury 300B-2, a fully transistorized portable.

The two machines were announced last week at the company's West Coast offices, with officials stating that Mercury, both personally and through Philips Electronics International, will look into transistorized units.

The phonographs will be marketed under the Mercury name, but will be handled by the company's current line of record distributors.

Mercury, which is a division of The Egg, and has been growing at a steady rate, will enter the transistor market in a big way, the company officials stated.

Details on new model to be announced.

RCA's Nat Shapira

This is the name of the person.

Aspen, Colorado

This is the location.

Gaynor

This is the name of the person.

MAY

This is the month.

A
day

This is the unit of time.

Cincinnati

This is the city.

Boston

This is the city.

Billboard

This is the name of the publication.

January

This is the month.

Monte Carlo

This is the location.

New York

This is the city.

Chicago

This is the city.

Los Angeles

This is the city.

Cincinnati

This is the city.

Boston

This is the city.

Chicago

This is the city.

Los Angeles

This is the city.

Cincinnati

This is the city.

Boston

This is the city.

Chicago

This is the city.

Los Angeles

This is the city.

Cincinnati

This is the city.

Boston

This is the city.

Chicago

This is the city.
FOLK TALENT & TUNES

By BILL SACHS

"Troyer Stamper, who heads the publicities department for WSM [Radio Corp. of America, Inc.], points out reports that "Opry" crowds are up 12.6 per cent over the same period a year ago, and that demand for tickets has been abnormal. He also said that the weather had been winter weather..."

The newly formed CAFE Stone Association has been taking on the exclusive management of a CAFE Stone whose newest on the RCA Victor label is "Wild Den," b/w "Long, Black Limousine." Deejays seeking a copy are urged to write to 1483 North Vine, Hollywood 28, Robert E. R. of R.F.E. Recording Company, Indianapolis, Ind., reports that Byrd Record Distributors, Cleveland, has taken on his firm's line. Tricky reports that the new R.E.F. release, "Folks"

Daily, Dee Music
Set ASCAP Firm

HOUSTON—H. W. (Puppy) Daily, president of the V.I.P. Inc., prominent country music firm, last week announced plans for setting up an ASCAP pop-music firm and composed of such big-name writers as Audi (With a Horn in Her Stockin') Smith, Mr. "Cry, Baby, Cry" and "You Don't Have to Be Rich." The venture was announced, the ASCAP executive, who is also president of the newly produced such wide- acclaimed songs as Guy Lombardo's "Just Give Me the Moon Over Brooklyn," Arthur Godfrey's "The Ugly Songs" and Fred Waring's "Marching." "It is well known that many a song from one of the ASCAP performers has public acceptance in association with a particular recording artist on an original song," Tucker said. "It is true that such songs have put to this kind of material within the firm's entire service, permitting new performers that are expanding our activities into the popular music field."

Wood Gets V-P.
Post With Zenith

CHICAGO—Philip J. Wood has been elected a vice-president by the board of directors of the Zenith Sales Corporation. Wood, who is field manager supervisor of the firm's entire sales force, will remain in his present position. He was appointed sales manager of radio and television in 1960 and two years later was given a new position as associate in charge of marketing services.

ONE-STOP
Complete line of Spith, MFK, I.L., and all famous Country
Mechanicians.

BARNEY'S ONE-STOP
1144 S. Kilada Ave., Chicago, Ill.
Phone: NE-8-9503

NIGHT CLUB REVIEWS

Embers Show Features Roots

There's a lot of good music being played at the Embers this month. Two men with a load of tradition behind them, Marcel Lux and Henry Red Allen, are leading their swinging combo at the Jazz Boles.

Lux is making one of his rare appearances in New York and it is a welcome one. The boogio-woogie pianist still creates a lot of excitement, and in his driving performances opening night at the Embers. . . .

The audience dug his flavorful interpretations of the library of boogie-woogie classics, and Lewis also displayed a facile approach to familiar ballads.

All the Embers is in the traditional groove, with happy renditions of a flock of blues efforts that pleased the crowd.

His trumpet solos make for enjoyable listening.

In these days of experimental and avant-garde jazz, it's good now and then to go back to roots. The Lewis-Alten button shows that the many who like this kind of stuff in the club, and the club should do well with them. Bob Rolonetz.

NIGHT CLUB REVIEW

Oldtimers' Day at the Vanguard

Gerry Mulligan is back in New York's Village Vanguard and it's like oldtimers' day at the ball park. Mulligan, whose last few appearances have been with a concert jazz band some 12 or 13 men strong, is currently appearing with a quartet; the type of unit which rocketed him to jazz fame almost a decade ago.

The oldtimers' audience is evident in the way Gerry and the individual members line out their solos like old pros, but good-naturedly shing off unnessecary notes. The sound of this appearance, Mulligan is marking time until the 20th, when he will play a regular Capital release, "Welcome Home Again" and "It's Not a Lot..."

Johnnie Mathis were among the group that turned out for the show. The former of the first week he rode his country and his appearance was leading his trio daily via KTRU, Houston, dis- 

MERC BRIEFS DISTRIBS
On New Phillips Lines

CHICAGO—Mercure briefly distributed on its new Phillips records and phonograph lines in a series of regional meetings last week in Chicago, New York, Atlanta and Boston.

William Langsford, director of N. V. Phillips Phonograph Industries of the Netherlands (affiliated with Mercury in the Philips Electronics network), met with the distributor organizations in New York. Accompanying Langsford from Holland were Ernst Van der Veen, Phillips manager of programming, and Jean Abeex, pop a.k.a.

MARCH 3, 1962

BILLY MCINTYRE

WATCH OUT THE CENSOR

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Wood Gets V-P.
Post With Zenith

CHICAGO—Philip J. Wood has been elected a vice-president by the board of directors of the Zenith Sales Corporation. Wood, who is field manager supervisor of the firm's entire sales force, will remain in his present position. He was appointed sales manager of radio and television in 1960 and two years later was given a new position as associate in charge of marketing services.

ONE-STOP
Complete line of Spith, MFK, I.L., and all famous Country
Mechanicians.

BARNEY'S ONE-STOP
1144 S. Kilada Ave., Chicago, Ill.
Phone: NE-8-9503

NIGHT CLUB REVIEWS

Embers Show Features Roots

There's a lot of good music being played at the Embers this month. Two men with a load of tradition behind them, Marcel Lux and Henry Red Allen, are leading their swinging combo at the Jazz Boles.

Lux is making one of his rare appearances in New York and it is a welcome one. The boogio-woogie pianist still creates a lot of excitement, and in his driving performances opening night at the Embers. . . .

The audience dug his flavorful interpretations of the library of boogie-woogie classics, and Lewis also displayed a facile approach to familiar ballads.

All the Embers is in the traditional groove, with happy renditions of a flock of blues efforts that pleased the crowd.

His trumpet solos make for enjoyable listening.

In these days of experimental and avant-garde jazz, it's good now and then to go back to roots. The Lewis-Alten button shows that the many who like this kind of stuff in the club, and the club should do well with them. Bob Rolonetz.

NIGHT CLUB REVIEW

Oldtimers' Day at the Vanguard

Gerry Mulligan is back in New York's Village Vanguard and it's like oldtimers' day at the ball park. Mulligan, whose last few appearances have been with a concert jazz band some 12 or 13 men strong, is currently appearing with a quartet; the type of unit which rocketed him to jazz fame almost a decade ago.

The oldtimers' audience is evident in the way Gerry and the individual members line out their solos like old pros, but good-naturedly shing off unnessecary notes. The sound of this appearance, Mulligan is marking time until the 20th, when he will play a regular Capital release, "Welcome Home Again" and "It's Not a Lot..."

Johnnie Mathis were among the group that turned out for the show. The former of the first week he rode his country and his appearance was leading his trio daily via KTRU, Houston, dis-
WALKING DJ's ARP

On 36 BONUS

CONNIE

Ws-REGULAR

STOP

New Larger'

ARE TO WITH IT,

Billboard of Oldest

adapted

expected and the nearly Dallas of new material.

in the Los Angeles area, last week celebrated their opening of its new recording studio at 814 Front Street, Covina, Calif. Stereo-Five Music Company, 317 Seventh Avenue, North Nashville, has available delay disks on Warren Smith's new liberty release, "Five Minutes of the Most Exciting" and the new Bobby Helms platter on Decca, "One Deep Love." Put your bid for free copies on your station's interested.

C.A. Jocks deliver copies of "The Tech Mail" by Bill Compton on the Heart label, ask your station manager for a copy of the station letterhead to Tom Feller, 1617 Eleventh Avenue North, Birmingham, Ala.

Station KTRH, Houston 50th-walter, which is airing 24 minutes of country music early in the morning, has added the station daily to its country format effective Feb.

18, with plans to expand further in that direction in the near future. Shep Bob EVerson will man the turntables under the new arrangement and plans to affect the show, 9-12 a.m. nightly, featuring presentations of big-name artists in the Empire Ballroom in Houston. EVerson says that the labels put him on their mailing list for their current potential products. Tommy Boyle, who will plot a country platter show which bowed on WILK AM and FM, AS-

bury Park, N.J., this month, entered a plea for spinning material from artists and disc jocks. Boyle is manager of Doreen Duke and Her Swingsmingers, currently spinning a new release on the Surf label.

Bill Reynolds has joined KJUL, Dallas-Fort Worth, as afternoon deejay, replacing Jerry Harmon, who resigned his post to join WBAP-TV, Fort Worth. Reynolds has been with Ray Robinson's Station KMOP, Tucson, Ariz., Roy Marine, KSIX, Dallas, and has spent two hours of c.w. music daily on WOWO, Greenwood, N. C., that he'd like to add to his repertoire and labels who have records to promote. Reynolds promises his c.w. jocks to write for copies of your new releases, "I Guess I'll Never Learn" b/w. "Now That It's Over." His address is Box 2278, 4477-79, Air Re-
cords, 3170 S.W. Eighth Street, Miami, Florida, 33145, has a job up in "The Old Bob," by Jeff Reynolds, available.

Collar Bill

Continued from page 10

full 50. This will make the auth-

or's yearcopyright span mostly

nearly in line with national life

expectancy, and with foreign copy-

right systems.

Of the crying need for revision of the copyright laws, Collins says: "Authors, playwrights, composers and the vast industries dependent on their writing cabinets must be ex-

pected to continue to cope with law, writing cabinets and lawsuits.

No other segment of the nation's commercial life, surviving an annual gross product in excess of $6 billion, is dependent on a legal system adapted to conditioned conditions.

Jean Geiringer

Continued from page 5

in the union of the five largest

in the world — the British, French, German, Italian and Austrian. He was elected secretary of that Interna-
tional Confederation of Authors and Composers.

Many governments recognized and honored Geiringer for his work in the international copyright field.

The French government named Him Officer d'Academie in 1929 and Chevalier of the Legion of Honor.

Between 1927 and 1938 Geir-

ingter wrote, adapted and arranged for the sheet music publishers of 12 of which were performed in New York. He also collaborated with the authorship of various copyright books.

He joined BMI in 1943. His duties involved continuous contacts with 22 performing rights societies with which BMI has agreements.

In 1949, he was invited by UNESCO to assist at the Conference of Experts for the Establish-

ment of the New Universal Copy-

right Convention held in Paris. Surviving his wife, Alice Mimi Geiringer; a daughter, Mrs. John E. Pertel of Chicago, and a sister, Valerie Geiringer.

Victor-Codest Merger

Continued from page 4

Vic Geiringer, who will succeed him in the office of the BMI, is now the assistant to the president of the Codest and will continue as the newly formed Victor-Codest firm. Cole concluded the new arrangement with Milhous-Mor-

oose, executive vice-president and deputy chairman of Victor of Ja-

pan, succeed in his work. He has been active in the BMI for the past 20 years as well as part of the newly formed Victor-Codest firm. Cole pointed out that the new company will be headed by Vic Geiringer, who will continue to handle business, and that Cole will become a member of the BMI board of directors.
Continued from page 6

NARAS Tape Exes

- Continued from page 6

Heavy competition for consumer/subscription publication space by other enter-
ment media, including films, TV and theater, and also stressed the need of a public
ity man to serve as liaison between the com-
pany and business press. Dead
lines must be observed and a
timely news angle developed in the
time for free space. As for con-
sumer magazines, Altholz said a
picture spread in Life need not
ruin a story as long as the con-
sumer provides the angles for each
magazine's different readers.

Field Operations

David Kapralik, Eastern S.&D.
director of Columbia Records, de-
scribed in detail the Columbia
field operation in discussing pro-
motion. He stressed the necessity of
communications, citing feedback
from the field that enabled Colom-
bia to know it had something spe-
cial in "Big Bad Thunder" 24 hours
after release, and thus to pour the
promotion to deejays. "You are on the
charts now," was the comment on the chart
release as a single after promo-
tion sent out the LP. After "Take Five," too, LP play
before it was released as a single. An
effective promotion man, Kapralik said, must have contacts
and abilities, must be sales-oriented, have a creative flair, know how to use film
company publicity. The best person to
be honest and believe in product
he sells on, since he only hurts himself
in the long run if he betrays a customer as
known as a false spy. Kapralik
referred to the Bob Reret story
on the "soft radio format" in the
February 24 BMM as exemplifying
the changes coming into the busi-
ness to complicate the life of pro-
motion men.

5 Break in Chi

Continued from page 6

'B honnymeover,' Says Bobby Weiss

He helped establish Capitol's own label identity around the world, with the company's subsidiaries abroad, sharing label credit with their affiliate's name, took over the Capitol
promotion department, the legendary "Capitol promo team" as it
became known, and wrote the
record company's philosophy, as "Capitol makes records we are
proud to own." But it was the way he structured the promo team
that was perhaps most innovative, as well as most lasting.

Continued from page 8

TV entertainment

Continued from page 1

"The Twist," Chubby Checker, Parkway 811.

DEAR LADY Twist, Gary S. 'St. Bored, Indiana 1015.

MAY NOT LEAVE ME, Joe Henderson, Tidstone 1014.

LETTER FULL OF TEARS, Cindy Knight & the Pips, Fury Jazz 1564.

I KNOW, Barbara George, APO 702.

BABY IT'S YOU, Shirelles, Specter 1227.

24 TO YOUR OWN LIGHT, Bobby Blue, Duke 344.

TEN THOUSAND MILES AWAY, Sam Cooke, RCA Victor 7983.

STONE CRAZY, Buddy Guy, Chess 1112.

SOMETIMES GET A HOLD ON ME, Ella James, Argos 5407.

EVENING POSTMAN, Parrelines, Jolly 5645.

LET ME WIE You, Smallwoods, Argos 5485.

PEPPERMINT TWIST, Joey Dee & the Starlights, Roulette 4044.

MIDNIGHT SPECIAL, Jimmy Smith, Blue Note 194.

GETTIN' DOWN, Johnny Gant, Wash 5157.

BUT ON THE OTHER HAND, Ray Charles, ARC-Pentamur 10666.

SHAME, SHAME, SHAME, Jimmy McCracklin, Artone 387.

SOUL TWIST, King Curtis, Ecko 1000.

GO BOOGIE, Leon, Fame 1956.

SOUTHEAST ME, Sires Twins, Sav 117.

POOR Fool, Ike & Tina Turner, Sue 715.

SHAYE PLATES, Contras, Tull 3052.

Glen Armitage, Step 2 & Limelights, Hill 748.

MY SOMETIMES BABY, B. R. King, Rare 355.

"Honeymoon Over," says Bobby Weiss

Bobby Weiss, Capitol's vice president forTaking Records, has been awarded the
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CONTINUED FROM PAGE 8

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2 Juke Box Mfrs. Provide 33 Singles

Continued from page 4

ages—complete with a point-of-purchase display meant to stop the
juke box—and this program has boosted collections.

Racially, designed in the Seeburg division of the AMI
program and in the AMI Top Talent Tunes are available in 33 stereo
only. And they are all custom jobs for the phonograph
manufacturers.

Call it the American Music Scene, Inc. Stereophonic.
the film orders 33 stereo single packages from various labels and distributes
them to operators through AMI distributors.

Display Material
Each package consists of 10 sides from a single LP. Also included
in the package are several complete sets of title strips, with a seven-inch
sick reproduction of the original album for point-of-purchase display
on the juke box.

The AMI plan, called Top Talent Tunes, extract 10 of the 12
bands on the average LP.

The other two major juke box manufacturers—Rock-Ola and
Wurlitzer—do not have 33 custom stereo deals going. The plan was
suggested to Rock-Ola distributors at a recent convention, but the
distributors turned it down.

A check of RKO's 'Hot 100' list in the February 24 issue
discloses that of the 100 best selling records listed, not one was listed as
being available in stereo—either 45 or 33—and only a dozen were listed
as being available in a 33 single. The rest were still available only in
45 monaurals.

Meyer Parkoff, president of Atlantic-New York, the New
York Seeburg outlet, citing the rising sales of 33's by his firm, pointed
out increased operator collections due to his program, and then took
the following blast at the record companies:

Lack Vision

"It is unfortunate that the record companies, who are in a position
to support this program, cannot envision the future. They do not have
the imagination necessary to look forward and pioneer a program that
makes sense even at the retail level, and undoubtedly at the juke box
level. All they are interested in is volume on singles and their present
profit picture.

"We in the juke box industry are interested in promoting the
welfare of the operators by giving them the equipment and the quality
of music that will attract the patrons.

"The operators today are faced with a problem of programming than
ever before because they have seen that rock and roll is not the
answer to good programming. Good adult music still gets a play, and a
good one at that.

"Our industry is changing, and the operators are making this
change. We are studying the problem. In order to participate in this
change, they should analyze the market and help promote this new
field that is ahead of them and which will help the operator and the
industry."

Product Sources

Parkoff's rap at the record industry is not entirely unwarranted as
far as the juke box operator is concerned. With the exception of
custom deals, the single manufacturers cannot prove that the product
available in stereo at any speed.

A recent survey of the 25 largest juke box manufacturers buying over
50 per cent of the singles product, their needs are largely overlooked both in type of programming
and in availability of stereo product.

Here's a spot check of some leading record companies
declined:

- RCA Blue Artist
- Kapp, Capitol, Liberty, Mercury, Decca and
Colpix make singles only in 45 monaurals, although they will make
stereo with order requirements of course, that the
order warrants it. No single juke box operator can place that large
an order.
- Columbia, ABC-Paramount, London, Monument, Hi and Felsted
make custom 33 stereo records for the Artists of the Week program, but
have no stereo single in their present catalogue.
- RCA Victor currently issues both 45's and 33's in singles, but only
in monaural.
- Record companies will counter with the statement that they have
given the stereo single an honest try and discovered that the sales were
not forthcoming.

Distribution Problem

They point out that one-stop juke box purchasers do not want to
change and monaural versions of the same record, and they certainly
don't want to carry the record in both speeds. They feel that if the
record will go, it will go in a 45 monaural version.

All this is little consolation to the juke box operator, who has
paid a two-speed stereo juke box and is programming primarily in
45 mono.

Distribution, as well as the attitude of the record companies, may
be a key to the stereo single shortage. The Seeburg program
has demonstrated that when good stereo product is available, the
juke box operator will buy.

Profitable Market

There is little question that if stereo singles were produced in
quantity for the juke box operator—with the records not available in
monaural and in stereo—the dollars would handle these records
and the market would be profitable for both record label and the
operators.

Actually, it is the availability of stereo rather than the speed
which is the key to the operator. If the 33 is the only stereo available,
then it makes sense for the operator to buy 33's for those of his buyers
which play that speed. If a stereo version is available in both speeds,
than it must be determined which one the operator will buy.

Furthermore, the average operator is not interested in the battle of the speeds—he
just wants the record he likes and he doesn't care which one. What does
concern most operators is the lack of availability of adult stereo
product.

And while custom packages offered by Juke box manufacturers
through their distributors help ease his problem, this problem will
continue to haunt him until the record companies gear a substantial
portion of their output to his needs.

MOA Exhibit Line-UpSame as '61

CHICAGO—Three of the industry's five juke box manufacturers,
Rock-Ola, Seeburg and Wurlitzer, will not exhibit at Music Operators
of America's forthcoming convention in July, but the association ap-
pears to be drawing strong support for an all mono coin machine industry.

Statements by the three were made exclusively to BMW and ended industry speculation since years. MOA, the size of whether the trio planned to partici-

The industry's other two juke box producers, American Automatic Services, Inc., AMI and United, indicated they would exhibit as in previous years.

MOA managing director, E. R. Ratajczak, said he had received initial confirmations received by the association for exhibit space. The group represents a con-

Vil one group is Irving Kaye Company, Cinema Sound, Dot Records, Jay Jay Records, American Distributors, MGM Records and Continental-

Ratajczak noted that the list represented those who had made a commitment to participate. Applications for exhibit space were sent out by the associa-

tion and Ratajczak received a few "yes's." He also forewarned that the following decisions of companies only when they were definitely conse-

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Increased exhibitor participation is expected to follow MOA's re-

(Continued on page 41)

WORLD SERIES
CHICAGO—World Series and Extra Innings, a pair of new baseball
games, were introduced by Wil-

Two Keeny Games Go Out To the Trade

EXTRA INNINGS

Extra Innings is designed for ter-

ities where free games are not

allowed. Instead of winning a free

game, the player can win an "Extra

inning" of play by any of four ways:

(1) Hitting a grand-slam

home run with bases loaded; (2) hitting a

sacrifice drive on a free hit by

(3) hitting a single on a free hit by

(4) getting two free hits in one

hit, a high score in homers. With World Series, players can-
increase their score. The game is

scored by free hits in runs, high score in

homers, free hits in runs, and in its turn hitting a

super homer. The last named also gives an extra inning of play. To

end the inning and total innings per game can be

adjusted by the operator.
DIG RICHER
PAY DIRT
FROM YOUR
LOCATIONS

You'll strike a rich new vein of location earnings when you stake out your claim with the brilliantly styled AMI "100".

SIMPLIFIED PROGRAMMING with 33 1/3 singles. Play the music that's "hot"...one selection to a side on 7-inch, 33 1/3 stereo singles. Use the brilliant Top Talent Tune display panel to feature favorite artists and personalize the location.

STEREO ROUND.* Sensational, self-contained stereo—amazing realism—no remote speakers, no protruding parts.

FULLY ADVANCED AMI MUSIC SYSTEMS satisfy every location requirement. They have unequaled tonal quality...distinctive styling...rugged durability...everything needed to produce maximum earnings. And, a genuine diamond stylus is standard equipment on all models.

TWO GREAT MODELS,
AMI Top Talent Tune "100";
AMI "200". Both Stereo Round.

* Patent pending

A C AUTOMATIC SERVICES, INC.
18 South Michigan Ave., Chicago 3, Ill.

OPERATORS: Reproductions of this illustration by nationally famous Stan Ekman are available, without copy, from your AMI Distributor.
More Exhibitors Signing On For NVA Miami Convention

CHICAGO — Several new exhibitors, including at least one coin-operated game manufacturer, will be showing equipment at the National Vendors Association's Miami Beach, Fla., convention March 11-15.

Executive Secretary Jane Mason reports that Nailene, Inc., Miami golf game manufacturer, has signed to exhibit at the conclude of the convention.

She predicts that several other firms who have never before shown at an NVA convention will be on the floor.

Convention officials meanwhile are continuing planning for the bulk vending industry's annual event.

BWM's coin machine editor, Aaron Sternfield, said in charge of the morning forums, met informally with members of his committee recently to plan the discussion agenda.

Topics Planned

Topics will include sponsorship, legislation, servicing, inventory and merchandising control and other gross-root operating problems.

A formal agenda and names of panel participants will be announced at a later date.

Milton T. Raynor, association counsel, will deliver the address titled "A Road Map to Success." Associate counsel Donald Mitchell's speech is titled "Bogey in Our Midst." Counsel Mitchell declared the meaning of "Golfer" go into further detail on the talk, forming a "olutely Fast Way Craft

Sue Felz, chairman of the ball's program, announced the Executive Committee is in the process of selecting a winner for the Great "Jimmy" Butler Contest, a fundraiser for the Miami Beach Women's Hospital.

The Best (Best Choice

Rings, Gimmicks, & Capsules
Come From EPPY-GUGGENHEIM, INC.

See Them and Buy Them at

GRAND VENDING SUPPLY CO., INC.

2191 W. Brooks, Dallas, Texas

STAR VENDING SUPPLY CO.

427 California, Los Angeles, Calif.

Mandell Guaranteed

Used Machines

5-W. Model 51.

5-C. Model 51.

5-C. Model 50.

5-C. Model 46.

5-W. Model 46.

5-W. Model 46.

5-W. Model 46.

5-W. Model 46.

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5-W. Model 46.

Mandell Merchandise & Supplies

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Mandell Mach
Tinfoil Protects Bulk Fill From Sun Damage

DENVER—Heavy sheet tinfoil, neatly stretched around the exterior of globes on bulk vending machines will help the bulb operator to solve a serious problem, reports Frank Thompson, active operator here.

The problem is sun-fading of ball gum, charms and even capsules, which exist the year-round. Even during the winter, direct sunlight, pouring on exposed outdoor bases, cannot only fade the colors of ball gum and confetti but result in guiltily appearing discolored capsules, melted and distorted plastic items and loosened adhesiveings.

Thompson, who has many year-round outdoor locations in front of supermarkets and drugstores in suburban shopping centers, had experimented with many protective materials before hitting on the idea of heavy pieces of tinfoil.

These not only block out the sun’s rays from damaging contents of the globe but, because they are reflective, bounce back the rays and prevent the temperature within the vending machine from reaching high degrees.

In a typical installation, sheets of tinfoil which extend three-quarters around the globe are used on three machines, and all the way around the ball gum unit. While Thompson expected volume to suffer somewhat in the bulk gum machine due to the contents being completely hidden by the tinfoil, there was no drop in sales. People, of course, are aware that ball gum is ball gum, and apparently don’t require a look at the contents before dropping in their pennies.

Thompson used a semi-stiff grade of tinfoil for this unique reflective protective.

Please rush complete information and pictures on Northwest Super Sixty Ball Gum-Charm Vending Machines, as illustrated, as well as other Northwestern machines.

NAME
COMPANY
ADDRESS
CITY

Get Acquainted Package Deal

4 to 5c Standard Atlas Masters
1 New Four-Machine Stand with back wheels and handle
$71.50

SURE LOCKE, the perfect capsule. Patent No. 2994491. Outstanding items. Send $2.50 and receive 100 quality filled capsules. Contains our complete line.

The Penny King
Company
2514 Mission Street, Philadelphia 3, Pa.

World’s Largest Selection of Maltese Charms

More will the more you GIVE

HEART FUND

The Penny King

Penny-Maltese Atlas Master Vendors

The Best Charm

Rings, Gemmics & Capsules

EPFY-GUGGEMHLM, INC.

444 W. John St., New York 17, N.Y.

Holland, Ohio

We handle complete line of machines, parts & supplies.

Northwestern
HEADQUARTERS

Whatever your bulk vending requirements may be, we can service you. Always a complete stock of outstanding Northwestern machines, parts and supplies.

Write today for complete information and prices list.

BIRMINGHAM VENDING CO.
540 Second Avenue, North
Birmingham, Alabama
Phone: Atlas 4-7528

MOA’s Exhibits
• Continued from page 38

vision of its bylaws last November, when the association ruled it would need to see how any piece of equipment that did not require a 23c federal gambling license for the coming year.

Board chairman Schuster announced that sales at retail are currently running some 10 per cent ahead of last year and that the finance companies owned by Can- ten are doing well.

Cite Improvements

He noted that operational improvements put into effect during the past several months should begin to be reflected in earnings by the third quarter.

Shipments on the firm’s new Celebrity line of vending equipment would begin in 10 days the chairman predicted. The new line is one of the results the company is beginning to get from a $2.6 million research and development program conducted over the past year, Schuster pointed out.

"I am very optimistic about fiscal 1965," he said. "Our 17 cents per share first quarter earnings would seem to be favorably the total of 22 cents per share earned during the same period of the previous three quarters. Indications are that improvements in earnings should continue and progress for the balance of the fiscal year."

Schuster Sees Improved Year For Canteen; Option Plan Okayed

CHICAGO—In a meeting interrupted by announcement of the sad return of astronaut John H. Glenn Jr., Automatic Canteen board chairman Frederick J. Schuster said that every indication points to a considerably improved year for the company in 1962.

Schuster spoke to shareholders attending the company’s annual meeting. Shortly after the session got under way, however, it was interrupted by director J. Arthur Friedland, who announced that “Glenm is on the deck of the U.S.S. Nou and in good shape.” The announcement was greeted with applause by assembled stockholders and officers of the company.

After the announcement, debate got underway on a Canteen stock option plan that was subsequently approved along with the re-election of 17 directors.

Dividend Declared

Following the annual meeting, directors declared the regular quarterly cash dividend of 15 cents per share payable April 2 to holders of record March 15.

Directors also re-elected the full slate of company officers for the coming year.

One热点 quarter cash dividend of 15 cents per share payable April 2 to holders of record March 15.

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Minnesota Operators Report Action on ‘Don’t Break Heart’

MINNEAPOLIS—Although this area has been blanketed by heavy snows, sales by one-stops held up fairly well, but most operators reported declines in business. The one-stops and the operators reported considerable action on Connie Francis’ “Don’t Break the Heart That Loves You.”

With many outdoor roads blocked by snow, operators were doing their record shopping by mail or phone. Southwestern Minnesota was particularly hard hit, as was the area around Sioux Falls, S. D.

One-stops had few squawks about business, though, as Tom Preveen of All-Record Sales, Minneapolis one-stop, said that business in February was up 20 to 25 per cent ahead of a year ago, although the firm was new in business last year.

At All-Record Sales the following records were hot: “Duke of Earl” by Gene Chandler; “The Wanderer,” Dion; “Cottonfield,” the Highwaymen; “Birth of the Best,” Sandy Nelson; “She’s Got You,” Patsy Cline; “The Twist,” Chebby Checker; and “Little Bitty Tear,” Bill Jacobs.

Top Sellers

In addition to the Connie Francis disk, Jim Christensen of Jim’s Record Shop, St. Paul one-stop, listed the following as top sellers: “Tears Broke Out on Me,” Billy Vaughn; “Oh Love,” One Hour; “Headache,” Billy Vaughn; “Cottonfield,” Chattanooga Choo Choo,” Floyd Cramer, and “Duke of Earl.”


With the Twin Cities having re-opened, and prepare to play more toward economic development assistance to the hard-pressed areas, there is a growing feeling that there is a tax explosion.

In Germany, the German copyright society, Synchron, is under similar criticism for its orchestration of royalties, and its disbursement of the same.

In Germany, there is this mounting public criticism that GEMA spends too much money on public relations, and coincides with the activities of advertising sponsors to draw up new rules and regulations.

But as the Germans re-arm and prepare to pay more toward economic development assistance to the hard-pressed areas, there is a growing feeling that there is a tax explosion.

The Bundestag’s draft copyright law regulates GEMA and its royalty payments.

MARCH 3, 1962

German Watch U. S. Congress Before Reforming Rights Law

This is regarded in Germany as a major block in the legislation in both Congress and State level. Culture is subsidized, and it is a major budget item on the local and State level. Culture is subsidized, and it is a major budget item on the local and State level.

The Bundestag’s draft copyright law regulates GEMA and its royalty payments.

Support Live Arts

Capsital Hill agitation for use of performance money to subsidize live performing arts is finding a vibrant echo in West Germany. Both sides, which was relief pressure on the present culture appropriations, and would extricate GEMA from controversy.

Also, if the U. S. put broadcasting and junk box, the relief of some measure, if Germany favor parallel legislation to simplify political relations between the two countries.

There is little interest in West Germany in testimony before the Thompson commissioner in the House. Testimony that serious American music is headed for oblivion seemed no surprise in this country, which long ago learned that heavy culture requires heavy State subsidies.

German experience indicates that some degree of State subsidy will continue to be necessary, regardless of the form of radio, broadcast licensing and junk box use of recorded music in revenue-producing format of the performing arts.

See No Control

There is incredibly in this country at any point in U. S. history that State subsidization of the arts would be tantamount to thrashing the foundations of government control.

State subsidization of the arts in Germany is done at the State level. Radio broadcasting and television are State-supported. The formula used for subsidy of both the arts and radio-TV is for broad public representation on supervisory councils.

This organizational device appears to have obtained most of the advantages of State subsidization without incurring the more flagrant evils of State involvement.

Misery Loves Company

German phonograph operators are taking a misery-loves-company attitude toward the prospect that American cousins soon will be saddled with performing rights royalties, German operators have always paid the royalty, and they are now battling court to get a ruling which would require them to ante up for recording artists as well as composers-authors.

Certain sections of the German trade are urging that the prospect of U. S. jive box music being aired over了解一下 music in Germany is assumed that the U. S. industry would continue, and the competition for German producers in world export markets and more important, in the German market.
Operators Should Investigate State Agencies With Anti-Loan Rule Power

By JOSEPH KLEIN

CHICAGO — Anti-loan regulations may be available to states within the 50 States even if they elect to pass up the legislative course of action favored in Chicago.

Alcoholic beverage control agencies, or the departments of government under which they function, are vested with almost unlimited authority to formulate rules for the conduct of business on premises used for liquor sales. North Dakota is the only exception.

The Joint Committee of the States to Study Alcoholic Beverage Laws upheld the quasi-legislative authority granted to the agencies in its report in 1960.

A simple request by an organization or group of organizations, allied to the State liquor control body, could bring about the promulgation of a rule by a hitherto quiescent agency, even more so than the anti-loan ordinance passed recently by the Chicago City Council.

Must Show Cause

The petitioners for any such regulation would have to show, of course, that coin machine loan practices are detrimental to the operator, the location owner and the alcoholic beverage business.

Of the States, North Dakota alone denies rule making power to its liquor control officials. The New York State Liquor Authority has only limited regulatory prerogatives which it can only exercise in areas of the alcoholic beverage business. Additionally, the New York courts have been ruled in checking not only for compliance by the authority, but also for the constitutionality of the grant by the Legislature.

North Dakota's stance is to entrench an outright rule making power. So is Ohio.

In addition, the rule making authority is possessed by the District of Columbia Commission rather than by the control board. Similarly, a few States have been delegated to the departments of government of which the alcoholic beverage agencies are component parts.

In this group are Maryland, whose State controller is enabled to establish rules Rhode Island, where the authority is lodged under the Department of business regulations, and Wisconsin, where it is delegated to the State treasurer.

In all the States, statutes passed by the legislators give these regulations the force of law. In all provisions in these laws subject violators of rules to penalties of varying severity.

In California, Michigan, Ohio and Virginia, rule making powers are governed by standard administrative procedures acts.

Both public notification and public hearings are required before a rule can become effective in California, Ohio and Virginia.

In an emergency in Ohio, the Governor may suspend this requirement, thus requiring the control agency to promulgate an emergency rule to be effective for a period not to exceed 60 days. The Minnesota statute provides for a public hearing as a proposed rule.

In Michigan, the following requirements must be met:

1. Approval by the attorney general.
2. Adoption by the liquor control agency.
3. Signature by the Governor.
4. Filing with secretary of state.
5. Publication in the supplement of the Michigan administrative code.

Connecticut requires that regulations must be approved by the attorney general and published in the Connecticut Law Journal.

Freedom to Act

But in most of the States the control agency could act speedily and accede to the operators' request for an anti-loan rule at will, without consulting other officials or departments of government.

Operators would have to point to a practice upon which to build a case for a State-issued loan.

Credit in the sale of liquor and beer is either generally restricted by the States. Statutory or regulatory provisions also are in financial control of taverns, or any segment of its operations, by creditors.

O'Seas Plan Flies Now for Play Now

• Continued from page 4

Trade experts credit Billboard Magazine with inspiring the pop music industry to embrace the Continent simultaneously with U. S. distribution. The latest chart ratings and releases.

However, prior to the pop lift, considerable time elapsed until the BMV-listed disks were available generally on the Continent. Even the EDS disk lift does not attempt instant delivery on new releases.

Certain shrewd Continental distributors and operators have claimed that if the Billboard Publishing Company could print BMW in the U. S. and fly the copies to the Continent, the same was possible with phonograph records.

Prefer U. S. Release

Juke operators show that a large segment of fans would prefer to have releases in English direct from the U. S. while they are hot in America, rather than wait for the issuance of German versions.

Trade analysis, in fact, suggests that the time factor may soon be paramount in the international pop music trade. If the trend continues, the question of simultaneous release of new titles in the U. S. and Europe may become acute soon.

EES reports that it is economically advantageous to ship disks from the U. S. Stimulated sales more than ameliorate the additional costs.

The pop lift is also reported to have acquired much appeal on an undreamed scale. The speed is the big factor, but Continental juke box fans fancy that they acquire status by listening to "original" U. S. pop chart hits, the real thing, direct from America.

Mintehorne in Suit Against Seeburg Firm

PHOENIX, Ariz. — Jean J. Mintehorne, a local operator and former Seeburg distributor, has filed suit against the Seeburg Corporation, charging antitrust violations, and is seeking more than $40,000 in damages. The suit was filed through his attorney, William G. Christy.

The action comes in the wake of a suit filed by Seeburg, in which Mintehorne is charged with being deficient in his accounts to the tune of $20,000.

To Mintehorne's claim that Seeburg had conspired to create a monopoly in the area, attorney John P. Franke, who filed the original suit against Seeburg, said, "Seeburg has a very small part of the Arizona market and has never monopolized it." He termed the Mintehorne complaint "a ploy to avoid payment of bills."

Mintehorne Charge

Christy's complaint alleges that Seeburg squeezed Mintehorne out of business, forced him to sell his California and Nevada distributing firms, and then refinanced himself. It further alleges that Seeburg falsified its books and records as part of the conspiracy.

Mintehorne is seeking triple damages of $5,018,000, punitive damages of $500,000, and $200,000 for attorney's fees.

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MEMPHIS — Although Twist records are still getting the major- ity of action on the city's juke boxes, when and if the craze subsides, there's a new dance called "The Crawl" standing by to take over.

Operators report good play on a disk by that name by Willie Mitchell and his combo on the local Hi label.

Dancers, however, were reported to be doing the Twist to "The Crawl" record, which has Part 1 on one side and Part 2 on the flip. Mitchell says he has a dance called the Crawl ready to sweep the country when the time is ripe.

Frank Beretta, partner in Popular Tunes Record Shop where all operators buy their platters, said "The Crawl" is being bought heavy by operators.

Edward H. Newsell, owner of Or-Matt Amusement Company, re- ports it is in heavy demand on his route. Other operators report they are also giving it a whirl. And Mitchell, whose combo plays in a local night spot, hopes it catches on nationally.

Another record reported break- ing well in the Memphis market, besides the Twist records and "The Crawl," is "Stranger on the Shore," an instrumental by Acker Blik on Atco.

WANTED

BINGO GAMES

Give quantity and price in first letter.

Write: The Billboard

BOX 354

188 West Randolph

Chicago 1, Illinois

ROUTES FOR SALE

Automatic Jukeboxes, Arcades, Entertainment Machines, Music Jukeboxes, Travel Arcades, Arcade Machines, Shows, Coin-Operated Machines, and All Other Coin-Operated Equipment.

Send for FREE SAMPLE BROCHURE.

Write: The Billboard

BOX 354

188 West Randolph

Chicago 1, Illinois

EUROPEAN NEWS BRIEFS

Out of the Mouths of Babes

ROTTERDAM—Dutch juke box operators are encourag- ing teen-agers to "speak up" for the phonograph in disputes with local authorities. The operators have learned that youth spokesmen can be extremely effective in persuading local authorities to support juke box play as an alternative to having young people congregating on the streets.

The operators point out that between operators and local authorities primarily involve hours of operation, with Sundays being the greatest point of contention, and location categories. There is considerable opposition to Sunday juke box play, and there are complaints that juke boxes tend to attract young people to undesirable locations. Instead of arguing these disputes alone with authorities, the operators are enlisting the aid of articulate youth leaders.

Uniform Payments Scale

KASSEL, W. Germany — The Kassl district court has issued a ruling establishing a uniform scale of payments for repurchased juke boxes. The court's decision places deprecia- tion for the first three months at 24 per cent of the box value, 30 per cent for the first half year, 42 per cent for the first year, 66 per cent for the second year, and 90 per cent for the third year. This is similar to the depreciation table established for radios and television sets. However, the court observed that the scale favored operators because the boxes they buy on credit are rotated from location to location, and actual deprecia- tion is usually far less than for radios and TV sets which remain in the home of the installment-plan purchaser.

Expanding a Small Market

WEST BERLIN—Wiegandt is finding an expanding market for its perfum dispenser, which sprays a whiff of eau de cologne.

Numerous operators are using the cologne dispensers in tandem with juke boxes under slogans such as "smell as sweet as you are." Cologne dispensers are developing into big business in Germany, where cologne was invented.

Cologne has become a boudoir standby. Wiegandt is also pushing powder dispensers, treatment of its cologne dispenser apparatus from juke box operation. It is usually paired off with cigarette machines.

Politics Hits the Juke Box

LISBON—Portugal's colonial troubles have depressed the coin-mechine market in Portugal. There is general economic retraction throughout the country, and the coin machine trade has been among the first to feel it. New box purchases are being postponed and games locations have contracted because of distribution difficulties. Portugal, always difficult, too, stems from the fact that juke boxes have been used for the clandestine playing of disks spell- ing and protesting against the Salazar regime.

Distribute Williams Machine

LONDON—the firm of Ruffler and Walker is distributing the Williams Voice-O-Graph, a co-operated operated record player.

(Continued on page 59)

DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 200 sides per machine, they represent maximum program-driving effectiveness. Records listed below have both sides either on the Hot 100 or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

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<th>Artist</th>
<th>Record</th>
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THE PRICE IS RIGHT

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ARCADES—GAMES—BINGO—RIDES—

Music, ETC., ETC.

DAVID ROSEN

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MARCH 3, 1962

WANTED

Juke Box Machines. No critics, steady work, good ear, regular hours.

Write: The Billboard

BOX 354

188 West Randolph

Chicago 1, Illinois

OPERATE UNITED

Shuffle Alleys

and Bowling Alleys

WELCOME EVERYWHERE

* UNITED MANUFACTURING CO.

3625 N. California Ave., Chicago 11, Ill.
Seeburg Rise Continues, Says Pres. O'Brien

CHICAGO — Seeburg president Frank B. O'Brien, last week predicted a continued increase in the firm's sales and earnings for the quarter ending April 30.

In an interview with The Wall Street Journal on the firm's fiscal condition, O'Brien noted that first-quarter sales approximated $11 million, up from $7 million in the like period last year.

"Without provision for federal and state taxes, our earnings in the January 31 quarter jumped more than 50 per cent above the $525,000-pre-tax earnings in the 1961 period," he said.

O'Brien explained that a major share of earnings in the January quarter is not subject to tax because of credits resulting from prior losses. However, such credits amounting to about $300,000 were retained in the first period, he said.

For the quarter ended January 31, 1961, net income was $125,000, equal to 7.6 cents a share on 1,664,002 capital shares outstanding.

Both sales and earnings for the 1961 period have been adjusted to include operating results of several companies acquired during the year.

O'Brien told The Wall Street Journal that increased demand for Seeburg's tending line was primarily responsible for the improvement in sales and earnings.

Operations in the current quarter are expected to continue up to January but O'Brien cautioned that the gain probably will not be as great as that of the initial three months. For the year, he predicted sales will be equal to or showing percentage gain in the fiscal year ended October 31, 1961, when sales reached a record of $22,671, up 18 per cent from fiscal 1960.

Net income, including a special tax credit of $460,000 was $1,093,500 or 55 cents a share. O'Brien ruled out an easy resumption of dividend payments, "certainly for this fiscal year at least." The last common payment was in 1962.

Winter Winds, Blizzards Turn Juke Box Op Revenues to Ice

MILWAUKEE—Juke box route operators, after displaying some signs of recovery in mid-February, were sent reeling again by crippling snowfalls. Weekend location action was slowed to a temporary crawl as the entire area was blanketed with snow from the winter's worst blizzard.

"Operators, nevertheless, have some big records going for them, reports one-stopper Sta. Giuseppi of downtown Radio Doctors. "A lot of numbers among customers this week were strong to the operator trade right after the Christmas holidays. Right now we are getting repeat orders both from local and State operators on Anita Bryant's 'Little, Step by Step,' Shelly Fabers' 'Johnny Angel' and also Paul Peterson's 'She Can't Find Her Keys.'"

Music still accounts for a good share of operator ordering, adds Giuseppi. "But at the same time the lunch, pretty items like Ferrante and Teicher's Begin the Beguin, Roger Williams' Amour and the Floyd Cramer instrumental, 'Chattanooga Choo-Choo' are being heavily ordered by operators."

Local Interest

Interest is high in a single copy of the Comic Books, a local group.

The number is "Black Magic and Witchcraft" by "Musa." on the Citation label. Heavy air plays by this week's Bvonnie Francis' "Don't Break the Heart That Loves You," Ketty Lester's "Love Letters" and "Dream Baby" by Roy Orbison.

Winter winds and snow have swept into the State, bringing some oldies to the juke box areas. On many of his South Side locations. He lists Fonzie Young's "Three Days" b-w "I Let It Slip Away" among recently purchased discs doing well on the boards. Also pulling hefty coin action is Jimmy Designed in "Fanny How Time Slips Away."

Poll Winners

For the polka-loving trade, Sausta points to the latest Feb Rew "Lonnie, Fred and the Polka 'Pals' and "Wendy Waltz" by "Happy Polka" made at "Dallas Waltz." The new Bui Eve's "Little Bit Eve" is released by both Jim Stecher, Stecher Novelty Company, and Arnold Jost, Arnold's Novelty Company. Sales are high on many of the music records."
MOA Newsletter

Music Operators of America’s March newsletter is being reprinted in BMWW exclusively and is not being mailed to the membership. The views expressed are those of MOA.

It’s Your Money

The Copyright Act of 1909 as it pertains to juke box operation specifically provided, in substance, that performance royalty would not apply to the playing of music on machines activated through the insertion of a coin.

With the advent of copyright fee collection societies in the early ’30s, there have been almost annual attempts to amend this section of the Copyright Act. These attempts are through bills introduced in Congress which would force the music operator to pay. In the past, these bills have recommended that the fee be SO MUCH per song—SO MUCH per machine—SO MUCH per week—SO MUCH per month, SO MUCH per year.

SMUCH, SO MUCH, EVER AND EVER SO MUCH

These bills are presented to almost every session of Congress, in years of war, in times of peace, in depression years, in periods of prosperity, in crisis or in calm.

This year is no exception. House Bill 70 introduced by Rep. Emanuel Cellier of New York, proposes, like all the others, that the operator pay. But, not SO MUCH, just pay whatever fee the collectors might demand.

Another prong to these repeated attempts to make the music operator pay is contained in the Report of the Register of Copyrights on the General Revision of the U. S. Copyright Law. This report recommends the following:

The juke box exemption should be repealed, at least, should be replaced by a provision requiring juke box operators to pay reasonable license fees for the public performance of musical works for profit.

Note the use of the word “reasonable.” In copyright society parlance, this means “all the traffic will bear.” Ask the Mexican operator. This year the performance societies there have to 10 percent of the new price of the machine. Ask the German operator how he feels about using the term “reasonable” in connection with copyright societies demands.

A third prong was joined to this pitchfork of economic disaster. A hearing on a bill to set up a Federal Advisory Council on the Arts was held recently. This proposed bill is intended primarily to aid musicians and serious American music. The Secretary of State appeared as a witness for the bill, and it is stated in trade and public press that President Kennedy explicitly endorses the bill. We have no quarrel with the idea, but we were amazed that the testimony in favor of the bill included a “snoozing of juke boxes for non-payment of performance royalty fees.”

The Secretary of the Treasury, in his testimony, expressed to “praise the efforts of copyright societies in aiding serious music.” We are in the music industry, were not invited to comment, even though it is our money that is involved. Our keen nose detects that the usual “juke box operator must pay!” advocates have latched on to this praiseworthy project and are using this proposal to promote their own private interests.

In all of these collection efforts our business is characterized as “enemies,” “billions,” and “free riding.” Enter our society. With five manufacturers, 125 distributors, 5,000 small operators, 20,000 machines and $1 billion in revenue, our operators walk into a bank like any other businessman. A billion dollars in nickels and dimes would require the use of bulldozers and dump trucks! Free riding? The average juke box operator pays a federal stamp tax, a state license, a county license, a city license, an inspection fee. In addition, each operator pays an occupational tax, sales tax, business licenses, taxes upon gross collection, even before he gets in line to pay personal property taxes, real estate taxes, and if there is anything left—income taxes. AND, by payment of a mechanical royalty fee on records, the juke box operators are very close to being the largest single industry financial contributors in the field of music!

Why then is our industry asked to support a small rich minority of songwriters? Why must we raise the tin cup for musicians? Should we expect a demand to support, to subsidize somebody else next year?

Our past record of defense against these financial onslaughts has been good, thanks to a wise and fair Congress. But these are defenses which come but once a year. In both Congress our opposition gives our industry a good going over as far as public impression is concerned. We sit tight.

If we insist on sitting, at least do it at a round table of manufacturers-distributors-operators. Let’s do this at the only gathering our industry has—during the MOA show, let this meeting concern itself with only one subject: “How to cope with these increasing financial demands upon our industry.” Let’s decide how to put our side of the story before the general public.

MUSIC OPERATORS OF AMERICA, INC.

Our next newsletter will suggest to the operator how he can get his side of the story before 22,000,000 people.

W’chester Ops Holding Blast

YONKERS, N. Y. — The 11th annual banquet of the Westchester Operators Guild will be held May 22 at the Tropical Acres Restaurant, 1111 Central Park Avenue, here.

Co-chairmen for the event are Harold Rosenberg and Seymour Pollak with Lou Tartaglia in charge of entertainment.

Top recording talent and a name emcee are slated to appear. Anticipated attendance is 200. Tickets, on sale now, are $15 each.

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

45 RPM 60c
All LP's—Regular Distributor Wholesale—Nothing Over.

SAME DAY SERVICE

THE MUSICAL SALES CO.
The Musical Sales Bldg.
Baltimore 1, Maryland

BEST BY TEST...LEADS ALL THE REST

Williams

JOLLY JOKERS

"add a ball" for extended play

FEATURING WILLIAM'S MOVING TARGET

SPELLING J-O-K-E-R

Lites up center

Moving Target to score "extra" ball,

Also lites up one Joker lite at the bottom of playfield.

Each time all Joker lites are lit player receives additional ball.

HI-STYLE cabinet design

WILLIAMS ELECTRONIC MANUFACTURING CORP.
4242 W. FILLMORE ST. • CHICAGO 24, ILLINOIS

BUY THE BEST—BUY WILLIAMS
ROCK-OLA again gives you profit features and service simplicity in the all new Princess Phonograph

**NEW SIMPLIFIED SELECTOR.** Another new Rock-Ola innovation is the simplified coin- and tone-selector mechanism. All you do is move a coin or flip a lever, and the mechanism automatically selects the record location. The elimination of electro-magnetic selectors means service calls are reduced and increased dependability for greater operating profits.

**FEATHER-TOUCH TONE ARM PLUG-IN CARTRIDGE SNAP-UP STYLUS.** Larger needle area and reduced friction means longer life for stylus and needle. The Princess incorporates a new, flexible, feather-weight tone arm containing a specially designed 40,000 high performance demagnetized pin stylus in SIMONOID type. The famous Rock-Ola reliability is gone through in the cartridge which nearly eliminates needle or stylus. These features are just another proof of Rock-Ola economy of operation developed through years of scientific testing.

331/3-45 RPM MECH-OMATIC INTERMIX PLAY. Dual speed Rock-Ola black record changer permits selection of any sequence in any kind of records. No matter the speed or whether 78s or 45s are selected, they can all be played on the PRINCESS. Only the PRINCESS gives complete selection for all future location needs. (Optional Equipment)

**COMPACT MECHANISM.** Now for the first time in the history of Con- Trolled phonographs, Rock-Ola has incorporated a complete new snap-action Rock-Ola Record Selector. This new Rock-Ola compact mechanism has been made possible for faster cataloging and maximum area of service, while preserving the tradi- tional Rock-Olaopyright revolution mechanism; design and operating dependability.

**COMPACT NEW DESIGN for greater visibility saves in space, and is practical.** The Princess has a new, crisp, compact design that has been developed to give greater visibility saves in space, and practical. The Princess has a new, compact, compact design that has been developed to give greater visibility savings in space, and practical. The Princess has a new, compact, compact design that has been developed to give greater visibility savings in space, and practical.

**COMPACT ALL-PURPOSE MONAURAL-Stereophonic PHONOGRAPh-100 SELECTIONS**

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★ Total score depends solely on players skill
★ Player may take score or extra ball for additional skill scoring.

- All skill scoring combinations in this pin ball game are intended to build up the players opportunities for a high total score and extended play through skill.

Adjustable Coin Divider for Operator and Location

Available as Keeney's Hacienda (same game) without Panoscope.

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NEW COIN MEN in the news

Midwest

MILWAUKEE MENTIONS

Arnold Jost, Arnold's Coin Machine Company, his wife and 11-year-old son, escaped serious injury several weeks ago while working at El Durand Machine. They were involved in a head-on collision. Both Arnold and his wife were shaken and bruised, and his son required 13 stitches on his forehead. "Thank God for safety belts," said Jost.

Coinmen claim route taken has taken a serious die during February. And the heaps of snow are not tending to improve the situation. ... Another route changes hands: This one up in Green Bay where veteran coinman Adolph Germain sold his small route to Al Durand, Durand Sales, ... George Anthony, Englewood, Calif., president of Tape-A-Theme, background music equipment manufacturer, spent a day in town visiting his distributor, Harry Jacobs Jr., United, Inc. According to Jacobs, plans call for establishing the new Wurlitzer and Tape-A-Thon units at the forthcoming Wisconsin Restaurateur Show, March 6-7-8, at the Milwaukee Arena.

Joke box receipts are at a low ebb, claims Harry Cider Jr., who still manages to find time to enroll for a few courses in electrical engineering at the Milwaukee School of Engineering. ... Despite the heavy snow and hazardous traveling weather, music operators continue to trek to Rockford for their disk needs. claims Jim Meyer, Sopranos included: John Jelier, Dubuque; Andy Vetterman, Wisconsin Dells, and George La Rose, Fond du Lac.

Bad weather conditions during February prompted a change in plans for Rock-Ola service school, according to Carl Hajek, Rock-Ola owner. "We may hold one later in the spring," says Hajek.

Sam Hastings, Hastings Distributing Company, announced this week that his firm is now the Wisconsin distributor for National Shuffleboard. Plans call for putting a man out on the road before long to cover the trade with the line. "The shuffleboard is due to make a strong comeback in this territory," predicts Hastings.

Tom Neshitt now heads the background music division for S. L. London Music Company. He formerly was with that Seeburg distributor in California. ... Dan Sabin has taken on the added duties of operations manager for the Record City one-stop. The new arrangement will give manager Bob Math a little more time to devote to personal contacts with dealers and operators. ... Operators stopping in at the Radio Doctor's Wells Street stronghold this week, according to Sue Cisler, included Jim and Betty Putnam, J. & B. Radio, Eagle River; Anthony Hart, Sheboygan, and Smith-Cameras, Madison.

GOTTLIEB'S

New "Double Twin" Roto-Targets—four targets in scoring position at all times
Top right and left rollovers spin corresponding side targets—score 50 points when lit
Two bumpers spin all targets
One target always lit for 10 times value
Three pop bumpers—one always lit for high score
Hitting center target scores $5 to $50 points—bull's-eye lights all pop bumpers for high score
Four flippers—two for "booster action" at mid-playfield
Sparkling cabinet design • Match feature

SEE YOUR DISTRIBUTOR FOR A DEMONSTRATION TODAY!

1140-30 N. Kostner Avenue • Chicago 51, Illinois

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