

March 17, 1962

# BILLBOARD MUSIC WEEK

Music-Phonograph Merchandising • Radio-Tv Programming • Coin Machine Op

## PAGE ONE RECORDS

BILLBOARD  
MUSIC WEEK  
PAGE ONE RECORD

### SINGLES

#### ★ NATIONAL BREAKOUTS

**GOOD LUCK CHARM**, Elvis Presley, RCA Victor 7992  
**ANYTHING THAT'S PART OF YOU**, Elvis Presley, RCA Victor 7992

#### ★ REGIONAL BREAKOUTS

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

**I WANT TO LOVE YOU** . . .  
Renee Roberts, New Phoenix 6198  
(New Phoenix, ASCAP) (Baltimore, Milwaukee)

**UPTOWN** . . .  
Crystals, Phillies 102 (Aldon, BMI) (Los Angeles)

**I FOUND A LOVE** . . .  
Falcons, LuPine 1003 (LuPine-Progressive-Alibri, BMI) (Nashville-Memphis)

**THE ONE WHO REALLY LOVES YOU** . . .  
Mary Wells, Motown 1024 (Jobette, BMI) (Detroit)

**I WISH WE WERE MARRIED** . . .  
Ronnie & the Hi-Lites, Joy 260 (Joy, ASCAP) (Philadelphia)

**YOU ARE MINE** . . .  
Frankie Avalon, Chancellor 1107 (Debar, ASCAP) (Philadelphia)

**GUITAR BOOGIE SHUFFLE TWIST** . . .  
Virtues, Sure 1733 (Aqua-Virtu, ASCAP) (Philadelphia)

**(What a Sad Way) TO LOVE SOMEONE** . . .  
Ral Donner, Gone 5125 (Tricky-Recherche, ASCAP) (Chicago)

**PARADISE COVE** . . .  
Surfmén, Titan 1723 (Dolly Bee, BMI) (Los Angeles)

**CRY, CRY, CRY** . . .  
Jack Scott, Capitol 4689 (Wolfpack, SESAC) (Minneapolis-St. Paul)

**SHOUT! SHOUT!** . . .  
Ernie Maresca, Seville 117 (Broadway, ASCAP) (Detroit)

**STEP BY STEP, LITTLE BY LITTLE** . . .  
Anita Bryant, Columbia 42257 (Western, ASCAP) (Nashville-Memphis)

**THE WONDERFUL WORLD OF THE YOUNG** . . .  
Andy Williams, Columbia 42265 (Leeds, ASCAP) (Boston)

**THE CRAWL** . . .  
Willie Mitchell, Hi 2044 (Diary, BMI) (Nashville-Memphis)

**VILLAGE OF LOVE** . . .  
Nathaniel Mayer, Fortune 545 (Trianon, BMI) (Detroit)

**IT WASN'T GOD WHO MADE HONKY-TONK ANGELS** . . .  
Kitty Kallen, Columbia 42247 (Peer Int'l, BMI) (Houston)

**SOLDIER BOY** . . .  
Shirelles, Scepter 1228 (Ludix, BMI) (Detroit)

**MOMENTS** . . .  
Jennell Hawkins, Amazon 1003 (Titanic, BMI) (Baltimore)

**TEARS BROKE OUT ON ME** . . .  
Eddy Arnold, RCA Victor 7984 (Pamper, BMI) (Houston)

**WHAT AM I SUPPOSED TO DO** . . .  
Ann-Margret, RCA Victor 7986 (Pamper, BMI) (Baltimore)

**OUTSIDE HEAVEN** . . .  
Paul Greenwood, Musicor 1012 (January, BMI) (Milwaukee)

**GEE, BABY** . . .  
Ben & Bea, Philips 40000 (Ace, BMI) (Miami)

**TWISTIN' MATILDA** . . .  
Jimmy Soul, SPQR 3300 (Pepe, BMI) (Philadelphia)

### ALBUMS

#### ★ NATIONAL BREAKOUTS

##### MONO

**SINATRA AND STRINGS**, Frank Sinatra, Reprise R 1004  
**UP A LAZY RIVER**, Si Zentner, Liberty LRP 7216  
**MARIA**, Roger Williams, Kapp KL 1266

##### STEREO

**COLLEGE CONCERT**, Kingston Trio, Capitol ST 1658  
**SINATRA AND STRINGS**, Frank Sinatra, Reprise R 9-1004  
**LIVE IT UP**, Johnny Mathis, Columbia CS 8511

#### ★ NEW ACTION LP'S

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

##### MONO

**STANDING ROOM ONLY** . . .  
Highwaymen, United Artists UAL 3168

**SINCERELY BRENDA LEE** . . .  
Decca DL 4216

**EVERLY BROTHERS INSTANT PARTY** . . .  
Warner Bros. W 1430

**FOR TEEN TWISTERS ONLY** . . .  
Chubby Checker, Parkway P 7009

**TWO ON THE AISLE** . . .  
Steve Lawrence and Eydie Gorme, United Artists WWR 8518

**CAMPUS ENCORE** . . .  
Four Preps, Capitol T 1647

**SONGS OF THE WEST** . . .  
Burl Ives, Decca DL 4179

**YOUNG, ALIVE AND IN LOVE** . . .  
Paul Anka, RCA Victor LPM 2502

**MIGHTY DAY ON CAMPUS** . . .  
Chad Mitchell Trio, Kapp KL 1262

**SOMEDAY MY PRINCE WILL COME** . . .  
Miles Davis Sextet, Columbia CL 1656

**TEARS AND LAUGHTER** . . .  
Dinah Washington, Mercury MG 20661

**THE DUKE OF EARL** . . .  
Gene (Duke of Earl) Chandler, Vee Jay LP 1040

**ALBUM 7 BY RICK** . . .  
Rick Nelson, Imperial LP 9167

**MOMS MABLEY AT GENEVA CONFERENCE** . . .  
Chess LP 1463

**TWISTIN' ROUND THE WORLD** . . .  
Chubby Checker, Parkway P 7008

##### STEREO

**MARIA** . . .  
Roger Williams, Kapp KS 3266

**ROMAN GUITAR** . . .  
Tony Mottola, Command RS 816 SD

**TONIGHT** . . .  
Ferrante & Teicher, United Artists UAS 6171

**MIDNIGHT IN MOSCOW** . . .  
Kenny Ball and His Jazzmen, Kapp KS 1276

**LINGER AWHILE WITH VIC DAMONE** . . .  
Capitol ST 1646

#### NEW ON THE TOP LP'S

##### MONO

**101. SINATRA AND STRINGS** . . .  
Frank Sinatra, Reprise R 1004

**123. UP A LAZY RIVER** . . .  
Si Zentner, Liberty LRP 7216

**125. MARIA** . . .  
Roger Williams, Kapp KL 1266

**129. MIDNIGHT IN MOSCOW** . . .  
Kenny Ball and His Jazzmen, Kapp KL 1276

**142. BRAHMS' CONCERTO NO. 2** . . .  
Van Cliburn, RCA Victor LM 2581

## NEW PRESLEY RECORD HYPOS SINGLES MART

NEW YORK—Biggest shot in the arm for the singles business last week was Elvis Presley, whose "Good Luck Charm" on RCA Victor proved a smash across the country. Dealers report this disk shapes up as one of his biggest—indicating that the chanter has lost none of his sales appeal, despite earlier reports to the contrary.

Disks making the regional breakout chart cover a broad range of rock and roll and so-called good music-styled sides, with Nashville country-oriented product also having strong representation both as to artist and song material.

Hottest of the new LP's across the country included the new Frank Sinatra album on Reprise, "Sinatra and Strings," "Si Zentner's Up a Lazy River," on Liberty, and Roger Williams' "Maria," on Kapp in the mono field. Sinatra's LP also made it in stereo as a national breakout, as did the Kingston Trio with "College Concert," on Capitol, and Johnny Mathis with "Live It Up," on Columbia.

Business-wise, dealers in the Midwest suffered from storms last week, and it was expected that dealers along the Atlantic seaboard would report a similar condition this week, owing to gales and floods.

## Presley Leading 'Charmed' Life

CHICAGO—If anyone needs a good luck charm, it's not Elvis Presley. The teen idol has another single out and it's an odds-on favorite to become not just a hit, but a two-sided one at that.

Both "Good Luck Charm" and its flip, "Anything That's Part of You," are getting strong air play and both showed up strong in store sales here last week—the "Good Luck Charm" side being the biggest.

Also breaking was "What a Sad Way to Love Someone," by Ral Donner on Gone. "It Wasn't God Who Made Honky Tonk Angels," by Kitty Kallen on Columbia, picked up again here last week.

Looking at the air-play situation, picks are: "Johnny Jingo," by Hayley Mills on Vista; "Come Back Silly Girl," by the Lettermen on Capitol, and "Quarter 'Til Four Stomp," by the Stompers on Landa.

Local boy Paul Gallis with his "Boogie Twist" on Heart-beat continued strong and was also getting good air play. Chubby Checker's "Slow Twistin'" appears to have established itself as the side over the flip, "La Paloma Twist."

David Carroll is taking a very slight lead over Nana Mouskouri in their battle on "White Rose of Athens."

## 'Charm' & 'Jam' Get N.Y.C. Action

NEW YORK—There was not much movement on the new record scene here last week. Elvis Presley's latest, "Good Luck Charm," was starting to move, although not with the impact dealers here expected, or desired. A new record by Bobby Gregg on the Cotton label, called "Jam," was starting to grab early sales here and looked like a comer.

Many dealers were complaining strongly about the new pretty music format on the part of radio stations WINS and WHN. They claimed that it already had an impact on rock and roll sales since "what the kids can't hear they can't buy." One dealer in Queens said that instead of his usual buy on a new rock and roll disk he was only buying four or five pieces until he saw what was happening.

The same dealers said that the teens were not buying the sweet stuff that WINS and WHN were airing. Some dealers reported that they were pushing the rock and roll oldies that the kids already knew in order to maintain single sales.

## Avalon Leads Philly's Breakouts

PHILADELPHIA—Four breakout single disks, the healthiest quantity for any week in recent months, punctuated the sales scene here last week. Frankie Avalon led the parade with what dealers described as "Frankie's biggest record in two years," with "You Are Mine," on Chancellor.

The home town Avalon was followed by Joy Records' "I Wish We Were Married," by Ronnie and the Highlights; "Guitar Boogie Shuffle Twist," a disk by the Virtues that has been getting isolated action here for a number of weeks, and "Twistin' Matilda," by Jimmy Soul on the SPQR label.

In other Quaker City developments, dealers reported a lot of local excitement over a Joey Dee side, "Shout," being programmed by local stations out of the Dee album. It's not yet available in single form. Another brand-new side creating action here is Ray Charles' "At the Club." Other new records making some noise in town are the Crewcuts' "Twisting All Around the World," on Whale and "La Bamba," by Ray Allen and the Upbeats on Blast.

#### NEW ON THE HOT 100

**51. GOOD LUCK CHARM** . . .  
Elvis Presley, RCA Victor 7992

**70. ANYTHING THAT'S PART OF YOU** . . .  
Elvis Presley, RCA Victor 7992

**72. TELL ME** . . .  
Dick and Deedee, Liberty 55412

**75. SHE CRIED** . . .  
Jay and the Americans, United Artists 415

**78. SOUL TWIST** . . .  
King Curtis, Enjoy 1000

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150 Best Selling

## MONAURAL LP's

★ STAR PERFORMERS—selections on Chart 9 weeks or less registering greatest upward progress this week.

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	BLUE HAWAII Elvis Presley, RCA Victor LPM 2426	21
2	2	YOUR TWIST PARTY Chubby Checker, Parkway P 7007	14
3	3	DOIN' THE TWIST AT THE PEPPERMINT LOUNGE Joey Dee & the Starliners, Roulette R 25166	14
4	4	THE TWIST Chubby Checker, Parkway P 7001	62
5	5	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LPM 2362	23
6	6	TIME OUT Dave Brubeck, Columbia CL 1397	63
7	7	LET THERE BE DRUMS Sandy Nelson, Imperial LP 9159	9
8	10	WEST SIDE STORY Sound Track, Columbia OL 5670	21
9	8	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	117
10	15	CAMELOT Original Cast, Columbia KOL 5620	60
11	11	DO THE TWIST Ray Charles, Atlantic 8054	13
12	20	A SONG FOR YOUNG LOVE Leftarmen, Capitol T 1669	4
13	13	JUDY AT CARNEGIE HALL Judy Garland, Capitol WBO 1569	33
14	19	WEST SIDE STORY Original Cast, Columbia OL 5230	75
15	21	SING OUT! Limelifters, RCA Victor LPM 2445	7
16	12	I REMEMBER TOMMY Frank Sinatra, Reprise R 1003	19
17	29	SO MUCH IN LOVE Ray Conniff Singers, Columbia CL 1720	5
18	31	TIME FURTHER OUT Dave Brubeck Quartet, Columbia CL 1690	12
19	16	MILK AND HONEY Original Cast, RCA Victor LOC 1065	17
20	9	FOR TWISTERS ONLY Chubby Checker, Parkway P 7002	15
21	26	FLOWER DRUM SONG Sound Track, Decca DL 9098	12
22	37	HEY, LET'S TWIST Sound Track, Roulette R 25168	5
23	17	MOON RIVER Lawrence Welk, Dot DLP 3412	11
24	24	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	71
25	25	TWIST WITH THE VENTURES Dolton BLP 2010	9
26	34	MY FAIR LADY Original Cast, Columbia OL 5090	310
27	27	RUNAROUND SUE Dion, Laurie LLP 2009	16
28	22	THE KINGSTON TRIO CLOSE UP Capitol T 1642	23
29	14	LET'S TWIST AGAIN Chubby Checker, Parkway P 7004	25
30	18	OLDIES BUT GOODIES, VOL. I Various Artists, Original Sound 5001	128
31	33	JOAN BAEZ, VOL. II Vanguard VRS 9094	16
32	23	NEVER ON SUNDAY Connie Francis, MGM E 3965	20
33	39	BIG BAD JOHN Jimmy Dean, Columbia CL 1735	15
34	28	SING ALONG WITH MITCH Mitch Miller, Columbia CL 1160	191
35	45	LET'S TWIST HER Bill Black's Combo, Hi HL 12006	9
36	50	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133	202
37	44	WEST SIDE STORY Ferrante & Teicher, United Artists UAL 3166	17
38	53	PORTRAIT OF JOHNNY Johnny Mathis, Columbia CL 1644	29
39	51	HORN A-PLENTY Al Hirt, RCA Victor LPM 2446	3
40	90	COLLEGE CONCERT Kingston Trio, Capitol T 1658	2
41	57	MOMS MABLEY AT THE PLAYBOY CLUB Chess LP 1460	20
42	30	CHUBBY CHECKER/BOBBY RYDELL Cameo C 1013	13
43	40	BUTTON-DOWN MIND OF BOB NEWHART Warner Bros. W 1379	96
44	48	HOW TO SUCCEED IN BUSINESS WITHOUT REALLY TRYING Original Cast, RCA Victor LOC 1066	16
45	49	NEVER ON SUNDAY Sound Track, United Artists UAL 4070	60
46	52	WOODY WOODBURY'S SALOONATICS Stereadiffies MW 4	9
47	35	YOUR REQUEST SING ALONG WITH MITCH Mitch Miller, Columbia CL 1671	26
48	38	CALCUTTA Lawrence Welk, Dot DLP 3359	59
49	84	LIVE IT UP Johnny Mathis, Columbia CL 1711	4
50	89	MIKE NICHOLS AND ELAINE MAY EXAMINE DOCTORS Mercury MG 20680	4
51	41	RUSTY WARREN BOUNCES BACK Jubilee JGM 2029	13
52	42	TV SING ALONG WITH MITCH Mitch Miller, Columbia CL 1628	41

This Week	Last Week	Title, Artist, Label	Wks. on Chart
53	32	OLDIES BUT GOODIES, VOL. III Various Artists, Original Sound 5004	31
54	47	THE SLIGHTLY FABULOUS LIMELITERS RCA Victor LPM 2393	24
55	54	THE LION SLEEPS TONIGHT Tokens, RCA Victor LPM 2514	8
56	72	VERSATILE BURL IVES Decca DL 4152	5
57	58	KING OF KINGS Original Movie Music; Miklos Rozsa, MGM 182	16
58	46	PAUL ANKA SINGS HIS BIG 15 ABC-Paramount ABC 323	89
59	55	TWISTIN' IN HIGH SOCIETY Lester Lanin Ork., Epic LM 3825	7
60	74	JUMP UP CALYPSO Harry Belafonte, RCA Victor LPM 2388	29
61	43	BEHIND THE BUTTON-DOWN MIND OF BOB NEWHART Warner Bros. W 1417	20
62	67	SOUTH PACIFIC Sound Track, RCA Victor LOC 1032	207
63	77	HYMNS Tennessee Ernie Ford, Capitol T 756	234
64	36	MURRAY THE "K'S" BLASTS FROM THE PAST Various Artists, Chess LP 1461	12
65	66	BUDDY HOLLY STORY Coral CRL 57326	62
66	79	SOUTH PACIFIC Original Cast, Columbia OL 4180	405
67	59	YELLOW BIRD Lawrence Welk, Dot DLP 3389	31
68	64	JOSE JIMENEZ IN ORBIT/BILL DANA ON EARTH Kapp KL 1257	10
69	69	ROARING 20'S Dorothy Provine, Warner Bros. W 1394	42
70	73	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAL 3122	59
71	62	CARNIVAL Original Cast, MGM E 3946	42
72	68	THE ASTRONAUT Jose Jimenez, Kapp KL 1238	35
73	87	LINGER AWHILE WITH VIC DAMONE Capitol T 1646	3
74	92	SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. III (Black Seal—Popular), Various Artists, RCA Victor LOP 1509	28
75	83	GOIN' PLACES Kingston Trio, Capitol T 1564	37
76	81	GOLDEN WALTZES Billy Vaughn, Dot DLP 3280	23
77	82	IF YOU BELIEVE Brook Benton, Mercury MG 20619	5
78	61	TWIST WITH BOBBY DARIN Atco 138	8
79	94	MEMORIES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1542	70
80	70	EXODUS Sound Track, RCA Victor LOC 1058	61
81	103	RHYTHM SING ALONG WITH MITCH Mitch Miller, Columbia CL 1727	2
82	71	KINGSTON TRIO Capitol T 996	173
83	75	SENTIMENTAL SING ALONG WITH MITCH Mitch Miller, Columbia CL 1457	88
84	60	FLOWER DRUM SONG Original Cast, Columbia OL 5350	127
85	104	G. I. BLUES Elvis Presley, RCA Victor LPM 2256	72
86	100	MIDNIGHT SPECIAL Jimmy Smith, Blue Note 4078	5
87	93	STUDENT PRINCE Mario Lanza, RCA Victor LM 2339	44
88	98	ENCORE OF GOLDEN HITS Platters, Mercury MG 20472	105
89	101	JOAN BAEZ, VOL. I Vanguard VRS 9078	3
90	95	THE GAY LIFE Original Cast, Capitol WAO 1560	4
91	109	MUSIC FROM EXODUS AND OTHER GREAT THEMES Mantovani, London LL 3231	65
92	106	RICK IS 21 Rick Nelson, Imperial LP 9152	42
93	85	NEW PIANO IN TOWN Peter Nero, RCA Victor LPM 2383	26
94	111	ITALIA MIA Mantovani, London LL 3229	42
95	117	FILM ENCORES, VOL. I Mantovani, London LL 1700	190
96	112	EBB TIDE AND OTHER INSTRUMENTAL FAVORITES Earl Grant, Decca DL 4165	30
97	99	SINUSATIONAL Rusty Warren, Jubilee JGM 2034	43
98	128	DANNY BOY AND OTHER SONGS I LOVE TO SING Andy Williams, Columbia CL 1751	3
99	113	HEAVENLY Johnny Mathis, Columbia CL 1351	130
100	119	HYMNS AT HOME Tennessee Ernie Ford, Capitol T 1604	8

This Week	Last Week	Title, Artist, Label	Wks. on Chart
101	—	SINATRA AND STRINGS Frank Sinatra, Reprise R 1004	1
102	110	ALL THE WAY Brenda Lee, Decca DL 4176	29
103	76	WEST SIDE STORY Stan Kenton, Capitol T 1609	21
104	126	FERRANTE AND TEICHER, LOVE THEMES United Artists WWR 2514	6
105	114	LET'S ALL SING WITH THE CHIPMUNKS David Seville & the Chipmunks, Liberty LRP 3132	9
106	97	AIN'T THAT WEIRD! Brother Dave Gardner, RCA Victor LPM 2335	26
107	105	BUTTON-DOWN MIND STRIKES BACK Bob Newhart, Warner Bros. W 1393	70
108	108	WHAT'D I SAY Ray Charles, Atlantic 8029	29
109	123	BEST OF THE DUKES OF DIXIELAND Audio Fidelity AFLP 1956	14
110	122	FROM THE HUNGRY I Kingston Trio, Capitol T 1107	153
111	80	MOMS MABLEY AT THE UN Chess LP 1452	46
112	86	SOMEBODY LOVES ME Ray Conniff Singers, Columbia CL 1642	27
113	107	ALAN FREED'S MEMORY LANE Various Artists, End LP 314	5
114	116	BROTHERS FOUR SONG BOOK Columbia CL 1697	13
115	118	SEPTEMBER IN THE RAIN Dinah Washington, Mercury MG 20638	13
116	78	BABES IN TOYLAND Sound Track, Vista BV 4022	9
117	136	MURRAY THE "K'S" SING ALONG WITH THE ORIGINAL GOLDEN GASSERS Various Artists, Roulette R 25159	23
118	120	JIMMY REED AT CARNEGIE HALL Vee Jay 2 LP 1035	22
119	127	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6006	123
120	56	MEXICO Bob Moore, Monument M 4005	18
121	91	TAKE GOOD CARE OF MY BABY Bobby Vee, Liberty LRP 3211	7
122	133	TONIGHT IN PERSON Limelifters, RCA Victor LPM 2272	55
123	—	UP & LAZY RIVER Si Zentner, Liberty LRP 7216	1
124	96	SONGS FOR SINNERS Rusty Warren, Jubilee JLP 2024	21
125	—	MARIA Roger Williams, Kapp KL 1266	1
126	134	SATURDAY NIGHT SING ALONG WITH MITCH Mitch Miller, Columbia CL 1414	82
127	63	GENIUS AFTER HOURS Ray Charles, Atlantic 1369	17
128	132	GOLDEN PIANO HITS Ferrante & Teicher, United Artists WWR 3505	6
129	—	MIDNIGHT IN MOSCOW Kenny Ball & His Jazzmen, Kapp KL 1276	1
130	88	BERLIN MELODY Billy Vaughn, Dot DLP 3396	15
131	65	WHOLE LOTTA FRANKIE Frankie Avalon, Chancellor CHL 5018	18
132	131	HERE WE GO AGAIN Kingston Trio, Capitol T 1258	117
133	140	A PERSONAL APPEARANCE Shelley Berman, Verve V 15027	19
134	141	SAIL AWAY Original Cast, Capitol WAO 1643	16
135	144	MORE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1243	160
136	121	KEAN Original Cast, Columbia KOL 5720	12
137	129	ELLA IN HOLLYWOOD Ella Fitzgerald, Verve V 4052	18
138	135	TENNESSEE ERNIE FORD—SPIRITUALS Capitol T 818	3
139	130	HAPPY TIMES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1568	53
140	139	MY FAVORITE CHOPIN Van Cliburn, RCA Victor LM 2576	7
141	138	ROGER WILLIAMS GREATEST HITS Kapp KL 1260	7
142	—	BRAMMS: CONCERTO NO. 2 Van Cliburn, RCA Victor LM 2581	1
143	—	YOUNG, WARM AND WONDERFUL Peter Nero, RCA Victor LPM 2484	1
144	147	HERE'S JONATHAN Jonathan Winters, Verve MG 15025	42
145	—	TONIGHT Ferrante & Teicher, United Artists UAL 3171	1
146	124	FIRESIDE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1389	89
147	115	HELL BENT FOR LEATHER Frankie Laine, Columbia CL 1615	21
148	137	SONGS OF THE FABULOUS 50'S Roger Williams, Kapp KL 1209	7
149	—	DOWN HOME Chet Atkins, RCA Victor LPM 2450	1
150	—	ALWAYS YOU Robert Goulet, Columbia CL 1676	1

50 Best Selling

## STEREO LP's

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LSP 2362	21
2	2	BLUE HAWAII Elvis Presley, RCA Victor LSP 2426	20
3	3	STEREO 35/MM Enoch Light & His Ork, Command RS 826 SD	23
4	5	WEST SIDE STORY Sound Track, Columbia OS 2070	18
5	13	CAMELOT Original Cast, Columbia KOS 2031	60
6	4	MOON RIVER Lawrence Welk, Dot DLP 25412	10
7	14	SO MUCH IN LOVE Ray Conniff Singers, Columbia CS 8520	5
8	6	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	105
9	11	TIME OUT Dave Brubeck, Columbia CS 8192	32
10	7	JUDY AT CARNEGIE HALL Judy Garland, Capitol SWBO 1569	33
11	8	TIME FURTHER OUT Dave Brubeck Quartet, Columbia CS 8490	8
12	12	I REMEMBER TOMMY Frank Sinatra, Reprise R 9-1003	17
13	16	STEREO 35/MM, VOL. II Enoch Light & His Ork, Command RS 831 SD	5
14	9	PERSUASIVE PERCUSSION, VOL. I Terry Snyder and the All Stars, Command RS 800 SD	104
15	15	FLOWER DRUM SONG Sound Track, Decca DL 7-9098	8
16	10	KING OF KINGS Original Movie Music; Miklos Rozsa, MGM SIE 2	19
17	20	BEST OF THE DUKES OF DIXIELAND Audio Fidelity AFSD 5956	14
18	18	WEST SIDE STORY Ferrante & Teicher, United Artists UAS 6166	13
19	17	SING OUT! Limelifters, RCA Victor LSP 2445	5
20	22	DOIN' THE TWIST AT THE PEPPERMINT LOUNGE Joey Dee & His Starliners, Roulette SR 25166	9
21	21	EBB TIDE AND OTHER INSTRUMENTAL FAVORITES Earl Grant, Decca DL 74165	30
22	28	SOUTH PACIFIC Sound Track, RCA Victor LSO 1032	142
23	31	WEST SIDE STORY Original Cast, Columbia OS 2001	37
24	38	HORN A-PLENTY Al Hirt, RCA Victor LSP 2446	2
25	34	MELODY & PERCUSSION FOR TWO PIANOS Ronnie Aldrich & His 2 Pianos, London SP 44007	21
26	26	YELLOW BIRD Lawrence Welk, Dot DLP 25389	32
27	30	LET THERE BE DRUMS Sandy Nelson, Imperial 12080	7
28	33	COMBO! Henry Mancini, RCA Victor LSP 2258	3
29	27	BERLIN MELODY Billy Vaughn, Dot DLP 25996	15
30	36	EROTIC PERCUSSION Stanley Black & His Ork, London SP 44004	6
31	24	THE KINGSTON TRIO CLOSE UP Capitol ST 1642	21
32	40	RHYTHM SING ALONG WITH MITCH Mitch Miller, Columbia CS 8527	2
33	45	TWIST WITH THE VENTURES Dolton, BST 8010	2
34	29	PASS IN REVIEW Bob Sharpe's Ork, London SP 44001	23
35	42	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAS 6122	60
36	43	JUMP UP CALYPSO Harry Belafonte, RCA Victor LSP 2388	28
37	—	COLLEGE CONCERT Kingston Trio, Capitol ST 1659	1
38	35	TV SING ALONG WITH MITCH Mitch Miller, Columbia CS 8428	40
39	—	SINATRA AND STRINGS Frank Sinatra, Reprise R9-1004	1
40	19	SING ALONG WITH MITCH Mitch Miller, Columbia CS 8004	92
41	39	PERSUASIVE PERCUSSION, VOL. IV Enoch Light & the Command All Stars, Command RS 830 SD	4
42	—	LIVE IT UP Johnny Mathis, Columbia CS 8511	1
43	50	BRAMMS: CONCERTO NO. 2 Van Cliburn, RCA Victor LSC 2581	2
44	32	THE SLIGHTLY FABULOUS LIMELITERS RCA Victor LSP 2393	21
45	46	YOUR REQUEST SING ALONG WITH MITCH Mitch Miller, Columbia CS 8471	25
46	47	FERRANTE & TEICHER, LOVE THEMES United Artists WWS 8514	13
47	23	PORTRAIT OF JOHNNY Johnny Mathis, Columbia CS 8444	28
48	41	RODGERS: VICTORY AT SEA, VOL. III RCA Victor Symphony Ork. (Bennett), RCA Victor LSC 2523	26
49	49	WEST SIDE STORY Sien Kutcn, Capitol ST 1607	17
50	48	GOLDEN PIANO HITS Ferrante & Teicher, United Artists WWS 8505	6

"ABSOLUTELY LOVEABLE MUSICAL"

NADEL-World Telegram Sun, New York

# "A FAMILY AFFAIR"

ORIGINAL CAST ALBUM

**A RECORDED MUSICAL MASTERPIECE**



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UAL 4099  
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## SHELLEY BERMAN

EILEEN HECKART

MORRIS CARNOVSKY

RITA GARDNER

LARRY KERT

BIBI OSTERWALD



THE PROUDEST NAME  
IN ENTERTAINMENT

★ STAR PERFORMERS—Selections registering greatest upward progress this week.

Ⓢ Indicates that 45 r.p.m. stereo single version is available.

△ Indicates that 33 1/3 r.p.m. mono single version is available.

Ⓢ Indicates that 33 1/3 r.p.m. stereo single version is available.

THIS WEEK	1	2	3	4	5	TITLE	Artist, Label & Number	Weeks On Chart
1	1	2	5			HEY! BABY	Bruce Channel, Smash 1731	8
2	3	8	16			MIDNIGHT IN MOSCOW	Kenny Ball, Kapp 442	7
3	4	13	23			DON'T BREAK THE HEART THAT LOVES YOU	Comle Francis, MGM 13059	6
4	5	12	17			LET ME IN	Sensations, Argo 5405	11
5	2	1	1			DUKE OF EARL	Gene (Duke of Earl) Chandler, Vee Jay 416	10
6	8	16	21			HER ROYAL MAJESTY	James Darren, Colpix 622	7
7	10	20	26			WHAT'S YOUR NAME	Don and Juan, Big Top 3079	6
8	6	6	8			CRYING IN THE RAIN	Everly Brothers, Warner Bros. 5250	10
9	7	4	6			BREAK IT TO ME GENTLY	Brenda Lee, Decca 31348	10
10	12	17	19			PERCOLATOR (TWIST)	Billy Joe and the Checkmates, Dore 620	10
11	9	3	2			THE WANDERER	Dion, Laurie 3115	15
12	16	21	24			SMOKY PLACES	Corsairs, Tuff 3030	12
13	21	27	33			TWISTIN' THE NIGHT AWAY	Sam Cooke, RCA Victor 7983	7
14	36	60				SLOW TWISTIN'	Chubby Checker, Parkway 835	3
15	11	11	9			DEAR LADY TWIST	Gary (U. S.) Bonds, LeGrand 1015	14
16	20	28	36			SHE'S GOT YOU	Patsy Cline, Decca 31354	8
17	17	18	18			TUFF	Ace Cannon, HI 2040	12
18	23	30	53			DREAM BABY	Roy Orbison, Monument 456	5
19	14	10	11			CHIP CHIP	Gene McDaniels, Liberty 55405	9
20	22	31	46			HEY, LET'S TWIST	Joey Dee & the Starliners, Roulette 4408	5
21	24	22	25			MY BOOMERANG WON'T COME BACK	Charlie Drake, United Artists 398	10
22	35	45	66			I'VE GOT BONNIE	Bobby Rydell, Cameo 209	5
23	39	67	84			LOVE LETTERS	Ketty Lester, Era 3068	4
24	13	5	4			THE TWIST	Chubby Checker, Parkway 811	36
25	29	38	45			WHERE HAVE ALL THE FLOWERS GONE	Kingston Trio, Capitol 4671	9
26	15	7	3			NORMAN	Sue Thompson, Hickory 1159	15
27	31	41	58			COME BACK SILLY GIRL	Lettermen, Capitol 4699	5
28	50	81				JOHNNY ANGEL	Shelley Fabares, Colpix 621	3
29	33	35	41			DRUMS ARE MY BEAT	Sandy Nelson, Imperial 5809	6
30	27	25	13			COTTON FIELDS	Highwaymen, United Artists 370	16
31	32	42	56			JAMIE	Eddie Holland, Motown 1021	9
32	49	77				MASHED POTATO TIME	Dee Dee Sharp, Cameo 212	3
33	25	19	20			I'M BLUE (The Gong-Gong Song)	Ikettes, Atco 6212	10
34	34	39	50			HE KNOWS I LOVE HIM TOO MUCH	Paris Sisters, Gregmark 10	8

THIS WEEK	45	57	81	TITLE	Artist, Label & Number	Weeks On Chart
35	45	57	81	PLEASE DON'T ASK ABOUT BARBARA	Bobby Vee, Liberty 55419	4
36	47	64	85	LOVE ME WARM AND TENDER	Paul Anka, RCA Victor 7977	4
37	58	84		YOUNG WORLD	Rick Nelson, Imperial 5805	3
38	26	14	10	A LITTLE BITTY TEAR	Burl Ives, Decca 31330	13
39	44	54	64	YOU WIN AGAIN	Fats Domino, Imperial 5816	4
40	19	15	14	BABY IT'S YOU	Shirley, Scepter 1227	13
41	18	9	7	PEPPERMINT TWIST	Joey Dee and the Starliners, Roulette 4401	17
42	37	40	52	DO THE NEW CONTINENTAL	Dovells, Parkway 833	8
43	30	24	22	CAJUN QUEEN	Jimmy Dean, Columbia 42282	8
44	46	52	55	CRY TO ME	Solomon Burke, Atlantic 2131	8
45	38	32	40	I'LL SEE YOU IN MY DREAMS	Pat Boone, Dot 16312	8
46	43	34	44	TWISTIN' POSTMAN	Marvelettes, Tamla 54054	8
47	54	61	71	WALK ON THE WILD SIDE	Brook Benton, Mercury 71925	5
48	41	23	15	I KNOW	Barbara George, AFO 302	18
49	60	75	87	YOU BETTER MOVE ON	Arthur Alexander, Dot 16309	4
50	42	47	43	AFRIKAAN BEAT	Bert Kaempfert, Decca 31350	9
51				GOOD LUCK CHARM	Elvis Presley, RCA Victor 7992	1
52	69	85	94	WHEN MY LITTLE GIRL IS SMILING	Drifters, Atlantic 2134	4
53	56	63	69	POP-EYE	Huey Smith and the Clowns, Ace 649	5
54	28	26	29	TO A SLEEPING BEAUTY	Jimmy Dean, Columbia 42282	9
55	62	73	86	SOMETHING'S GOT A HOLD ON ME	Etta James, Argo 5409	4
56	74	89		LOVER, PLEASE	Clyde McPhatter, Mercury 71941	3
57	61	74	83	CRY, BABY, CRY	Angels, Caprice 1018	5
58	51	44	57	LIZZIE BORDEN	Chad Mitchell Trio, Kapp 439	8
59	75			IF A WOMAN ANSWERS	Leroy Van Dyke, Mercury 71926	2
60	65	72	74	YESSIREE	Linda Scott, Congress 101	6
61	85	90		SHE CAN'T FIND HER KEYS	Paul Peterson, Colpix 620	3
62	70	76		NUT ROCKER	B. Bumble & the Stingers, Rendezvous 166	3
63	71	79		ALVIN TWIST	Chipmunks, Liberty 55424	3
64	55	51	51	THAT'S MY PA	Sheb Wooley, MGM 13046	11

THIS WEEK	80	95	TITLE	Artist, Label & Number	Weeks On Chart	
65	80	95	PATTI ANN	Johnny Crawford, Del FI 4172	3	
66	68	59	63	OUR ANNIVERSARY	Shep & the Limettes, Hull 748	5
67	53	43	35	WHAT'S SO GOOD ABOUT GOODBYE	Miracles, Tamla 54053	10
68	81	92	100	DEAR ONE	Larry Finnegan, Old Town 1113	4
69	72	78	80	YES INDEED	Pete Fountain, Coral 65549	4
70				ANYTHING THAT'S PART OF YOU	Elvis Presley, RCA Victor 7992	1
71	88	99		LOLLIPOPS AND ROSES	Jack Jones, Kapp 435	3
72				TELL ME	Dick & DeeDee, Liberty 55413	1
73	96			GINNY COME LATELY	Brian Hyland, ABC-Paramount 10294	2
74	89			ROLY POLY	Joey Dee & the Starliners, Roulette 4408	2
75				SHE CRIED	Jay & the Americans, United Artists 415	1
76	86			ANNIE GET YOUR YO-YO	Little Junior Parker, Duke 345	2
77	83	83	90	SURFIN'	Beach Boys, Candix 331	5
78				SOUL TWIST	King Curtis, Enjoy 1000	2
79				LA PALOMA TWIST	Chubby Checker, Parkway 835	1
80				STRANGER ON THE SHORE	Acker Bilk, Atco 6217	1
81				MASHED POTATOES	Steve Alaimo, Checker 1006	1
82	92	98		MIDNIGHT SPECIAL	Jimmy Smith, Blue Note 1819	3
83				CINDERELLA	Jack Ross, Dot 16333	1
84	84	70	78	BERMUDA	Linda Scott, Canadian-American 134	6
85				THE JAM	Bobby Gregg, Cotton 1003	1
86	94	97	98	THE BALLAD OF THUNDER ROAD	Robert Mitchum, Capitol 3986	4
87	98			A GIRL HAS TO KNOW	G-Clefs, Terrace 7563	2
88		96		WHITE ROSE OF ATHENS	David Carroll, Mercury 71917	2
89	95			SUMMERTIME	Rick Nelson, Imperial 5805	2
90				MEMORIES OF MARIA	Jerry Byrd, Monument 449	1
91				TWO OF A KIND	Sue Thompson, Hickory 1166	1
92				TEEN QUEEN OF THE WEEK	Freddy Cannon, Swan 4096	2
93	99			AMOR	Roger Williams, Kapp 447	2
94				CHAPEL BY THE SEA	Billy Vaughn, Dot 16329	1
95				JOHNNY JINGO	Hayley Mills, Vista 395	1
96	97			DUCHESS OF EARL	Pearlettes, Vee Jay 435	2
97	100			THE RAINS CAME	Big Sambo, Eric 7003	2
98				SMILE	Ferrante & Telcher, United Artists 431	1
99				THE MOON WAS YELLOW	Frank Sinatra, Capitol 4677	1
100				SWEET THURSDAY	Johnny Mathis, Columbia 42261	1

## HOT 100—A TO Z—(Publisher-Licensee)

Afrikaan Beat (Roosevelt, BMI)	50	I Know (Saturn-At Last, BMI)	48	Roly Poly (Ware-Frost, BMI)	74
Alvin Twist (Monarch, ASCAP)	63	I'll See You in My Dreams (Feist, ASCAP)	45	She Can't Find Her Keys (Arch, ASCAP)	61
Amor (Peer Int'l, BMI)	93	I'm Blue (Progressive-Placid, BMI)	33	She Cried (Trio, BMI)	75
Annie Get Your Yo-Yo (Don, BMI)	76	I've Got Bonnie (Aldon, BMI)	22	She's Got You (Pamper, BMI)	17
Anything That's Part of You (Gladys, ASCAP)	70	If a Woman Answers (Aldon, BMI)	59	Slow Twistin' (Woodcrest, BMI)	14
Baby It's You (Dolli, ASCAP)	40	Jam, The (Cheltenham, BMI)	85	Smile (Bourne, ASCAP)	98
Ballad of Thunder Road, The (Leeds, ASCAP)	86	Jamie (Jobette, BMI)	31	Smokey Places (Annie-Earl & Sun Flower, ASCAP)	12
Bermuda (Suffolk, BMI)	84	Johnny Angel (Post, ASCAP)	28	Something's Got a Hold on Me (Figure, BMI)	55
Break It to Me Gently (Northern, ASCAP)	9	Johnny Jingo (Dickson, ASCAP)	95	Surfin' (Drank-Gullie, BMI)	77
Cajun Queen (Cedarwood, BMI)	43	Johnny Twist (Klamann, ASCAP)	79	Sweet Thursday (Elm Drive, ASCAP)	100
Chip Chip (Trinity & Gio-Mac, BMI)	19	Let Me In (Arc-Kee Williams, BMI)	4	Teen Queen of the Week (Conley, ASCAP)	92
Chapel by the Sea (Sun-Vine, BMI)	94	Little Bitty Tear, A (Pamper, BMI)	38	Tell Me (Odin, ASCAP)	72
Cinderella (Vin-Sun, ASCAP)	87	Lollipop and Roses (Garland, ASCAP)	71	That's My Pa (Channell, ASCAP)	64
Come Back Silly Girl (Aldon, BMI)	27	Love Letters (Famous, ASCAP)	23	To a Sleeping Beauty (Songsmiths-Remick, ASCAP)	54
Cotton Fields (Westside, BMI)	30	Love Me Warm and Tender (Spanka, BMI)	36	Tuff (Jec, BMI)	18
Cry, Baby, Cry (Jersey, BMI)	57	Lover, Please (Lyn-Lou, BMI)	56	Twist, The (Lois, BMI)	24
Cry to Me (Melvin-Progressive, BMI)	44	Mashed Potato Time (Rico-Mill, BMI)	32	Twistin' Postman (Jobette, BMI)	46
Crying in the Rain (Aldon, BMI)	8	Mashed Potatoes (Sherlyo, BMI)	81	Twistin' the Night Away (Kags, BMI)	13
Dear Lady Twist (Peps, BMI)	18	Memories of Maria (Acuff-Rose, BMI)	90	Two of a Kind (Acuff-Rose, BMI)	91
Dear One (Maurson, BMI)	68	Midnight in Moscow (Melody Trails, BMI)	2	Walk on the Wild Side (Columbia, ASCAP)	47
Do the New Continental (Kalamann, ASCAP)	42	Midnight Special (Edmy, BMI)	82	Wanderer, The (Schwarz-Disal, ASCAP)	11
Don't Break the Heart That Loves You (Francon, ASCAP)	3	Moon Was Yellow, The (Bregman, Vocco & Conn, ASCAP)	99	What's So Good About Goodbye (Jobette, BMI)	67
Dream Baby (Combine, BMI)	18	My Boomerang Won't Come Back (Picadilly, BMI)	21	What's Your Name (Mill & Range, BMI)	7
Drums Are My Beat (Travis, BMI)	29	Norman (Acuff-Rose, BMI)	26	When My Little Girl is Smiling (Aldon, BMI)	52
Duchess of Earl (Conrad, BMI)	96	Nut Rocker (Forley, BMI)	62	Where Have All the Flowers Gone (Fall River, BMI)	25
Duke of Earl (Conrad-Karlan, BMI)	5	Our Anniversary (Keel, BMI)	66	White Rose of Athens (Peter Schaeffer's, BMI)	88
Ginny Come Lately (Pogo, ASCAP)	73	Paris Sisters (Maraville, BMI)	65	Yes Indeed (Embassy, BMI)	69
Girl Has to Know, A (Aldon, BMI)	87	Peppermint Twist (Jon-Ware, BMI)	41	Yessiree (Kitt, BMI)	60
Good Luck Charm (Arch, ASCAP)	31	Percolator (Twist) (Meadowlark, ASCAP)	10	You Better Move On (Keva, BMI)	49
He Knows I Love Him Too Much (Aldon, BMI)	54	Please Don't Ask About Barbara (Aldon, BMI)	35	You Win Again (Fred Rose, BMI)	39
Her Royal Majesty (Aldon, BMI)	6	Pop-Eye (Ace, BMI)	53	Young World (Four Star, BMI)	37
Hey! Baby (LeBliss, BMI)	1	Rains Came, The (Crazy Cajun-Coretta, BMI)	97		
Hey, Let's Twist (Ware-Frost, BMI)	20				

## BUBBLING UNDER THE HOT 100

101. I CAN'T SAY GOODBYE	Bobby Vee, Liberty 55419
102. TEARS BROKE OUT ON ME	Eddy Arnold, RCA Victor 7984
103. IT WASN'T GOD WHO MADE HONKY TONK ANGELS	Kitty Kallen, Columbia 42247
104. YOU DON'T MISS YOUR WATER	William Bell, Stax 116
105. IT'S MAGIC	Platters, Mercury 71921
106. STEP BY STEP, LITTLE BY LITTLE	Anita Bryant, Columbia 42257
107. LOVE THEME FROM EL CID	Billy Storm, Infinity 013
108. UPTOWN	Crytals, Philips 102
109. QUARTER TO FOUR STOMP	Stampers, Landa 684
110. THOU SHALT NOT STEAL	John D. Loudermilk, RCA Victor 7993
111. WHAT AM I SUPPOSED TO DO	Ann-Margret, RCA Victor 7986
112. JOEY BABY	Anita and the So and So's, RCA Victor 7974
113. I WON'T BE THERE	Del Shannon, Big Top 3098
114. MOMENTS	Jennell Hawkins, Amazon 1003
115. NUT ROCKER	Jack B. Nimble and the Quicks, Del-Rio 2302
116. SHOUT! SHOUT!	Ernie Maresca, Seville 117
117. GINNY IN THE MIRROR	Del Shannon, Big Top 3098
118. HERE IT COMES AGAIN	Chantels, Carlton 569
119. I WISH WE WERE MARRIED	Ronnie and the Hi-Lites, Joy 260
120. THE ONE WHO REALLY LOVES YOU	Mary Wells, Motown 1024



"THE NATION'S BEST SELLING RECORDS"

NEW RELEASE

People Will Say We're In Love



DEBBIE REYNOLDS

B/W You Better Move On

#16337

HOT SINGLES

RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 16333	Cinderella	JACK ROSS
<input type="checkbox"/> 16309	You Better Move On	ARTHUR ALEXANDER
<input type="checkbox"/> 16329	Chapel By The Sea/One Love, One Heartache	BILLY VAUGHN
<input type="checkbox"/> 16312	I'll See You In My Dreams/Pictures In The Fire	PAT BOONE
<input type="checkbox"/> 16336	Happy Love/Runaway	LAWRENCE WELK
<input type="checkbox"/> 16339	I Cried/Dancing On The Ceiling	DODIE STEVENS

RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 16319	The Original Nut Rocker	JACK B. NIMBLE
<input type="checkbox"/> 16328	Don't Fly Away, Flamingo/Winter Snow	THE FOUR LADS
<input type="checkbox"/> 16330	In A Little Spanish Town/Star Dust	GEORGE CATES
<input type="checkbox"/> 16326	Oh What A Way To Be Loved/Why You Do Me Wrong	DAYLIGHTERS
<input type="checkbox"/> 16320	Frenchy/Glad Rag Doll	JOHNNY MADDOX
<input type="checkbox"/> 16302	The Original Happy Jose	JACK ROSS
<input type="checkbox"/> 16327	Hello, Mr. Heartbreak/Mud Pies	MARGIE RAYBURN

BREAKING FOR A NATIONAL HIT

CINDERELLA

Jack Ross #16333

BEST SELLING ALBUMS

MONO	STEREO	ARTIST
<input type="checkbox"/> 3412	<input type="checkbox"/> 25412	MOON RIVER • Lawrence Welk
<input type="checkbox"/> 3409	<input type="checkbox"/> 25409	GREATEST STRING BAND HITS • Billy Vaughn
<input type="checkbox"/> 3415	<input type="checkbox"/> 25415	BECAUSE YOU'RE MINE • Keely Smith
<input type="checkbox"/> 3410	<input type="checkbox"/> 25410	DOIN' THE TWIST • Louis Prima
<input type="checkbox"/> 3406	<input type="checkbox"/> 25406	THE ANDREWS SISTERS' GREATEST HITS
<input type="checkbox"/> 3389	<input type="checkbox"/> 25389	YELLOW BIRD • Lawrence Welk
<input type="checkbox"/> 3396	<input type="checkbox"/> 25396	BERLIN MELODY • Billy Vaughn
<input type="checkbox"/> 3398	<input type="checkbox"/> 25398	SAD MOVIES • The Lennon Sisters
<input type="checkbox"/> 3419	<input type="checkbox"/> 25419	SURFER'S STOMP • Vaughn Monroe
<input type="checkbox"/> 3417	<input type="checkbox"/> 25417	CAN'T HELP FALLING IN LOVE • The Lennon Sisters
<input type="checkbox"/> 3280	<input type="checkbox"/> 25280	GOLDEN WALTZES • Billy Vaughn
<input type="checkbox"/> 3384	<input type="checkbox"/> 25384	MOODY RIVER • Pat Boone
<input type="checkbox"/> 3366	<input type="checkbox"/> 25366	WHEELS & ORANGE BLOSSOM SPECIAL • Billy Vaughn
<input type="checkbox"/> 3359	<input type="checkbox"/> 25359	CALCUTTA • Lawrence Welk
<input type="checkbox"/> 3250		BEST-LOVED CATHOLIC HYMNS • The Lennon Sisters
<input type="checkbox"/> 3352	<input type="checkbox"/> 25352	WONDERLAND BY NIGHT • Louis Prima
<input type="checkbox"/> 3276	<input type="checkbox"/> 25276	THEME FROM A SUMMER PLACE • Billy Vaughn
<input type="checkbox"/> 3350	<input type="checkbox"/> 25350	LAST DATE • Lawrence Welk
<input type="checkbox"/> 3292	<input type="checkbox"/> 25292	THE LENNON SISTERS SING 12 GREAT HITS
<input type="checkbox"/> 3322	<input type="checkbox"/> 25322	LOOK FOR A STAR • Billy Vaughn
<input type="checkbox"/> 110	<input type="checkbox"/> 110-S	MAN WITH THE BANJO • Eddie Peabody
<input type="checkbox"/> 3001		SWEET MUSIC AND MEMORIES • Billy Vaughn
<input type="checkbox"/> 3016	<input type="checkbox"/> 25016	THE GOLDEN INSTRUMENTALS • Billy Vaughn
<input type="checkbox"/> 3054D	<input type="checkbox"/> 25054D	THE TEN COMMANDMENTS • Sound Track
<input type="checkbox"/> 3064	<input type="checkbox"/> 25064	MELODIES IN GOLD • Billy Vaughn
<input type="checkbox"/> 3068	<input type="checkbox"/> 25068	HYMNS WE LOVE • Pat Boone

MONO	STEREO	ARTIST
<input type="checkbox"/> 3071	<input type="checkbox"/> 25071	PAT'S GREAT HITS • Pat Boone
<input type="checkbox"/> 3086	<input type="checkbox"/> 25086	MUSIC FOR THE GOLDEN HOURS • Billy Vaughn
<input type="checkbox"/> 3098		GALE'S GREAT HITS • Gale Storm
<input type="checkbox"/> 3100	<input type="checkbox"/> 25100	SAIL ALONG SILV'RY MOON • Billy Vaughn
<input type="checkbox"/> 3118	<input type="checkbox"/> 25118	STAR DUST • Pat Boone
<input type="checkbox"/> 3119	<input type="checkbox"/> 25119	BILLY VAUGHN PLAYS THE MILLION SELLERS
<input type="checkbox"/> 3122	<input type="checkbox"/> 25122	JOHNNY MADDOX PLAYS THE MILLION SELLERS
<input type="checkbox"/> 3140	<input type="checkbox"/> 25140	LA PALOMA • Billy Vaughn
<input type="checkbox"/> 3156	<input type="checkbox"/> 25156	BILLY VAUGHN PLAYS
<input type="checkbox"/> 3157	<input type="checkbox"/> 25157	THE MILLS BROTHERS GREAT HITS
<input type="checkbox"/> 3164	<input type="checkbox"/> 25164	MR. MUSIC MAKER • Lawrence Welk
<input type="checkbox"/> 3165	<input type="checkbox"/> 25165	BLUE HAWAII • Billy Vaughn
<input type="checkbox"/> 3170	<input type="checkbox"/> 25170	PETITE FLEUR • Bob Crosby
<input type="checkbox"/> 9500	<input type="checkbox"/> 29500	THE FIVE PENNIES • Sound Track
<input type="checkbox"/> 3208	<input type="checkbox"/> 25208	LET ME CALL YOU SWEETHEART • The Mills Brothers
<input type="checkbox"/> 3210	<input type="checkbox"/> 25210	LOUIS AND KEELY! • Louis Prima, Keely Smith
<input type="checkbox"/> 3241	<input type="checkbox"/> 25241	BE MY LOVE • Keely Smith
<input type="checkbox"/> 3249	<input type="checkbox"/> 25249	RAGTIME PIANO GAL • Jo Ann Castle
<input type="checkbox"/> 3251	<input type="checkbox"/> 25251	SONG OF THE ISLANDS • Lawrence Welk
<input type="checkbox"/> 3302	<input type="checkbox"/> 25302	POLKAS • Lawrence Welk
<input type="checkbox"/> 3360	<input type="checkbox"/> 25360	TONY MARTIN—HIS GREATEST HITS
<input type="checkbox"/> 3338	<input type="checkbox"/> 25338	YELLOW BIRD • THE Mills Brothers
<input type="checkbox"/> 3368	<input type="checkbox"/> 25368	GREAT HAWAIIAN HITS • The Mills Brothers
<input type="checkbox"/> 3400	<input type="checkbox"/> 25400	TAKE FIVE • George Cates
<input type="checkbox"/> 3403	<input type="checkbox"/> 25403	BIG BAD JOHN • Wink Martindale

ALL TIME HIT SINGLES

RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 16022	Trying/P.S. I Love You	THE HILLTOPPERS
<input type="checkbox"/> 16023	Cocanut Grove/In The Mood	JOHNNY MADDOX
<input type="checkbox"/> 16024	Love Walked In	THE HILLTOPPERS
<input type="checkbox"/> 16025	From The Vine Came The Grape	THE HILLTOPPERS
<input type="checkbox"/> 16026	Till Then/Only You (And You Alone)	THE HILLTOPPERS
<input type="checkbox"/> 16026	Melody of Love	BILLY VAUGHN
<input type="checkbox"/> 16026	Sail Along Silv'ry Moon	BILLY VAUGHN
<input type="checkbox"/> 16028	Ain't That A Shame/I'll Be Home	PAT BOONE
<input type="checkbox"/> 16029	The Crazy Otto/Eight Beat Boogie	JOHNNY MADDOX
<input type="checkbox"/> 16030	The Shifting Whispering Sands	BILLY VAUGHN
<input type="checkbox"/> 16030	Part 1 and 2	BILLY VAUGHN
<input type="checkbox"/> 16031	I Hear You Knocking/Ivory Tower	GALE STORM
<input type="checkbox"/> 16032	Dark Moon/Memories Are Made Of This	GALE STORM
<input type="checkbox"/> 16033	I Almost Lost My Mind	PAT BOONE
<input type="checkbox"/> 16033	Friendly Persuasion (Thee I Love)	PAT BOONE
<input type="checkbox"/> 16034	Don't Forbid Me/April Love	PAT BOONE
<input type="checkbox"/> 16035	Love Letters In The Sand	PAT BOONE
<input type="checkbox"/> 16035	A Wonderful Time Up There	PAT BOONE
<input type="checkbox"/> 16036	Young Love/Ninety-Nine Ways	TAB HUNTER
<input type="checkbox"/> 16037	Paper Doll/Glow Worm	THE MILLS BROTHERS

RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 16038	Near You/Beg Your Pardon	FRANCIS CRAIG
<input type="checkbox"/> 16039	To Be Alone/Marianne	THE HILLTOPPERS
<input type="checkbox"/> 15486	The Green Door	JIM LOWE
<input type="checkbox"/> 15538	Come Go With Me	THE DELL-VIKINGS
<input type="checkbox"/> 15550	Dark Moon	BONNIE GUITAR
<input type="checkbox"/> 15841	San Antonio Rose	JOHNNY MADDOX
<input type="checkbox"/> 15858	Yellow Bird	THE MILLS BROTHERS
<input type="checkbox"/> 15879	Blue Hawaii	BILLY VAUGHN
<input type="checkbox"/> 15911	Does Your Chewing Gum Lose Its Flavor	LONNIE DONEGAN
<input type="checkbox"/> 15956	Bei Mir Bist Du Schon	LOUIS PRIMA, KEELY SMITH
<input type="checkbox"/> 15968	Deck Of Cards	WINK MARTINDALE
<input type="checkbox"/> 15985	Am I That Easy To Forget	DEBBIE REYNOLDS
<input type="checkbox"/> 16066	Dutchman's Gold	WALTER BRENNAN
<input type="checkbox"/> 16106	Look For A Star	BILLY VAUGHN
<input type="checkbox"/> 16144	Chills And Fever	RONNIE LOVE
<input type="checkbox"/> 16145	Last Date	LAWRENCE WELK
<input type="checkbox"/> 16151	Wonderland By Night	LOUIS PRIMA
<input type="checkbox"/> 16161	Calcutta	LAWRENCE WELK
<input type="checkbox"/> 16209	Moody River	PAT BOONE

BEST SELLING EP'S

RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 1021	Melodies Of Love Vol. 1	BILLY VAUGHN
<input type="checkbox"/> 1022	Melodies Of Love Vol. 2	BILLY VAUGHN
<input type="checkbox"/> 1023	All Night Long	RUSTY BRYANT
<input type="checkbox"/> 1026	Johnny Maddox Plays Crazy Otto	JOHNNY MADDOX
<input type="checkbox"/> 1056	A Closer Walk With Thee	PAT BOONE
<input type="checkbox"/> 1058	Come Go With Us	THE DELL-VIKINGS
<input type="checkbox"/> 1066	Four By Billy Vaughn	BILLY VAUGHN
<input type="checkbox"/> 1068	The Lord's Prayer	PAT BOONE
<input type="checkbox"/> 1069	Star Dust	PAT BOONE

RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 1071	Billy Vaughn Plays The Million Sellers	BILLY VAUGHN
<input type="checkbox"/> 1072	Sail Along Silv'ry Moon	BILLY VAUGHN
<input type="checkbox"/> 1074	Gale's Great Hits	GALE STORM
<input type="checkbox"/> 1076	Side By Side	PAT AND SHIRLEY BOONE
<input type="checkbox"/> 1078	Blue Hawaii	BILLY VAUGHN
<input type="checkbox"/> 1083	Pat's Great Hits	PAT BOONE
<input type="checkbox"/> 1087	The Mills Bros. Great Hits	THE MILLS BROTHERS
<input type="checkbox"/> 1095	Theme From A Summer Place	BILLY VAUGHN

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

## Many Advantages Entice Disk Firms Going Public

List Growing as Indie Companies Seek  
New Capital for Growth & Stabilization

By REN GREVATT

NEW YORK—"Going public," a term referring to the floating of a public stock issue, and once largely confined to the Wall Street banker-broker set, has become a frequently heard term in the Brill Building, 1650 Broadway, West 57th Street and other disk business haunts.

A number of independent record firms, including Beltone, Jay Gee (Cosnat), Golden Crest, Liberty, Premier Albums and Pickwick International have already become publicly held companies. Cameo Parkway made its request to go public two months ago. Rumors have circulated recently that Herald and Ember Records may soon go public and it is known that Roulette Records at one time took the initial steps to this end.

Behind these moves lie the simple facts of life of the current state of the independent disk operator, plus a number of other less obvious factors as well.

### Tight Competition

Whereas at one point, it was possible for a small company to operate on a sort of hand-to-mouth basis, from one single hit to another, so the speak, heavy competition and wide discounting-away of profit margins have made this kind of success far less likely. The result has been in not a few cases, that the little man in the business has hooked up with a considerably larger entity in various kinds of distribution and profit participation deals.

An example of this kind of set-up is London Records' wing known as the so-called London group, which has had various kinds of distribution arrangements with as many as a dozen different smaller labels at a time. This permits the indie

disker to concentrate on producing records and forget for the time being the problems of operating out of his pocket.

A second form of financial stabilization is available through the stock issue device, one which not only affords a fairly substantial sum of capital with which to pay for more expensive album recording sessions, not to mention the ever-increasing costs of packaging and marketing, but which also offers a number of side benefits as well.

Going public, record men feel, brings a company considerable prestige and makes possible the creation of an image of stability. With stockholders, perhaps many hundreds of them, providing the basic financing rather than a single larger company or a factor, it may be argued, a record man is freer

(Continued on page 32)

## Gov't Sees Bright Outlook For Phonos & Tape in 1962

By MILDRED HALL

WASHINGTON — The 1962 outlook for manufacturers' output of electronic consumer products from TV sets to phonographs and tape recorders is "favorable," Commerce Department reports in a recent analysis of the industry.

Taking note of the "decline" in sales value of manufacturers' shipments of these products in 1961, the Business & Defense Services Administration says the 1961 volume of production actually topped that of 1960, but value dropped almost 4 per cent due to a shift in consumer buying to "lower priced lines" and a "decline in phonograph sales."

In a cheerful forecast, Commerce says both production and sales of consumer electronic products are "at high levels and output is expected to increase about 7 per cent in 1962." The increase in value in manufacturers' shipments is expected to result from new product promotion—stereo sound equipment, color TV receivers,

electronic toys and kits and other consumer-oriented devices and particularly tape recorders, which are expected to increase in output by 10 per cent.

### Steadier Upward Trend

Commerce believes that the "upward trend in output will probably be steadier in 1962 than it was in 1961" for electronic products, and high levels of consumer product output are expected to continue and give greater stability to production. Although value increase is expected to hit 7 or 8 per cent, profits may be held back by rising costs and by increased competition, both foreign and domestic.

The consumer category of the electronics products industry has "already recovered from the 1960-1961 downturn and factory shipments should reach \$1.9 billion in 1962, or 7 per cent more than the \$1.8 billion in 1961. Consumer sales will follow the traditional seasonal pattern, "but output should show less seasonal variation than in 1961." Sales of more expensive lines are expected to re-

gain in 1962 part of the market lost to lower priced models in 1961. Because of higher unit production rates toward the end of 1961, Commerce expects that moderate increases in consumer purchases should cause a "significant increase" in total value of consumer products output.

Major increase in consumer electronics is expected from promotion of color TV, stereophonic sound and other hi-fi equipment and educational kits and toys. All of these may make inroads on some of the older consumer product lines, BDSA points out. Consumer incomes and expenditures are expected to increase in 1962 over 1961. The higher income families are likely to shift their purchases to hi-fi equipment and color TV from earlier concentration on monochrome TV sets, it is believed.

### Phonos, Radio-Phonos to Gain

Output of phonos and radio-phonos is expected to gain in 1962. Higher incomes and consumer spending should also reverse the 1961 trend toward purchases of lower priced models in this category. Production and sales of stereo sound equipment should increase from the plateau reached in 1961, Commerce believes. However, the Department does not expect total phono and radio-phono dollar volume to return to the high level of 1960. "Replacement market for the more expensive models is very limited."

"To tap the mass market for packaged hi-fi equipment, manufacturers have promoted less expensive models, but sales of hi-fi components, kits and custom hi-fi installations limit sales of expansion of more expensive (package) models." Imports of hi-fi equipment are increasing, but have not yet become a major factor in domestic sales. Exception is made

(Continued on page 33)

## Special Decca Promos of Singles, LP's

15 Crosby Albums  
Receive Exposure

NEW YORK — Decca Records, following one of the best years in its history in 1961, has already embarked on a two-pronged kick to expand sales further in both albums and singles. An example of the major stress being placed on album product is the recently unleashed 15-album compilation of Bing Crosby material, now enjoying tremendous exposure at the

(Continued on page 36)

DECCA EARNS  
\$3.08 A SHARE

NEW YORK—Decca Records stock earned a dividend of \$3.08 per share in 1961. The net earnings per share were exceeded only by the company's 1960 income, according to the annual report to stockholders issued by Milton R. Rackmil, president.

Rackmil said consolidated net earnings for the past year, including those of the Decca subsidiary, Universal Pictures, amounted to \$3,964,642. The stockholders were told this was the 25th consecutive year that the company has paid a dividend.

Steady Singles  
Action for Firm

NEW YORK—Decca Records is enjoying a level of singles activity today which compares well with any period for the firm in recent years. Only two weeks ago, the company had two disks in the top 10, with a total of six singles showing in the "Hot 100."

At the time Brenda Lee was in the No. 8 slot with her hit, "Break It to Me Gently." She's still in the nine spot this week although prior

(Continued on page 32)

## Artia Label to Fight Clubs With 10-LP Set at \$9.97

NEW YORK — In one of the most determined moves yet to buck the record clubs, Artia Records has come up with a special 10-album classical LP set to be sold through dealers to retail for \$9.97. The package, which features such great classical names as Sviatoslav Richter, David Oistrakh, Emil Gilels, Vaclav Talich and other notables, features the war horses of the classical repertoire. These include Dvorak's Fifth Symphony, Tchaikovsky's Sixth, Beethoven's "Eroica," etc.

In an advertisement aimed at dealers about the new package, Peter Sutro, vice-president of Artia, points out that record dealers have had to compete with record clubs, which now sell close to 50 per cent of all classical product and almost 35 per cent of all pop releases. He goes on to say that up to now the dealer had a hard time competing.

### Only Through Dealers

The Artia 10-LP package, for a list price of \$9.97, says Sutro, out-competes with club packages of the same sort. And he notes that the Artia 10-LP set will only be available through record dealers.

The 10 LP's in the new Artia package are made up of nine disks issued on Parliament, Artia's low

price label, and one regular price Artia disk. The Artia and Parliament disks are made from tapes recorded in U.S.S.R. under the terms of the deal that Artia prexy J. J. Frankel, made with the Russians about three years ago. The records themselves are being pressed by Columbia's custom department. The 10-LP packages cost the

dealer \$6.67, giving him a markup of 33 per cent. According to Sutro the largest chain in the East as well as the largest single discount house in New York, both have decided to retail the disk at the \$9.97 list price.

So far, according to the manufacturer, in only a few days on the market, the firm has orders for over 10,000 of the LP sets. It is expected that Artia will issue more LP sets of the same type if the first one goes well.

## RCA Victor Runs Spring Consumer Sales on Albums

NEW YORK — For the fourth year in a row RCA Victor is running a spring consumer sale on its LP catalog, both stereo and monaural, as well as new releases. The sale, which is called "Once-a-Year Discount Days," goes into effect March 15 and will last through April 15.

Victor did not reveal the actual

amount of discount, saying that the specific discount for each dealer would vary from distributor to distributor. However, it has been ascertained that in New York City, Bruno, the Victor distributor for the metropolitan area, was offering its large accounts a 20 per cent discount, plus a 5 per cent additional discount if none of the special merchandise is returned for credit.

During the past three years, Victor has held a spring sale on its catalog merchandise. In 1959 and 1960 the sale was on stereo records, which were discounted 25 per cent. In the spring of 1961 Victor discounted both its mono and stereo LP's by 25 per cent.

New releases from the label, issued in March and April, will also be available to consumers at the reduced price. This includes pop, Red Seal, jazz, movie sound track, and original-cast albums.

Victor is putting a vast promotion behind the "Discount Days" sale, with advertising in national consumer magazines, and with TV and radio spots and local ads.

Last year, when Victor ran its sale, both Capitol Records and Mercury Records, as well as a few smaller labels, quickly followed.

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# 'Pretty' Disks Gain On BMW's Charts

NEW YORK—Both BMW's album chart and its "Hot 100" singles list show stepped-up action this week, with nine new LP's moving on the best selling monaural album chart and 19 singles jumping on the "Hot 100."

It's interesting to note that all nine albums are non-rock and roll—a reflection perhaps of the current trend for Top 40-type stations to adopt "pretty music" formats.

The nine LP's spotlights four piano artists (Roger Williams, Ferrante and Teicher, Peter Nero and classical star Van Cliburn), guitarist Chet Atkins, Si Zentner's ork, Kenny Ball and His Jazzmen, legit singer Robert Goulet and Frank Sinatra.

It also may have some signifi-

cance that seven of the nine albums are instrumentals, since many of the stations' new formats emphasize instrumental wax in their programming.

Although rock and roll artists are still strong in the singles field, half of the new "Hot 100" disks (on the chart this week for the first time) can be classified as "pretty music" programming. This includes disks by Sinatra, Ferrante and Teicher, Johnny Mathis, Hayley Mills, Billy Vaughn, David Carroll, and Acker Bilk.

Meanwhile, the Twist continues to demonstrate its ambivalent appeal for both teen-age and adult buyers. This week's best selling monaural chart lists 12 Twist albums. Five of the albums are by Twist King Chubby Checker, who also has two new Twist albums listed as monaural "New Action" LP's this week.

## Capitol Holding Spring Discount Sales of Albums

NEW YORK—Although Capitol Records refused to confirm that they were holding a discount sale on LP's, similar to the Victor "Discount Days" sale, leading dealers in the New York City area stated that the Capitol distributor here was offering 20 per cent off on its entire LP catalog. According to Stan Gortikov, general manager of the Capitol Records Distributing Corporation, Capitol "would be competitive this time as in the past."

New York dealers said that in addition to the 20 per cent discount, Capitol distributor was offering an additional 5 per cent bonus to sell, which dealers would receive if they did not return any discount merchandise.

Last year when Victor ran its 25 per cent mono and stereo deal in the spring, Capitol followed with a similar deal and for the same period of time.

## JOCKS' NAMES A DRAW FOR VJ 'GASSERS'

CHICAGO—Just who did record Chess Records' "Sing Along With the Original Gassers?" It's an interesting question and the album is an even more interesting experiment in promotion.

Nationally, the album is distributed with just the title on the cover, nothing else. But in three markets Chess tried a new approach.

In New York, Chess put the record out by WINS deejay, Murray Kaufman, under the title, "Murray the K's Sing Along With the Original Golden Gassers." In Atlanta, Chess featured the personnel of Station WAKE; in San Francisco, personnel of Station KYA.

In each case, station promotion and ballyhoo was tied in with the whole thing.

Something new? Chess officials are less than anxious to discuss the whole thing. But one thing, admitted Chess' Max Cooperstein, it's been very successful.

Cooperstein said they may do something like it again, but not in the immediate future.

The album remains an experiment that utilizes local popularity of a specific station or deejay and, more important, does it successfully.

## Atlantic Israeli & Venezuelan Reps Named by Label

NEW YORK—Atlantic Records has set up distribution deals in Venezuela and Israel for the first time. The firm has also taken over national distribution of the Frank Gari single "There's Lots More Where This Came From," backed by "You Better Keep Runnin'" on the Crusade label.

Atlantic and its subsidiary Atco Records will be manufactured and distributed by Orfeon Disma De Venezuela of Caracas, Venezuela, in that country, and by Hataklit, Ltd., of Haifa, in Israel. All releases in both countries will be released under the Atlantic trademark.

## Name Wolfson Bestway Custom Moulding Chief

NEW YORK — Mack Wolfson, veteran music man, has been named head of the custom molding division of Bestway Products, by Al Massler, Bestway president. Bestway is expanding its custom division, which employs both injection mold and compression pressing processes. Wolfson, who has been with Robbins Music, Sinatra Songs, Paramount Pictures, St. Nicholas Music and Moe Gale's publishing operations, will headquarter at the New York offices of Amy and Mala Records, also owned by Massler.

# ASCAP Rate Offer to Broadcasters Hinges on Change in BMI's Structure

## Rate Reduction Roughly 16%

NEW YORK—Negotiations for the determination of fees covering the use of ASCAP music on television took a dramatic turn last week when the Society offered a sharply reduced rate on condition that BMI ceases to operate as it is now constituted. The reduction in rates—which is roughly approximated at 16 per cent and would cover a 10-year period—is predicated upon the broadcasters' acceptance of these principles:

1. Termination of control over BMI by radio or television broadcasters through divestiture of stock.

2. The entry of a court judgment against BMI (and any successor) containing provisions comparable to those set forth in the consent judgment entered in United States vs. ASCAP in 1950, as modified in 1960.

3. A provision enjoining discrimination by broadcasters against the performance of ASCAP music.

These matters were discussed (Continued on page 12)

## MONOPOLY BY ASCAP HIT BY HAVERLIN

NEW YORK — Apropos the ASCAP TV offer (see separate stories) BMI expressed the belief that its stockholders, publishers and writers would not "wish to see a restoration of the ASCAP monopoly."

Carl Haverlin, head of BMI, seates: "ASCAP has offered television stations a temporary reduction in rates in return for the elimination of BMI as an effective competitor. ASCAP has repeatedly made such offers in the past and, while BMI does not have information as to all the details of ASCAP's present proposal, its purpose is clear.

"BMI has not, of course, been a party to the proceedings to fix ASCAP television rates and therefore has not had the opportunity to present the facts about itself.

"Acceptance of ASCAP's offer requires the voluntary individual action of the holders of the majority of BMI stock. BMI is confident that neither its stockholders, nor the far more numerous other users of music, nor the many writers and publishers affiliated with BMI, will wish to see a restoration of the ASCAP monopoly," Haverlin concluded.

ously did the same work for Angel. Coleman, the national sales manager for DGG line here, was formerly regional promotion manager for Columbia. Romann will be the national promotion manager for the DGG label. He worked previously for Angel and Capitol.

## MGM Appoints DGG Staffers

NEW YORK—MGM has named Gould Cassel, Ernest Coleman, and Jack Romann to the classical division of MGM under classical chief Leo Kepler. The classical arm will handle the exclusive distribution of new Deutsche Grammophon records starting April 1, and will assume distribution of the entire DGG classical line in January, 1963.

Cassel will serve as editorial and production manager. He previ-

## SPECIAL BMI BOARD MEETING IS CALLED

NEW YORK—Broadcasters late Friday received the following wire:

"This telegram is being sent to you as a BMI stockholder. ASCAP has long tried to kill off BMI. It now offers television stations a temporary reduction in rates in return for, in ASCAP's own words, the 'total and complete termination of any ownership or control over BMI directly or indirectly by radio or television broadcasters, and in addition the imposition on BMI of a decree placing many restrictions on its operations.

"This latest of ASCAP's repeated efforts would destroy effective competition by BMI. Acceptance of ASCAP's offer requires the voluntary and individual action of you and other holders of BMI stock. We are sure that you will not wish to see a return of the old ASCAP monopoly. BMI's board of directors has already been called into special meeting.

"Carl Haverlin."

### Please Excuse Our One-Issue Delay

The job of assembling all of the specialized programming and selling material needed for this spotlight edition was a bigger, more detailed one than we anticipated, but we feel sure you'll find it well worth waiting for.

Look for

Tested Ideas on Programming and Selling

## MOVIE-SHOW-TV MUSIC ON RECORDS

in Next Week's

BILLBOARD MUSIC WEEK

## Settlement Poses Serious Questions

NEW YORK—As news of the ASCAP TV settlement offer leaked to trade circles late last week, the music industry buzzed with speculation as to the outcome. Dominant questions were: What would be the attitude of the telecasters? Would the new generation of broadcasters, who have grown up since the formation of BMI 22 years ago, feel as strongly about the matter as their predecessors? Or would the offer of a rate reduction, over a 10-year period, prove a powerful lure?

It was also noted that the present offer excludes radio rates—this contract having two more years to run. Would ASCAP seek to recoup in this area the income it would relinquish in TV.

BMI adherents took a serious view of the ASCAP offer, some of them expressing the attitude that if it were accepted, and were BMI to be seriously crippled by the conditions of acceptance (see separate story) there would again be danger of a monopoly in the music business.

Others felt that were BMI seriously crippled by broadcasters' acceptance, this could adversely affect certain categories of musical Americana, which through the years have been nurtured by BMI and which are now part and parcel of the pop music business. These categories, of course, are country music and the music of the Negro.

As opposed to this view, others stated that country music, blues and the general BMI catalog, were now so strongly embedded in the nation's musical fabric that it would be impossible to diminish the importance of these musical influences; that Nashville, for instance, would continue with its present dominance.

Much speculation had to do with the matter of having comparable regulations applicable to both ASCAP and BMI, under which proposal BMI would be forced to drop its system of guarantee. BMI over the years has gradually been tightening up on guarantees. Yet, it was posed, would a complete stoppage force some publishers to seek an ASCAP affiliation; or, possibly, seek to set up another licensing society?

## Prestige Names Eyre V.-P., Adds Area Sales Mgrs.

NEW YORK—Sales growth and diversification of sales at Prestige Records has prompted the labels president, Bob Weinstock, to create a regional sales staff to augment the firm's national sales personnel.

Ron Eyre has been given the title of vice-president in charge of national sales for all the label's lines. Shel Kagan, formerly with Folkways and Elektra, has been named sales manager in charge of Prestige International, Bluesville and the Lively Arts ensembles. Jules Columby, who once owned the Signal label and has been active as personal manager for a number of jazz artists, will handle the sales reigns for the New Jazz, Moodsville and Swingsville subsidi-

Based in Los Angeles, Gene Simmons has been named Western sales manager. He formerly was with California Record Distributors. Benny Robles, working from Chicago, will be Midwest sales manager, while Eyre will preside over sales in the East.

## WEEKLY MARKET ANALYSIS

Continued from page 1

### Big Disk Sales in Line of March

WASHINGTON—Nothing broke out here last week, but heavy sales were reported for the hit tunes from a couple of stores on the main line of the Astronaut parade. One of the two stores reporting largest sales is furnished by a rack service, which rarely stocks the newer breakout potentials. Contrary to expectations of citywide sales, with thousands of teenagers in town for the event, other dealers off the main march line reported that the parade "cost us sales." Heavy downpour and the mad rush for food after the parade also were factors in lost sales to record dealers.

Among the newer contenders, Elvis Presley's "Good Luck Charm" was getting good sales and, of course, very heavy radio play. Washington was still faithful to earlier breakout, "You Don't Miss Your Water Till the Well Runs Dry," by William Bell on Stax, and also racked up sales for "Grow Closer Together," by the Impressions on ABC; "Our Anniversary," by Shep and the Limelites, and "Duchess of Earl," by the Pearlettes.

### Elvis, 3 Others, Go in Baltimore

BALTIMORE—Three tunes, plus the latest Elvis Presley side, broke wide open here last week. "I Want to Love You," by Renee Roberts on New Phoenix; "Moments," by Jennell Hawkins on Amazon, and "What Am I Supposed to Do," by Ann-Margret on Victor, all followed the breakout trail, while the new Presley side scored best sales here as it did all over the country. The new Elvis single, "Good Luck Charm," also cracked into the Hot 100.

Newer numbers on the BMW Bubbly list, and the lower rungs of the big 100 Chart getting Baltimore sales were "What Am I Supposed to Do?" by Ann-Margret; "Teen Queen of the Week," by Freddy Cannon on Swan, and "Ballad of Thunder Road," by Robert Mitchum, a consistently big seller here.

### Falcons Flying in Nashville Circuit

NASHVILLE—The latest record reaching breakout proportions here and in Memphis last week was "I Found a Love," by the Falcons on LuPine. Practically every dealer contacted infoed the etching is or will be a strong contender for top sales honors.

Another disk which was strong in this area was "You Don't Miss Your Water," by William Bell on Stax. This record had shown enough strength in other markets also to reach BMW's "Bubbling Under the Hot 100."

In Nashville, "Dr. Feel Good," on Okeh by Dr. Feel Good and the Interns, had definitely picked up in sales. It was selling nicely in every store contacted here and was getting good air play over local stations.

### Hub Spins for 'Wonderful World'

BOSTON—While the local record business in singles wasn't what anyone would call sensational, there was good activity and a number of new records. These were: "Cinderella," by Jack Ross on Dot, and United Artists' "Smile," with Ferrante and Teicher, both of which hit the national chart this week. "The Wonderful World of the Young," by Andy Williams on Columbia, was a breakout here.

A canvas of the radio stations brought out two more records dubbed by the deejays as comers. Biggest was Haley Mills' second disk for Vista, "Johnny Jingo," with "Please Don't Ask About Barbara," by Bobby Vee on Liberty charging along behind. These were especially strong at WORC in Worcester, which, while not a Boston station, is respected by many in the trade. Boston stations WMEX and WBZ felt another Liberty record, "Tell Me," by Dick and DeeDee looked as though it would get lots of attention.

### Mpls.: Vaughn, Scott-Elvis, Too

MINNEAPOLIS — Big news here—and throughout the Midwest—is Elvis Presley. "Good Luck Charm" broke strong

## NEW ON THE HOT 100

Continued from page 1

79. LA PALOMA TWIST. . . . Chubby Checker, Parkway 835
80. STRANGER ON THE SHORE. . . . Acker Bilk, Atco 6217
81. MASHED POTATOES. . . . Steve Naimo, Checker 1005
83. CINDERELLA. . . . Jack Ross, Dot 16333
85. THE JAM. . . . Bobby Gregg, Cotton 1003
88. WHITE ROSE OF ATHENS. . . . David Carroll, Mercury 71917
90. MEMORIES OF MARIA. . . . Jerry Byrd, Monument 449
91. TWO OF A KIND. . . . Sue Thompson, Hickory 1166
92. TEEN QUEEN OF THE WEEK. . . . Freddy Cannon, Swan 4096
94. CHAPEL BY THE SEA. . . . Billy Vaughn, Dot 16329
95. JOHNNY JINGO. . . . Ferrante & Teicher, United Artists 431
98. SMILE. . . . Ferrante & Teicher, United Artists 431
99. THE MOON WAS YELLOW. . . . Frank Sinatra, Capitol 4677
100. SWEET THURSDAY. . . . Johnny Mathis, Columbia 42261

## NEW ON THE TOP LP'S

Continued from page 1

143. YOUNG AND WARM AND WONDERFUL. . . . Peter Nero, RCA Victor LPM 2484
145. TONIGHT. . . . Ferrante and Teicher, United Artists UAL 3171
149. DOWN HOME. . . . Chet Atkins, RCA Victor LPM 2450
150. ALWAYS YOU. . . . Robert Goulet, Columbia CL 1675

STEREO

37. COLLEGE CONCERT. . . . Kingston Trio, Capitol ST 1658
39. SINATRA AND STRINGS. . . . Frank Sinatra, Reprise R 9-1004
42. LIVE IT UP. . . . Johnny Mathis, Columbia CS 8511

throughout the entire area and is getting strong juke box and air play.

Also hot is a tune which broke in Milwaukee last week (March 10): "Chapel by the Sea," Billy Vaughn on Dot, and "Cry, Cry, Cry," by Jack Scott on Capitol.

At KLMS in Lincoln, Neb., the "wax to watch" department includes Rick Nelson's "Summertime" and "Young World," on Imperial; Kathy Linden's "Remember Me," on Capitol; "Gunga Didn't," Lord Didd on Mr. Peacock, and Chubby Checker's "La Paloma Twist," on Parkway.

Lou Riegert at KDWB named "Thou Shalt Not Steal," by John D. Loudermilk on RCA Victor as his personal pick of the week. Riegert also cited "She Cried" by Jay and the Americans on United Artists. KDWB started to play the tune about a week ago and it's getting excellent listener response, Riegert says.

The Twin Cities were generally experiencing a static record market last week. Main excuse appears to be the weather.

### Burghers Buying Despite Weather

MILWAUKEE—Weather was the culprit just about everywhere in the Midwest last week—except Milwaukee. Despite snow and cold, business was good here.

Elvis Presley took top honors with his "Good Luck Charm" and not-too-far-from-the-top honors with the flip side, "Anything That's Part of You." The tunes got almost immediate air play and appear to be very big in store sales everywhere.

Also breaking big were: "I Want to Love You," by Renee Roberts on New Phoenix, and "Outside Heaven's Door," by Paul Greenwood on Musicor.

At WDUZ, Green Bay, Vic Dana's "I Will," on Dolton is getting a big push though it is still slow in store sales.

Rick Nelson's "Summertime"—though a hit elsewhere—is not getting any play here. Big action is on the flip, "Young World."

A couple of other two-siders also seemed to have settled down on a single version: Ferrante and Teicher's "Smile" is the side on United Artists; and with Billy Vaughn on Dot, the side is "Chapel by the Sea."

### Chubby 'Slow Twists' Pittsburgh

PITTSBURGH — Chubby Checkers' "Slow Twistin'," on Parkway, is moving at a torrid pace in rather sluggish Pittsburgh. It has obviously been helped by the personal appearance of Chubby Checker last week at the Holiday House night club in nearby Monroeville. He did so well that owner Johnny Bertera and booker George Claire hastened to book him back at the same club in July.

A smash hit here as elsewhere is Elvis Presley's "Good Luck Charm," which the distributors feel will be on the charts for some time to come. The stores surveyed here this week by the Pittsburgh correspondent for Billboard believe it's Elvis' Music Week strongest platter in some time.

"Check Mr. Popeye," by Eddie Bo on Ric is maintaining good sales, and "Oh, What a Way to Be Loved," by the Daylighters on Dot is faring very well throughout this area.

### Peter Pan Debts Comedy Kid Line

NEW YORK—Synthetic Plastics Record Corporation is bringing out a comedy album line for children. The new line features comedy LP's by Arnold Stang, Sonny Fox, Jimmy Nelson, Dayton Allen, and Mark Wilson.

At the same time, Peter Pan is readying a new line of educational and entertainment records under the direction of Mrs. Selma Rich Brody.

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Paul Ackerman . . . . . Music Editor  
Aaron Sternfeld . . . . . Coin Machine Editor

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General Advertising Office

1564 Broadway, New York 36, N. Y.  
PLaza 7-2800

Andrew Csida . . . . . Advertising Co-Ordinator  
Dan Collins . . . . . Singles Sales  
Robert O'Brien . . . . . LP and Equipment Sales  
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188 W. Randolph St. Chicago 1, Ill.  
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Richard Wilson . . . . . Coin Machine Ad. Mgr.

Circulation Sales

1564 Broadway, New York 36, N. Y.  
C. J. O'Connor . . . . . Circulation Manager

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Branch Offices

Chicago 1, 188 W. Randolph St.  
CENTral 6-9818

Hollywood 28, 1520 North Gower  
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Vol. 74 No. 11



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### London Ad Goes Straight to Buyer

NEW YORK—London Records has gone the record club one better, through a full page ad note in the current (March) issue of FM's Listener's Guide. The ad flatly advises consumer to "buy direct, buy only what you want, and no club to join."

The copy offers one-third off list price on selection of cream merchandise from the label's opera catalog and a free LP goes with each purchase of \$25 or more worth of records. Joan Sutherland, Renata Tebaldi and Birgit Nilsson are three of the artists who appear on various of the albums. The offer expires June 30.

Though some dealers have already shown a distinctly unfavorable reaction, London Records Vice-President Lee Hartstone, declined comment on the ad or the philosophy behind it at this time.



CL 1785/CS 8585\*

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\*Stereo

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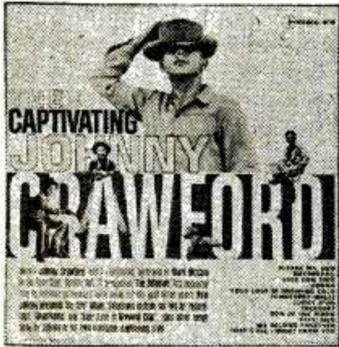
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## NARM Sets Social Sked

NEW YORK—The forthcoming convention of the National Association of Record Merchandisers to be held at Miami's Eden Roc Hotel, April 8 to 12, is shaping up as both a social and business affair. Jules Malamud, executive secretary of organization, stated this week that opening night of the convention there will be a welcoming cocktail party. That same evening a Twist party sponsored by Roulette will be held.

Parties will be held for convention registrants by ABC-Paramount, Liberty and Synthetic Plastic Company. Evening dinner parties will be hosted by Victor, Capitol and Columbia. Thursday evening will climax the affair with the NARM Awards Banquet.

At the banquet, awards will be presented to artists who won the NARM polls. There will be a show at which will appear Paul Anka, Vic Damone, Jimmy Dean, Timi Yuro, Jo Ann Campbell and Dodie Stevens.

Miller International has arranged a cruise for the ladies who accompany their husbands to the meet, and Dot Records has arranged a fashion show for the ladies. The NARM golf tournament will be held the day before and the day after the convention at Arnold Palmer's country club, with Endo Corsetti chairing the event.

## Clark May Leave If Show Is Cut

NEW YORK—Dick Clark may ask for his release from ABC-TV if the network goes through with its announced plan to cut Clark's "American Bandstand" show to a half hour to make room for "Discovery," an hour-long educational show aimed at youngsters.

Clark, who believes his type of show can't be done in 30 minutes, suggests "Discovery" be scheduled in an early evening hour. His contract with the web has two and a half years to run. "American Bandstand" currently is aired from 4 to 4:50 p.m.

## Recipes & Music Hit of MMO Sets

The Music Minus One label has enjoyed continued success with specialty album product. Best known perhaps is the MMO jazz series, which leaves various instrumental parts off the recording to be filled in by the man with the horn in his own living room. MMO's latest gambit, a series of five boxed packages, appealing as much to culinary as to musical appetites, can also create much interest.

The five sets offer in turn the "music and food," of Italy, the Jewish peoples, France and the Orient, while the fifth package deals with the fine art of drinking and its musical backgrounds.

In each case, the packages offer a paper back book of appropriate recipes put out by Random House, in addition to an LP containing instrumental music with roots common to those of the recipes. The colorful covers of the book are seen through a rectangular die cut in the album package to the right of the colorful cover art of the album itself. For stores seeking something different, this series would be very much in order and various types of food stores might well be a logical outlet as well.

The packages are as follows: Italy, MMO 120; The Jewish Peoples, MMO 121; France, MMO 122; The Orient, MMO 123; The Art of Mixing Drinks and Music, MMO 12. Ren Grevatt

## BEST TRACKS FROM THE SPOTLIGHT LP'S

These are the tracks selected for disk jockey programming by BMW's reviewing panel as the most outstanding from this week's new LP Spotlights. Information on playing time, publisher and licensing organization is supplied when provided by the manufacturer on the record or jacket.

### POPULAR

**POINT OF NO RETURN** — Frank Sinatra (Capitol SW 1676); "I Remember April" (ASCAP) (2:46)

**GREAT THEMES FROM HIT FILMS**—Enoch Light & His Ork (Command RS 835 SD); "Tender Is the Night" (Miller, ASCAP, 2:55)

**FLOYD CRAMER GETS ORGAN-IZED** (RCA Victor LSP 2488) "The First Hurt"—Piano Side; "Let's Go"—Organ Side

**TWIST UP CALYPSO**—Gary (U. S.) Bonds (LeGrand LLP 3002) "Stop the Music" (2:30)

**NAT KING COLE SINGS-GEORGE SHEARING PLAYS** (Capitol SW 1675); "In Other Words" (3:29); "Let There Be Love" (2:42)

**BLUES CROSS COUNTRY**—Peggy Lee (Capitol ST 1671); "Fisherman's Wharf" (3:09)

**DUET**—Doris Day and Andre Previn (Columbia CS 8552); "Wait Till You See Him" (Chappell, ASCAP, 3:03)

**THE TWIST GOES TO COLLEGE**—Les Elgart & His Ork (Columbia CS 8585); "Bandstand Twist" (Canyon, BMI, 1:40)

**THIS FLING CALLED LOVE**—Eileen Farrell with Percy Faith & His Ork (Columbia CS 8539); "Stormy Weather" (Arko, ASCAP, 4:25)

**DAVID CARROLL GALAXY** (Mercury MG 20690); "Let's Dance" (Marks, BMI, 1:25)

### RELIGIOUS

**HYMNS AND SONGS OF BROTHERHOOD**—Mormon Tabernacle Choir (Columbia MS 6314); "Recessional" (Fischer, ASCAP, 4:00)

### JAZZ

**BATTLE ROYAL THE COUNT MEETS THE DUKE**—Duke Ellington and Count Basie (Columbia CS 8515); "Segue in C" (C. B. Music, BMI, 8:25)

**THE BEST OF BASIE**—Count Basie & His Ork (Roulette Birdland R52081); "Swingin' the Blues" (Bregman, Vocco, Conn, ASCAP, 3:12)

### COUNTRY & WESTERN

**EASY TO PLEASE**—Carl Smith (Columbia CS 8540); "Love While You Can" (Cedarwood, BMI, 2:07)

**MODERN SOUNDS IN COUNTRY AND WESTERN MUSIC**—Ray Charles (ABC-Paramount ABC 410) "Worried Mind" (Peer, BMI) (2:54)

## RAY CHARLES FORMING OWN TANGERINE LABEL

NEW YORK—Ray Charles has set up his own label, Tangerine Records—thereby reflecting a continuing trend for disk stars to operate their own record firms.

At the same time, Charles has signed a new contract with ABC-Paramount Records, reportedly a three-year deal on the original terms. ABC-Paramount will manage and distribute Tangerine, but Charles will act as his own artist and repertoire director. However, he will not record for Tangerine. All of his records will be released on ABC-Paramount.

Sam Clark, ABC-Paramount prexy, is currently lining up distributors for Tangerine, which will be handled entirely separate from ABC-Paramount product, via a new chain of distributors. Tangerine will spotlight a variety of musical categories, including pop, and rhythm and blues. Charles said he will sign "important name artists" as well as unknowns. His first Tangerine release will be marketed within the next two months.

ABC-Paramount was one of the first big record firms to take over distribution of other labels and permit them to retain label identification. Clark instigated the policy several years ago when he took over distribution of the Chancellor label (Fabian and Frankie Avalon). Today, ABC-Paramount distributes several other labels in addition to its own subsidiaries—Command, Westminster, Impulse, and Grand Award. It also distributes Erroll Garner's label, Octave.

### Everybody's Doin' It

Other record artists currently operating their own labels include Frank Sinatra with Reprise; Sam Cooke with SAR; the Everly Brothers with Calliope; Nat Cole with K-C; Bobby Darin with Addison; and Bing Crosby with Project. Calliope is distributed by Warner Bros. Records, for whom the Everly boys record. Nat Cole, who is under exclusive contract to Capitol, has signed Sue Raney to K-C and her first single will be released next month.



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## AN OPEN LETTER TO THE AMERICAN RECORD DEALER

For five years now, the major record manufacturers have been selling directly to the public through their record clubs. They have systematically wooed away from you your best album customers and sold to them at prices often below what you must pay for the same records.

**It can be reliably estimated that 50% of all classical product and as high as 35% of popular product is sold through record clubs.**

And you have been powerless to do anything about this situation and have, in fact, been forced to cooperate with the very manufacturers who are undermining your business and threatening your livelihood. Occasionally they throw you a bone in the form of a premium package or a discount deal, but the occasions are few and far between and many of these premiums are soon passed on to the Club members.

**The majors simply cannot afford to let you compete with their clubs!**

In recent years it is estimated that one major manufacturer alone has sold by direct mail on just one item 500,000 sets of a multiple record package representing 6,000,000 LP's and upwards of \$9,000,000.

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## Detroit's International Sound Fair Names Dick Schory Musical Chief

CHICAGO—Dick Schory, RCA Victor's percussion and stereo sound specialist, has been named to head the musical extravaganza portion of the World's Fair of Music and Sound being staged at McCormick Place here, August 31 through September 9, by Aaron D. Cushman and Associates.

The combination trade and consumer show is shooting for an attendance of some 300,000. Over 100,000 square feet of exhibit space will be devoted to firms representing five categories: 1. Record companies; 2. hi-fi and stereo equipment; 3. band instruments; 4. industrial sound equipment; 5. radio and television equipment.

Cushman told BMW that over 30,000 square feet of space, representing 53 firms, has already been sold.

In addition to exhibits and demonstrations, the fair will present a series of business forums devoted to subjects of specific interest to the trade, and a variety of musical concerts.

Cushman said vocal and instrumental groups will be brought in from Japan, Thailand, India, Mexico, Canada, Africa, South America and Europe. There will also be radio, television and record personalities from throughout the U. S. The 5,000-capacity Arie Crown Theater will be used for live talent presentations ranging from primitive music through jazz and grand opera.

The fair, noted Cushman, will put heavy emphasis on educational features. Symposia led by outstanding personalities in the music

(Continued on page 33)

## Horowitz Coup Gives Columbia Added Strength

NEW YORK—Columbia's signing of Valdimir Horowitz is looked upon in the trade as not only a coup for the label but a considerable strengthening of the firm's giant club operation. Classical records have done very well in the club, and have helped keep the firm's classical operation in the black.

The pianist's pact with Columbia is a long-term, and calls for a total of six albums over-all, with the first one scheduled for release in September-October. The first release will be a concert disk, consisting of both short and major works.

Columbia's signing of Horowitz was accomplished with considerable razzle-dazzle. The pianist had not recorded since 1959, when he cut his last disk for RCA Victor. His "comeback" was the subject of considerable speculation in the trade for the past three months.

Columbia's signing of Horowitz is part of its classical expansion drive. A few months ago the firm snapped up tapes of Sviatoslav Richter's Carnegie Hall concerts, and has reportedly done very well with the first two double LP releases.

## Liners, Art, Recording Techniques Subject of NARAS Meets at NYU

By SAM CHASE

NEW YORK—Use of an eight-track tape recorder has proved a major boon in eliminating re-recording sessions, according to Tom Dowd, chief recording engineer of Atlantic Records. Dowd, along with Columbia Records research Vice-President William Bachman, addressed the seventh NARAS-NYU record industry seminar, on technical aspects of recording.

Bachman led off with a description for the non-technically minded of the processes involved in getting good sound into and out of the grooves. During the question period, he upheld the quality of tape as against 35-mm. film for recording, stating that if the film backing is stiff, it tends to cause dropouts, while there is no reduction at all in the amount of hiss. He also said there was no difference in quality in recording with erased versus virgin tape.

Queried about the better quality of sound on many European recordings, especially classical disks, he explained that a record represents a larger percentage of the buyer's income in Europe, and consumers thus insist on higher

(Continued on page 33)

NEW YORK—Liner notes, especially for classical and jazz albums, would perform a real service by commenting on the conception of the performance, according to jazz critic Nat Hentoff, who is an active man in the field of annotation. He also urged the use of the interview technique to get performers' views.

Hentoff's remarks were made at the sixth NARAS-NYU symposium on the record industry's workings, and were followed by a discussion on the art production aspects of record packaging by RCA Victor's manager of art and production, Robert Jones.

### Lack of Info

Hentoff criticized record manufacturers for the very short deadlines with which they sometimes saddle writers of liner notes, as well as the small amount of information made available—frequently no more than the running order of tunes and the personnel.

The results, claimed Hentoff, often are notes that neither inform nor promote, and in the case of classical LP's lead merely to description of standard works.

The possibility of a good liner note impressing critics as well as prospective buyers was emphasized by Hentoff, who said that if accompanied by a worth-while disk, this could mean a major plus factor in increasing sales. Bernard Braden of Liberty Music Shops commented that, along with the jacket art, the liner note should serve to distinguish an LP from all others in a bin.

Victor's Bob Jones said that the record industry is the most progressive one using art, since it utilizes every known art form in the course of turning out its album covers. However, some 70 per cent of LP covers, he estimated, are derived from color photographs. Jones traced the history of album art from the earliest examples to the present time, in which the need to fill the requirements of racks, one-stops, etc., decreed that all copy usually must go into the top one-third of the cover.

### Art Can Sell

Although the a.&r. man often has become "the arbiter of what is good art," sometimes top artists reserve the right to make decisions on covers. This especially applies to artists who make the bulk of their income from media other than records and have become so important, said Jones, that "they must now decide what image they want to project," rather than what will help sell the LP.

Jones concluded his remarks by citing Jones' Law: "A good cover will not sell a bad record, but it can enhance the sale of a good LP."

## Chancellor Label Entering C.&W.

PHILADELPHIA—Chancellor Records has initiated a country and western music division and has signed its first two artists in the field, Johnny Rivers and Joey Cooper. The new wing will be known as Chancellor Country Records. Bob Marcucci, prexy of the label, intends to carry out considerable recording work and talent scouting in the Nashville area and will work with agents and bookers there to arrange exposure for Chancellor country acts.

Hartford, Conn.; Record Merchandising, Los Angeles; Topps, Miami; Beckerman, Milwaukee; Heilicher, Minneapolis; Music City, Nashville, Tenn.; All South, New Orleans; Big Town, New York; David Rosen, Philadelphia; Fenway, Pittsburgh, and Mainland, San Francisco.

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THE GAL WHO SELLS  
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"THE ONE  
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## Names New Sides And Distributors For Ascot Line

NEW YORK—United Artists Records newly formed subsidiary label, Ascot, released its first two single disks last week. At the same time, Ascot general manager Chet Woods completed his initial lineup of 19 distributors.

The first two Ascot singles are Moe Koffman's "Swingin' Shepherd Blues Twist" backed by "Train Whistle Twist" and thrush DeDe Young's "I'll Never Stop Loving You" backed by "Remember You Belong To Me."

The new Ascot distribs include Godwin, Atlanta; Zamoiski, Baltimore; Penney, Boston; Big Town, Chicago; Bertos, Charlotte; A. & I., Cincinnati; Mid-West, Des Moines; Music Merchants, Detroit; Trinity,

## LATE POP SPOTLIGHTS

JOEY DEE



SHOUT (PARTS I & II) (Wemar-Nom, BMI) (2:33)  
(2:43)—From Joey Dee's current album, "Hey, Let's Twist," comes this rocking, pounding, upbeat version of the Isley Brothers' hit of a couple seasons back. Either side has the excitement to go. **Roulette 4416**

## LATE FOUR STAR REVIEWS

KENNY BALL

★★★★ March of the Siamese Children—KAPP 451—The "Midnight in Moscow," traditional Dixie sound of the British crew is well-applied to this familiar tune from Rodgers and Hammerstein's "The King and I." Currently big in England, the sides can do good business here. (Williamson, ASCAP) (2:47)

★★★★ Villa—A well-known Lehar operetta favorite is revived here in the Kenny Ball Dixie combo style. This, too, rates plays, though the flip has an edge. (Essex, ASCAP) (2:40)

BILLY DUKE

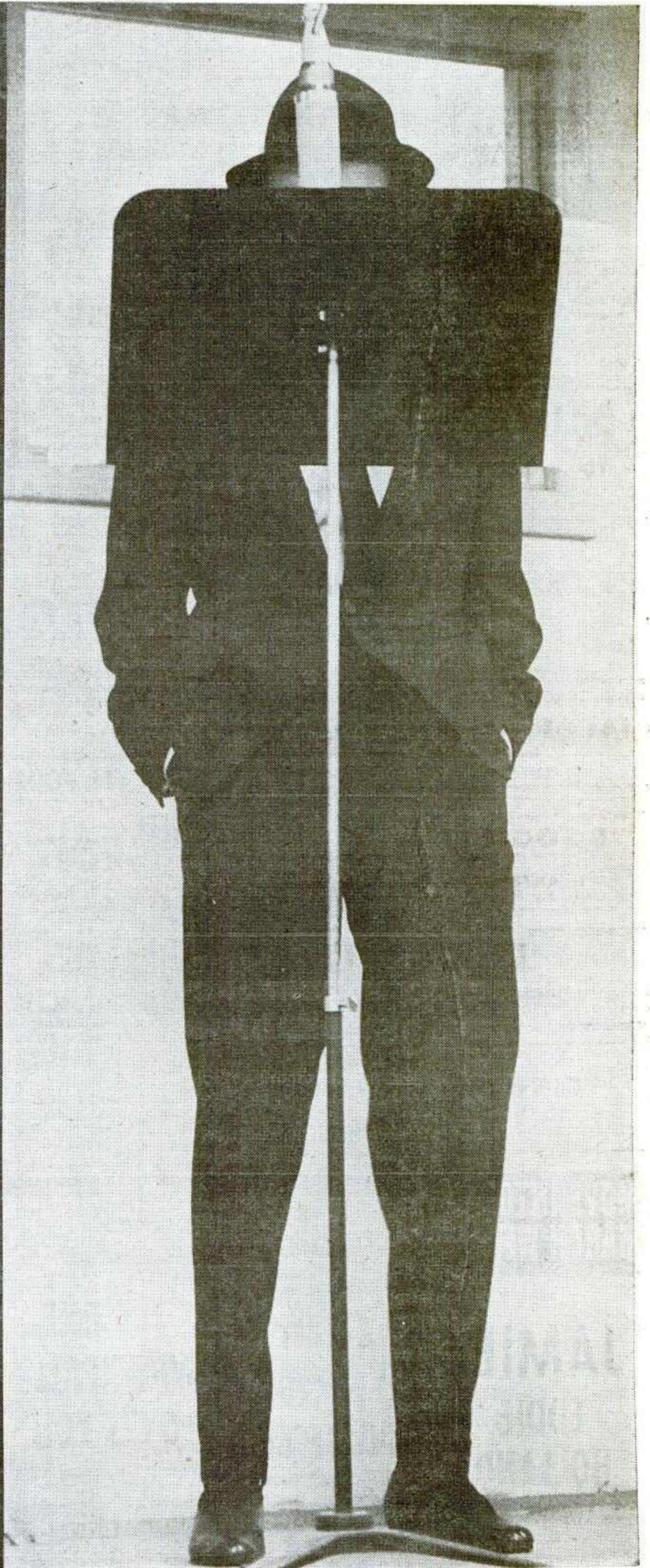
★★★★ (Ooh Looka There) Ain't She Pretty—20th FOX 301—A well-remembered oldie is handed a bright performance by Duke over a swinging band backing. The chanter got good action on his recent "Walkin' Cane," and this can generate a similar response. (Leeds, ASCAP) (1:51)

★★★★ Timbuctu—Here's a rouser of a tune, done in rocking, shouting style, with a femme chorus shouting a "yeah yeah" backing. Side also merits exposure. (Kimbar, ASCAP) (2:29)

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**Woody Herman**  
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## SPARKS FLY AS ARTISTS, RECORDING MEN DEBATE

NEW YORK—The aims, ambitions, responsibilities, frustrations and gripes of recording artists and a.&r. men were argued in depth Thursday evening, March 8, before 250 spectators at the New York Chapter of the National Academy of Recording Artists and Sciences (NARAS).

With Columbia Records President Goddard Lieberson serving as moderator, and Plaza Sound Studios acting as hosts, the session set in perspective the varied viewpoints of performers Brook Benton, Steve Lawrence, Billy Taylor and Emanuel Vardi, and a.&r. men Orrin Keepnews (Riverside), Jerry Lieber, Harry Meyerson (Decca) and Richard Mohr (RCA Victor).

Ever present were the conflicting attitudes regarding basic relationships between the two groups. Lawrence and Taylor often emphasized the lack of understanding of the artist's problem by the a.&r. man, with Taylor complaining of the killing off of the jazz man's creativity by numerous a.&r. men. Benton pleaded for more compromise, stating: "It's up to the artist and a.&r. men to get together." Mohr, on the other hand, considered it "a mistake for an artist to have an a.&r. man who he feels too close to, because, then, everything winds up in a mutual admiration society and nothing happens!"

### Matter of Integrity

To Lieberson's question, "Who should make the final decision?" Vardi stressed a point that brought a sharp response from Lieber. Representing the classical artists, he ventured that in the field of straight pops, the a.&r. man should have more to say, then stressed the importance of artistic integrity in other fields. Came back Lieber: "There's no difference in any kind of creativity, if it's honest. You can get the same sort of integrity that you can from a cellist playing in the White House."

Keepnews felt that through experience and taste an a.&r. man can recognize when a performance has been done properly and also pointed out the a.&r. man's objectivity. He pleaded a case for selection of repertoire. Replied Taylor, wryly: "If an artist wants to record a tune he's written, he's often told it's no good; if an a.&r. man writes one, it usually okay."

Lieberson emphasized the difference between inspired performance and inspired creation, pointing out that the latter's on-the-spot, ad lib qualities create problems different from those connected with performances of established or prepared works.

Because of the success of the meeting NARAS plans to hold future industry discussions of this sort in larger quarters. Probable next panel set-up: Musical Arrangers vs. Recording Engineers.

### Smash Signs Johnny Bond

CHICAGO—Smash Records has signed Johnny Bond, veteran vocalist, television performer and publisher. Bond currently stars in

"Town Hall Party" on KTTV, Los Angeles. He'll cut a session for Smash in the near future, Charlie Fach, label's head, announced last week.

## UA Goes All Out For Sales Keyed To Oscar Awards

NEW YORK—United Artists Records has scheduled two sales programs for spring, one featuring eight new album releases, the other "All Out for Oscar," spotlighting 19 movie music LP's.

The "All Out for Oscar" plan is timed to cash in on Hollywood's Academy Awards next month, and features sound-track packages from some of the film nominees.

The new UA albums include the label's first original-cast LP, "A Family Affair," "15 Golden Hits," featuring UA's top-selling singles; "Yesterday's Goodies" with Marv Johnson, the Clovers and the Falcons; George Jones' first UA package: "Midnight in Moscow" by Al Caiola, and two Musicor albums—"One, Two, Three Waltz" by Roger Wayne and "The Many Sides of Gene Pitney."

The Pitney LP includes his current hit single "Town Without Pity," "Best Song" Oscar nominee this year and winner of the Hollywood Foreign Press Association's "Best Song of 1961" Golden Globe Award.

### VJ Names M.&N. Distrib

CHICAGO—Vee Jay Records has named M. & N. Distributors, headed by Fay Murti, as its new outlet in Buffalo. The territory was formerly handled for Vee Jay by Metro Distributing Company.

Vee Jay president, E. G. Abner, said the parting was an amicable one but that Vee Jay felt it could obtain better distribution from the new outlet.

Abner said that no other distributor changes were planned by the label.

## NIGHT CLUB REVIEW

### Maltby Octet Sparkles in Debut

The veteran composer, arranger and band leader, Richard Maltby, offers a musical treat with his new Richard Maltby Octet which made its debut at the Surf Club, Cincinnati, in a six-day engagement ended Sunday (4). Recruited from members of his big band, still occupied weekends in the New York area, plus Marv Holliday, sax expert late of the Stan Kenton crew, the new aggregation comprises four reed men doubling on a total of some 20 instruments, guitar, bass and drums, with Maltby contributing with the cornet, vibes, chimes, glockenspiel and celeste.

What comes out of it all is a quality musical outpouring expected of capable artists plus a solid sound and a variation of styles that covers all the musical moods. Maltby's new combo is geared expressly for concert work in the smarter niteries and hotel rooms, but will work as a part of his full band when the occasion demands. The Maltby combo did two 45-minute concerts nightly here, offering largely Maltby originals. All arrangements were his own, with the exception of a smooth swinger, "Little Tiger," and the closing offering, "Saxology," both shaped by Al Cohen. Octet opened with Maltby's "Saxoriliac" and followed with "Where or When," "Love Nest" and a lilting and effective "Black Is the Color of My True Love's Hair." Other winners were "Isotopes and Isobars," from Maltby's own "Nuclear Suite," and a slow blues ditty as yet unnamed. Standards included "I Didn't Know What Time It Was" and "Frenesi," both in excellent arrangement. All the lads get a turn at batting out licks on their own, with Marv Holliday turning in a solid performance with "Imagination" on the baritone sax.

Octet comprises, besides Maltby, Marv Holliday, Jerry DeAnglis, Art Femernila and Lou Lindholm, reeds; Ralph Patt, guitar; Pete Compo, bass, and Ken Belding, drums. Formerly heard on RCA Victor, Camden and Columbia and currently on Roulette, Maltby reports that he is prepping his new crew for an early wax session.

Bill Sachs

### German, 'Red, White & Blue' Goes Global

BERLIN—The Telefunken-Decca single release, "Red, White and Blue," as recorded by the Oederland Orchestra and chorus, has been set for wide international distribution. The disk, which is climbing the Automaten - Markt chart here, has just been pacted for U. S. and Canadian release on Seeco following arrangements by

Teldec for release in Italy, France, Holland, Belgium, Japan, Mexico and Brazil.

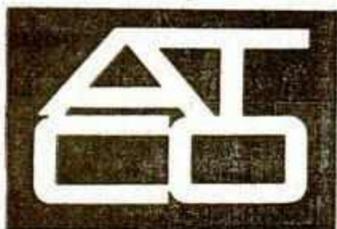
Rights were acquired personally by Seeco chief Sidney Siegel on a flying trip here to meet with Paul Siegel (no relation), Teldec a.&r. producer, and to Zurich, where he met with Teldec director Maurice Rosengarten. Publishing rights in the U. S. are held by Symphony House and Sujun Music, Inc., and Mickey Goldsen has acquired sole selling rights.

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Presents

Highlights of the 1962

**GRAMOPHONE RECORD RETAILERS ASSOCIATION**

Conference and Convention

# BRITISH DEALER MEET MULLS NEW TRENDS

## Retailers Approve 'Mystery' Disk Bid

LONDON—British record dealers have approved a mystery premium disk offer whereby 500,000 records will be made available as part of a package with another product. Dealers will cut their margin from 33 per cent to 17½ per cent on the deal, which has been clearly designated by them as an experiment.

News of the deal, due for launching in the October slack period which precedes the Christmas peak, came at the climax of the Gramophone Record Retailers Association's annual general meeting. Chairman Walter Woyda revealed the group's executive had been in negotiation with the parties concerned but refused to divulge their names. The record manufacturer would also cut his prices and the remainder of the cost being met by the other product marketer, he said.

### Better Join

Dealers took the view that "it was better to take part than be ignored," as had been the case in some recent offers involving disks and other products. The present scheme would, according to Woyda, bring into retail shops half-a-million potential customers. If dealers did not co-operate the product manufacturer would probably have gone ahead and shipped direct to the consumers. The GRRRA planned to circulate a questionnaire among members after it was completed, to assess its results.

Earlier in the annual meeting—held February 26 as part of the GRRRA's first two-day convention—President L. Robinson again pressed for an all-industry council

representing dealers, distributors and manufacturers. It would consider, he said, matters leading to the mutual benefit of the industry as a whole.

He listed the dealers' main problems at present as the growth of cut-price trading, too many releases, no certainty of supplies when most needed, and a gradual reduction of the current 55 per cent purchase tax (which is paid for by the dealer).

### To Ask Tax Relief

The meeting approved a resolution, drafted by the executive, that will mean the GRRRA will intervene directly for the first time to press the government to ease the high tax rate on what was considered a "cultural product."

Looking back on his first year in office, Walter Woyda, in his chairman's address, called for specific periodic "sales," when cut-price dealing of old stock would be proper. He suggested October and March as suitable times, with manufacturers announcing catalog deletions six months or so ahead, giving dealers time to sell off at full price if possible.

He also called for development of methods for training staff, proper stock control as well as urging dealers to keep up-to-date. "If we don't increase sales," he warned, "manufacturers will look elsewhere."

### Reports on Meets

Reporting on the past year's achievements, Secretary Harry Tipler reported 17 official meetings with manufacturers, mainly to deal

## FRIDAY FEELS MFRS. SHOULD ENFORCE PRICE

LONDON — British disk manufacturers will have to enforce their price structure if resale price maintenance is not to disappear by default. This opinion was voiced by Frank Friday, economic adviser to Electrical and Musical Industries.

Examples of price cutting were only of a recent origin and were confined to certain parts of the country, he said. However, he thought that manufacturers would have to come out and clearly enforce their position.

Friday, who emphasized that he was speaking privately and not as an EMI executive, was replying to questions after addressing the GRRRA convention on "The Case for Price Maintenance."

He pointed out that the matter is governed by the 1956 Restrictive Practices Act. This was permissive in operation. Only a manufacturer could fix resale prices. This did not extend to all branches of the industry operating collectively. Prices could be enforced by court action or refusing to supply goods.

with cases of price cutting. Other subjects included foreign imports, urging more low-price lines to compete with club offers, and the banning of coupons being inserted by manufacturers in LP sleeves seeking addresses of purchasers.

## GRRRA Sounds Need for Wide Exchange of Ideas

By DON WEDGE

LONDON—A pooling of ideas and perhaps resources was called for by W. S. Woyda, Gramophone Record Retailers' Association chairman, opening the group's two-day convention here February 25. The record industry had been lagging behind others in the field of co-operative marketing and the GRRRA was taking its first steps towards remedying the situation.

The challenging move was typical of the association's transformation from an ailing body a year ago to one that now appears strong and lusty.

In addition there seemed greater willingness to consider using opportunities created by clubs, certain low-price deals, and even rack jobbing. Such thoughts would have been rejected a year ago.

"Only by pooling ideas, plans and possibly some resources in promoting our commodity together will we make our product as great a part of everyone's home as it deserves to be and so will we all benefit by it," Woyda said.

The association, formed three years ago, was conscious not only of its responsibilities to make known the British dealers case to the rest of the industry, but also of its duty to make the retailer more aware of the major issues which will face him in the coming years.

There was apathy and disinterest shown by many dealers, Woyda went on, but if they were to survive, they must be prepared to listen to new ideas, examine new trends and adapt accordingly.

The conference began with a stimulating, provocative address on "New Trends in Marketing" by Roger Threlfall, joint general manager and a director of Pye Records, whose progress in recent years has been an important development on the British disk scene.

Threlfall estimated that about \$34 is spent by every thousand of the population weekly on records in Britain. He compared this with \$58 devoted to the compulsory television-radio receiving license, and \$62 on movies, a supposedly dying industry.

The Pye executive realized that dealers were worried about clubs and the possible introduction of rack jobbing. If the industry was to hit a wider public it must be at parts that are not at present sounded, he stated. Dealers should consider becoming involved and participate. The main problem would be to change present thinking.

Threlfall foresaw that record clubs would come to Britain on a similar basis to the U. S. and involve basic catalogs. (At present most clubs operating here use specially recorded repertoire, although Associated Recordings has just launched a club scheme, operating through dealers, using its existing range.)

In the long term, said Threlfall, clubs has helped dealers in the U. S. There the lesson of the book trade, which had clubs forced on it from outside, had been taken and the industry had become involved. The same must be the case in Britain.

With Britain's likely entry into the European Common Market, there will be a good chance of rack jobbing being operated from outside, Threlfall predicted.

He also pointed out that the present purchase tax (rated at 55

per cent of wholesale price) was a damper to wild entrants to the industry. Though he wished to see it reduced, it had helped prevent a flood of "junk merchandise."

Another idea he put forward was the need for an automatic vender to aid sales of hit disks.

Committeeman Martin Goff pointed out that some of Threlfall's ideas might take trade away from retailers. He asked manufacturers to combine in a campaign to encourage consumers into the shops.

Clubs were one of the major topics throughout the two-day convention. Another platform speaker was Norman Lonsdale, chairman of World Record Club, one of the biggest British operations. He devoted much of his speech to a defense of club trading. It did not involve singles or EP's he said, the dealers' principal lines.

Lonsdale asked for coexistence between club and dealer. Major non-British companies were readying club operations, he claimed, which would lead to a bitter battle for all.

## British Dealers Vote 15 Disk Awards in Poll

LONDON—EMI triumphed by gaining 9 of the 15 awards in the first poll of British record dealers. They were presented at the dinner, which followed the Gramophone Record Retailers' Association convention at the St. Ermins Hotel February 26. EMI also received an additional award presented by GRAA for "best promotion for a product or products made by a company to the retail trade." Although this covers the whole of 1961's promotion activities, it was in particular for the promotion of the HMV Junior Record Club series. An EMI artist, Columbia's Helen Shapiro, got an extra award, made by "Record Retailer," as "most promising newcomer of the year."

In addition to EMI's awards, Decca gained four awards with Fontana, Pye and Leomark receiving one each. The award for the Ferrante and Teicher record, "Exodus" was shared by Decca and EMI; it was first issued on London and then reissued on HMV when UA switched its British affiliation.

The success for Leomark is outstanding. An independent label, it exists only to produce records based on the New English Bible.

The complete awards were:  
**BEST POP SINGLE:** "Moon River" (Danny Williams, HMV); **BEST LIGHT VOCAL RECORD:** "Another Black and White Minstrel Show" (George Mitchell Minstrels, HMV); **BEST LIGHT ORCHESTRAL RECORD:** "Exodus" (Ferrante & Teicher, London and HMV); **BEST SOUND-TRACK OR ORIGINAL CAST RECORD:** "Sound of Music" (London cast, HMV); **BEST CHILDREN'S RECORD:** "Little Black Sambo" (Ray Ellington, HMV); **BEST SPOKEN WORD RECORD:** "Gospel According to St. John" (New English Bible, Leomark); **BEST TRADITIONAL JAZZ RECORD:** "Best of Barber and Bilk, Vol. 1" (Chris Barber/Acker Bilk, Pye); **BEST MODERN JAZZ RECORD:** "Take Five" (Dave Brubeck, Fontana); **BEST ORCHESTRAL RECORD:** "Scheherazade" (Ernest Ansermet, Decca); **BEST VOCAL RECORD:** "Fabulous Victoria de Los Angeles" (HMV); **BEST OPERATIC RECORD:** "Tristan und Isolde" (Vienna Philharmonic, Decca); **BEST CHAMBER MUSIC RECORD:** Bach, "Suites No. 1 & 2" (Yehudi Menuhin, HMV); **BEST HUMOROUS RECORD:** "The Driving Instructor" (Bob Newhart, Warner Bros.); **BEST DANCE RECORD:** "Wheels Cha Cha" (Joe Loss, HMV); **BEST NON-ENGLISH RECORD IN LANGUAGE OF COUNTRY OF ISSUE:** "Edith Piaf at the Paris Olympia" (Columbia).

## Association Convention Brings Close Look At Effects of British Entry in Common Mkt.

### Dutch Economist Outlines ECM's Influence on Tariffs, Purchase Tax, Travel, Co-Operation & Copyright Laws

LONDON—The first substantial public examination of the possible effects on the record industry of Britain's entry into the European Common Market was a highlight of the Gramophone Record Retailers' Association convention here February 25. It was led by a Dutch economist, Dr. J. C. Ramaer of Philips Electrical's financial staff and a specialist in Common Market matters.

With little yet known about how the disk industry will be affected, Dr. Ramaer's remarks could be regarded as informed conjecture. Nevertheless, they threw much light on what could be expected in the next decade, particularly with the likelihood of Britain's entry.

There was hope, for the local industry, for relief of purchase tax, at present 55 per cent of the distributor's price. The ECM called for common internal taxes where they involved trade. Among present ECM members, sales taxes on disks varied from 3 per cent in Italy to 25 per cent in France. There would be a leveling out.

### Tariff Reduction

The U.K. import tariff would

also be slightly reduced to bring it into line with other members. At present this is 15 per cent, compared with the 13.6 per cent of the Benelux countries and Germany.

Britain's market position would remain a strong one. Taking sales in the U.K. and ECM area combined, Britain was responsible for about a third of the total, Germany less than a third, France less than a fifth, with Italy and Benelux contributing a tenth each. There seemed, however, to be a bigger growth potential on the Continent, said Ramaer.

### Prices Lower

Retail prices in the U.K., despite the highest taxation, were lower than the general level of the Continent—30 per cent or even more in some cases. Britain also had advantages in its existing connections with the United States and had a considerable export trade.

Markets were now relatively closed within national frontiers. This would be broken down as the barriers of language, taste and tariffs were removed. Particularly in the classical field this was already

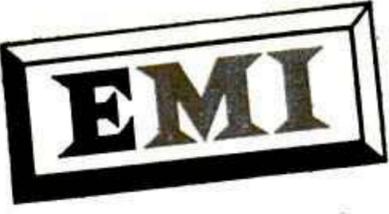
noticeable in Holland as a result of the early stages of integration under ECM.

The ECM would reinforce the present trend to more foreign travel, both for business and holiday purposes. Dr. Ramaer felt this in itself would lead to more record buying as souvenirs. The Common Market would lead to longer holidays—three and four weeks annually—and this means a bigger demand for all types of leisure goods.

### Rights Changes Necessary

The music industry would also have to be prepared for changes in its copyright structure and in similar neighboring fields brought on by the "harmonization" aspects of integration. There would be a need for improved business organizations—such as the GRRRA—which would need to meet with corresponding bodies in other countries far more than at present.

However, the music industry had established itself as a very internationally minded one with its many licensee arrangements. Therefore the changes involved in completing the Common Market project were less than in most other trades.

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HITS OF THE WORLD



AUSTRALIA

(Courtesy Music Maker, Sydney)

- 1 THE TWIST—Chubby Checker (H.M.V.)—Alberts
2 MIDNIGHT IN MOSCOW—Kenny Ball (Pye)—Essex
3 CHATTANOOGA CHOO CHOO—Floyd Cramer (RCA)—Alberts
4 MULTIPLICATION—Bobby Darin (London)—Belinda
5 LITTLE BITTY TEAR—Burl Ives (Festival)—Acuff-Rose
6 LET THERE BE DRUMS—Sandy Nelson (London)—Alberts
7 STRANGER ON THE SHORE—Acker Bilk (Columbia)—Chappell
8 MOON RIVER—Jerry Butler (Top Rank)—Chappell
9 SING—Johnny O'Keefe (Leedon)—Boosey & Hawkes
10 RUN TO HIM—Bobby Vee (London)—Leeds
11 NORMAN—Sue Thompson (Hickory)—Acuff-Rose
12 TAKE FIVE—Dave Brubeck (Coronet)—Southern
13 CAN'T HELP FALLING IN LOVE—Elvis Presley (RCA)—Belinda
14 MY BOOMERANG WON'T COME BACK—Charlie Drake (Parlophone)—Leeds
15 LOVE ME WARM AND TENDER—Paul Anka (RCA)—Not published

BRITAIN

(Courtesy New Musical Express, London)

- 1 MARCH OF THE SIAMESE CHILDREN—Kenny Ball (Pye)—Williamson
2 LET'S TWIST AGAIN—Chubby Checker (Columbia)—West One
3 TELL ME WHAT HE SAID—Helen Shapiro (Columbia)—Ardmore & Beechwood
4 WONDERFUL LAND—Shadows (Columbia)—Frances Day & Hunter
5 WIMOWEH—Karl Denver (Decca)—Essex Music
6 THE YOUNG ONES—Cliff Richard (Columbia)—Harms-Witmark
7 CAN'T HELP FALLING IN LOVE—Elvis Presley (RCA)—Manor
8 ROCK-A-HULA BABY—Elvis Presley (RCA)—Belinda Music
9 CRYING IN THE RAIN—Everly Bros. (Warner Bros.)—Aldon
10 SOFTLY AS I LEAVE YOU—Matt Monro (Parlophone)—Robbins
11 FORGET ME NOT—Eden Kane (Decca)—Essex Music
12 STRANGER ON THE SHORE—Acker Bilk (Columbia)—Sherwin
13 A HOLE IN THE GROUND—Bernard Cribbins (Parlophone)—Noel Gay
14 WALK ON BY—Leroy Van Dyke (Mercury)—Ivan Mogull, Ltd.
15 A LITTLE BITTY TEAR—Burl Ives (Brunswick)—Acuff-Rose
16 TWISTIN' THE NIGHT AWAY—Sam Cooke (RCA)—Kags
17 THE WANDERER—Dion (HMV)—Dominion
18 DREAM BABY—Roy Orbison (London)—Acuff-Rose
19 I'LL SEE YOU IN MY DREAMS—Pat Boone (London)—Frances Day & Hunter
20 Z CARS—Johnny Keating (Piccadilly)—Essex Music
21 LETTER FULL OF TEARS—Billy Fury (Decca)—Belinda
22 NEVER GOODBYE—Karl Denver (Decca)—Palace Music
23 JEANNIE—Danny Williams (HMV)—Kassner
24 HAPPY BIRTHDAY SWEET SIXTEEN—Neil Sedaka (RCA)—Aldon
25 TONIGHT—Shirley Bassey (Columbia)—Chappell
26 BRAZILIAN LOVE SONG—Nat Cole (Capitol)—Essex
27 LESSONS IN LOVE—Allisons (Fontana)—Eugene Music
28 LESSON ONE—Russ Conway (Columbia)—Clover-Conway
29 PEPPERMINT TWIST—Joey Dee (Columbia)—Jewel Music
30 RING-A-DING GIRL—Ronnie Carroll (Philips)—Good Music
31 PIANISSIMO—Ken Dodd (Decca)—Peter Maurice

EIRE

(Courtesy Dublin Evening Mail)

- 1 THE YOUNG ONES—Cliff Richard (Columbia)—Harms-Witmark
2 LET'S TWIST AGAIN—Chubby Checker (Columbia)—West One
3 ROCK-A-HULA BABY—Elvis Presley (RCA)—Belinda

- 5 FORGET ME NOT—Eden Kane (Decca)—Essex
6 A LITTLE BITTY TEAR—Burl Ives (Brunswick)—Acuff-Rose
8 LONESOME—Adam Faith (Parlophone)—Essex
4 THE TWIST—Chubby Checker (Columbia)—K.P.M.
7 HAPPY BIRTHDAY, SWEET SIXTEEN—Neil Sedaka (RCA)—Aldon
9 MARCH OF THE SIAMESE CHILDREN—Kenny Ball (Pye)—Williamson
9 MULTIPLICATION—Bobby Darin (London)—Burton

FRANCE

(Denotes local origin)

- 1 LE TWIST/LET'S TWIST AGAIN—Johnny Halliday (Philips); Richard Anthony (Columbia); Golden Guitars (Ricordi)—Salvet
3 YA YA TWIST—Petula Clark (Vogue); Johnny Halliday (Philips)—Semi
2 TU AIMES LE TWIST/NOUS QUAND ON S'EMBRASSE—Johnny Halliday (Philips)—Tutti
5 LES PARISIENNES/RETIENS LA NUIT—Johnny Halliday (Philips)—Semi
4 PEPPERMINT TWIST—Les Chaussettes Noires (Barclay); Vince Taylor (Barclay)—Semi
6 J'AI TORT/IL FAUT SAVOIR—Charles Aznavour (Barclay)—French Music
7 LECON DE TWIST—Richard Anthony (Columbia)
9 THE LION SLEEPS TONIGHT—Henri Salvador (Salvador-Philips)—Tropicales
9 LA BAMBA/PEPITO—Los Machucambos (Decca)—Francis Day
8 HIT THE ROAD JACK—Ray Charles (Vega)

FRENCH (WALLOON) BELGIUM

(Courtesy Juke Box Magazine-Mechelen)

- 1 VIENS DANSER LE TWIST—Johnny Hallyday (Philips)—Belinda
2 LES MILLIONS D'ARLEQUIN—Francis Linel (Ricordi)—Raoul Breton
3 ROMEO—Petula Clark (Vogue)—Raoul Breton
4 PEPPERMINT TWIST—Joey Dee and the Starlifers (Roulette)—World Music
5 LET'S TWIST AGAIN—Chubby Checker (Columbia)—Belinda
6 YOU DON'T KNOW—Helen Shapiro (Columbia)—World Music
7 THE FLY—Chubby Checker (Columbia)—Belinda
8 TWIST A ST. TROPEZ—Les Chats Sauvages (Pathe)—Chappell
9 JAMBALAYA—Fats Domino (Imperial)—Chappell
10 SI TU ME TELEPHONES—Johnny Hallyday—Philips—French Music

GERMANY

(Courtesy Automaten-Mark, Braunschweig)

- 1 MEXICO—Bob Moore (London)—R. M. Siegel
2 TANZE MIT MIR IN DER MORGEN—Gerhard Wendland (Philips)—Melodie der Welt
3 STRIPTEASE SUSI—Ralf Bendix (Columbia)—Gerig/Peer
4 SAUERKRAUT POLKA—Gus Backus (Polydor)—Montana/Wehle
5 GELD WIE HEU—Gerd Botthcher (Decca); Pat Boone (London)—Budde
6 HAWAII TATTOO—The Waikikis (Telefunken)—Trumpf
7 HAMMERCHEN POLKA—Chris Howland (Columbia)—Gerig
8 ZWEI KLEINE ITALIENER—Jan und Kjeld (Ariola); Conny (Columbia)—Intro
9 ELISABETH SERENADE—Ron Goodwin (Odeon); Gunther Kallman Choir (Polydor)—Heinrichshofen
9 SCHWARZE ROSE ROSEMAREI—Peter Kraus (Polydor)—Gerig
11 LILLI MARLEEN—Billy Vaughn (London); Connie Francis (MGM)—Apollo
12 EINE INSEL FUR ZWEI—Connie Francis (MGM)—Tonleiter/Francon
13 LAST DANCE—John Buck (Warner Bros.)—Melodie der Welt
14 THE TWIST/LET'S TWIST AGAIN—Chubby Checker

- 14 DAS WAR DIE LADY CHATTERLEY—Die Shock-Kings (Carina)—Aberbach
16 HAPPY JOSE—Jack Ross (London)—Intro
17 ZWEI GITARREN AM MEER—Billy Vaughn (London)—Tempoton
18 THE PEPPERMINT TWIST—Caterina & Silvia (Decca)—Schaeffers
19 DER HAFENCASANOVA—Vico Torriano (Decca)—Budde
20 WEISSE ROSEN AUS ATHEN—Nana Mouskouri (Fontana)—Kassner

HOLLAND

(Courtesy Platennieuws Amersfoort)

- 1 MEXICO—Bob Moore (London); Willy Schobben (Artone)
2 LET'S TWIST AGAIN—Chubby Checker (Columbia)—Belinda
2 LITTLE SHIP—The Blue Diamonds (Decca)—Belinda
4 MIDNIGHT IN MOSCOW—The New Orleans Syncopaters (Storyville)
5 I'M GONNA KNOCK ON YOUR DOOR—Eddie Hodges (Cadence)—Belinda
6 THE YOUNG ONES—Cliff Richard (Columbia)—Basart
7 THE TWIST—Chubby Checker (Columbia)
8 MAMA—Robertino (CNR)—Basart
9 TANZE MIT MIR IN DEN MORGEN—Gerhard Wendland (Philips)—Benelux Music
10 DE BEDELAAR VAN PARIJS—Jerry & Mary Bey (Philips)—Benelux Music

HONG KONG

(Denotes local origin)

- 3 LOVE ME WARM AND TENDER—Paul Anka (RCA)
2 COME SEPTEMBER—Billy Vaughn (Dot)
3 YUM YUM CHA CHA—Roberta Shore (Dot)
4 THE NIGHT I CRIED—Brian Hyland (ABC-Paramount)
5 I'LL SEE YOU IN MY DREAMS—Pat Boone (Dot)
6 IT'S ALL BECAUSE—Linda Scott (CA)
7 I WANNA THANK YOU—Bobby Rydell (Cameo)
8 TRADE WINDS—Dodie Stevens (Dot)
9 BANDIT OF MY DREAMS—Eddie Hodges (Cadence)
10 GO ON HOME—Patti Page (Mercury)

ITALY

(Courtesy Musica e Dischi, Milan)

- 2 ADDIO ADDIO—Domenico Modugno (Fonit); Claudio Villa (Cetra)—Curci
1 TANGO ITALIANO—Milva (Cetra); Sergio Bruni (VdP)—Southern
3 QUANDO QUANDO QUANDO—Tony Renis (VdP); Emilio Pericoli (Ricordi)—Ricordi
4 WHEELS—Billy Vaughn (London)—Bridge
5 GONDOLI GONDOLA—Sergio Bruni (VdP); Ernesto Bonino (Meazzi)—Ricordi
6 MOON RIVER—Nico Fidenco (RCA); Michelino (Primary)—Ricordi
7 PEPPERMINT TWIST—Adriano Celentano (Jolly); Joey Dee (Roulette)—Southern
8 LET'S TWIST AGAIN—Peppino Di Capri (Carisch); Chubby Checker (GC)—Aberbach
9 STANOTTE AL LUNA PARK—Milva (Cetra)—C. A. Rossi
10 LIKE I DO—Nancy Sinatra (Reprise)—Ricordi
11 TOWN WITHOUT PITY—Gene Pitney (UA)—Resolute
12 LA BALLATA DELLA TROMBA—Nini Rosso (Titanus)—Titanus
13 CAN'T HELP FALLING IN LOVE—Elvis Presley (RCA)
14 SWAY—Bobby Rydell (GC)—Southern
15 TIGER TWIST—Armando Sciascia (Vedette)

JAPAN

(Courtesy UTAMATIC, Tokyo)

- 1 AME NO HANAZONO—Nakasono Miki (King)—King
2 KOSHU—Matsushima Akira (Victor)—Victor
3 LOUISIANA MAMA—Fujiki Takashi (Teichiku)—Teichiku
4 GOING HOME TO MARY LOU—Neil Sedaka (Victor)—Victor

- 8 ERIKO—Hashi Yukio (Victor)—Victor
5 YOU DON'T KNOW—Helen Shapiro (Columbia)—Columbia; Hirota Mieko (Toshiba)—Toshiba
6 GARASU NO JOHNNY—Al George (Teichiku)—Teichiku
9 HITORI TABI—Matsushima Akira (Victor)—Victor
7 KIMI KOISHI—Frank Nagai (Victor)—Victor
10 SOMEONE ELSE'S BOY—Connie Francis (MGM)—Columbia

MEXICO

(Courtesy Audiomusica, Mexico)

- 1 EL LOCO—Javier Solis (Columbia)—Pham
2 MULTIPLICATION—Bobby Darin (Gamma)—Pending
3 ADELANTE—Javier Solis (Columbia)—Emmi
4 MI CAPRICHITO—Sonora Santanera (Columbia)—Emmi
5 MY GIRL JOSEPHINE—Bill Black's Combo (London)—Pending
8 COME SEPTEMBER—Bobby Darin (Gamma)—Pending
7 MI TONTO AMOR—Connie Francis (MGM)—Pending
6 MUCHO CORAZON—Amalia Mendoza (RCA)—Pham
9 EL TWIST (The Twist)—Hnas. Jimenez (Orfeon)—Emmi
10 CIEN KILOS DE BARRO (A Hundred Pounds of Clay)—Enrique Guzman (Columbia)—Emmi

NEW ZEALAND

(Denotes local origin)

- 2 PEPPERMINT TWIST—Joey Dee & The Starlifers (Roulette)—Cop-Con
5 CAN'T HELP FALLING IN LOVE—Elvis Presley (RCA)—Belinda
7 GOODBYE CRUEL WORLD—James Darren (Pye)—Cop Control
3 LET'S TWIST AGAIN—Chubby Checker (Top Rank)—Belinda
5 RUN TO HIM—Bobby Vee (London)—Tucon
6 LANGUAGE OF LOVE—John D. Loudermilk (RCA)—Acuff-Rose
7 THE LION SLEEPS TONIGHT—The Tokens (RCA)—Cop Control
8 MULTIPLICATION—Bobby Darin (London)—Trinity
9 SAD MOVIES—Sue Thompson (HMV)—Acuff-Rose
10 WHEN THE BOY IN YOUR ARMS—Connie Francis (MGM)—Leeds

NORWAY

(Courtesy Verdens Gang, Oslo)

- 2 DET VAR DU SOM SA NEI—Grynet Molvig (RCA)—Harmonyforlaget
1 WALK ON BY—Leroy Van Dyke (Philips)—Ivan Mogull, Ltd., Sweden Music
3 SAN'R AR LIVET—Anita Lindblom (Fontana)—Sweden Music
4 THE YOUNG ONES—Cliff Richard (Columbia)—Musikk-Huset
5 LET'S TWIST AGAIN—Chubby Checker (Columbia)—Stockholm Musikproduktion
6 MULTIPLICATION—Bobby Darin (Atlantic)—Belinda-Harmonyforlaget
7 ROCK-A-HULA BABY—Elvis Presley (RCA)—Belinda
8 YOU'RE THE ONLY GOOD THING (That's Happened to Me)—Jim Reeves (RCA)—Egil Monn Iversen
9 MARI OG OLA—Bjorg & Per Gunnar (Manu)—Egil Monn Iversen
10 MIDNIGHT IN MOSCOW—Kenny Ball (Pye)—Carl M. Iversen

PERU

(Courtesy La Prensa, Lima)

- 1 POQUITA FE—Los Panchos (Columbia)
2 PEPPERMINT TWIST—Joey Dee (Roulette-Philips)
3 LUZ Y SOMBRA—Los Panchos (Columbia)
4 RUNAROUND SUE—Dion (Laurie-Odeon)
5 ERES TODO PARA MI—Sergio Murillo (Columbia)
6 Y...—Lucho Gatica (Odeon)
7 FIDE—Lucho Gatica (Odeon)

- 10 ESCANDALO—Javier Solis (Columbia)
7 LA DEL VESTIDO ROJO—Fernando Borges (RCA)
6 ABANDONADO—Sergio Murillo (Columbia)

PHILIPPINES

(Denotes local origin)

- 3 WHILE THERE'S STILL TIME—Steve Lawrence (UA)—Mareco
2 THE LION SLEEPS TONIGHT—The Tokens (RCA)—Filipinas
1 MARIA LA O—Cuarteto Chester (RCA)—Filipinas
7 BROKEN GUITAR—The Electromaniacs (Mabuhay)—Mareco
TENDER IS THE NIGHT—Tony Bennett (Columbia)—Mareco
9 MOTHER GOOSE TWIST—Teddy Randazzo (Dyna)—Dyna
PEPPERMINT TWIST—Danny Peppermint & the Jumping Jacks (Carlton)—Pacific Promo
8 IMPOSSIBLE—Nat King Cole (Capitol)—Mico
5 JUST LET ME DREAM—Pat Boone (Dot) Mareco

SOUTH AFRICA

(Courtesy South Africa Radio)

- 1 THE YOUNG ONES—Cliff Richard (Columbia)—Witmark
2 JOHNNY WILL—Pat Boone (Columbia)—Witmark
3 WALKING BACK TO HAPPINESS—Helen Shapiro (Columbia)—Film Music
4 A WONDER LIKE YOU—Ricky Nelson (Renown)—M.C.P.S.
5 PEPPERMINT TWIST—Joey Dee & The Starlifers (Roulette)—Jill Music
6 HAPPY BIRTHDAY, SWEET SIXTEEN—Neil Sedaka (RCA)—Kershner
7 THE GYPSY ROVER—The Highwaymen (United Artists)—M.P.C.S.
8 MULTIPLICATION—Bobby Darin (Atlantic)—Aberbach

SWEDEN

(Courtesy Orkester Journalen, Stockholm)

- 1 LAS INTE BREVET—Siv Malmkvist (Metronome)—Mellia
3 LET'S TWIST AGAIN—Chubby Checker (Columbia)—Belinda
2 MULTIPLICATION—Bobby Darin (Atlantic)—Belinda
4 SANT AR LIVET—Anita Lindblom (Fontana)—Sweden Music
5 MEXICO—Bob Moore (London)—Reuter & Reuter
5 TE DANS MA KARLSTATOSERNA—Sven Ingvar (Philips)—Nordiska Musikforlaget
8 LITTLE ROSEMARY—Ray Adams (Fontana)—Europa-Produktion
9 HAPPY BIRTHDAY, SWEET SIXTEEN—Neil Sedaka (RCA)
KARA MOR—Goingeflickorna (Joker)—Sweden Music
0 NO MORE—Elvis Presley (RCA)—Belinda

DENMARK

Danish Radio Opens Benefit

By ANNE HANSEN 11 Malerbakken, Holte

On March 10 the Danish State Radio and TV started a series of benefit shows. A national subscription is running now, and popular Danish and foreign artists, chosen by viewers and listeners, will perform on the big four-hour-long final program on March 26. Twist records are pouring onto the market. Chubby Checker holds the main interest, but any title with the magic word, Twist, gets attention. So, "You Are My Sunshine" by Johnny and the Hurricanes—out for a long time on EP—was recently reissued by London as a single, and renamed "Sunshine Twist." The disk is now moving upward. . . . All the final tunes from the Danish Melody Grand Prix are now available on record, but it's too early to speculate which will hit the charts.

**AUSTRALIA**

**Spanka, Woomera  
Firms Settle Pact**

By **GEORGE HILDER**  
19 Todman Ave., Sydney

Senior executives of Spanka Music, U.S.A., Andrew Anka and William Lazarow, have visited with executives of Woomera Music Pty., Ltd., Melbourne. The results of this visit is the formation of Spanka Music Pty., Ltd., a jointly owned Australian Company to publish and promote the music of Spanka and its subsidiary, Flanka Music.

Commenting on the formation of this new company, senior executive of Woomera Music, **Ern White**, stated that he can see a very busy time for Spanka in promoting and publishing the long-neglected catalog of songs by **Paul Anka** alone, very few of which have ever been issued in sheet music form.

**Record Business**

A national sales and merchandising conference was held March 5 and 6 at EMI headquarters, Sydney, attended by distributors from all parts of Australia to plan future record activities, including maximum exploitation of all overseas labels under the control of EMI and future plans for local recordings and talent.

Present at the conference were **J. N. Burnett**, C.B.E., chairman; **Ken East**, record sales manager; **Ron Wills**, a.&r. for EMI; **Bill Robinson**, representing English Decca and the London label; **John Sturman**, **Kevin Ritchie** and **Len Parry**.

The Crickets' version of "He's Old Enough to Know Better" is to be released here on the Liberty label. Though not showing on U. S. charts it has been predicted a forthcoming hit. Pye Records will release the English version by the **Brooks Brothers**. The **De Kroo Brothers**, local recording artists for Festival, cut their arrangement of the number but it has now been decided, owing to the strong competition, not to release it.

**New Sides**

Aboriginal ballad singer, **Jimmy Little**, whose album, "A Tree in a Meadow," met with great success, is releasing a single from the album, "Little Green Valley" by popular demand, on the Festival label. Three hot singles which hit the airwaves simultaneously, and are now certain for hit parade honors, are **Dig Richard's** "Do-Re-Mi," **Patsy Cline's** "She's Got You" and **Lana Cantrell's** "Moscow Nights."

**This and That**

**Dave Brubeck**, who is here for the opening of Alelaide's "Festival of Arts," will give a concert at the Sydney Stadium March 30 and 31. Appearing on the program with Brubeck and his Quartet will be **Laurie Loman**. Brubeck will also give concerts in Brisbane and Melbourne and TV appearances in Revue '62. . . . **Colonel Joye** has received a cable that his disk "Sweet Little Sixteen" will be released in the U. S. If the disk proves successful, Joye hopes to visit the States later this year.

**AUSTRIA**

**Special Tunes in  
New German Flick**

By **FRED ZILLER**  
Mollwaldplatz 1, Vienna

**Werner Scharfenberger** wrote the special tune "Silver Moon" for German teen-age idol **Peter Kraus**

(who also sings the first German version of "The Young Ones" on the Polydor label). The song will appear in film "Turkische Gurken" (Turkish Cucumbers) also starring **Lil Babs** with "Heya, Heya and a Samba," **Babriele** with "Die ersten Rosen (The First Roses)" and **Gunther Philipp** with "Ohne Kuss, Ohne Schuss" (No kiss, No shot). The lyrics are by **Peter Wehle**.

"Vienna, City of My Dreams" is a new Philips album covering 12 Viennese songs, modernized and with English lyrics sung by British entertainer **Harry Secombe** with a special choir, and accompanied by a 40-piece ork directed by **Wally Stott**. The recording took place at the Vienna Concert Hall and was produced by artist promoter and manager **John Franz** in four days.

Polydor producer **Gerhard Mendelson** picked the famous Italian singing lady **Mina** for her first German recordings, "Heisser Sand" (Hot Sand), "Fiesta Brasiliana," "Ein treuer Mann" (A True Man), lyrics by **Fini Busch**, and "Un Ciel Dela Stanza."

**Visitors**

Hollywood's composer-conductor **Morris Stoloff**, who recorded the sound track of the film "Fanny" for Warner Bros. Records, visited Vienna February 26 for further contacts over here. Music Director **Rudolph Friedman** (Decca, RCA, London, Warner Bros., Barclay) arranged a special meeting with the Austrian press and TV at the airport to welcome Stoloff to Vienna.

**Just Released**

"The Young Ones," starring **Cliff Richard** and **The Shadows** on Columbia, pops up to be greatest record sale since **Chubby Checker's** "The Twist." . . . **Catarina Valente** and brother **Sylvio Francesco** doing the German version of the "Peppermint Twist" (bs: "Popocatepetl Twist" with lyrics by **Hans Bradtke**) on the Decca label. . . . Polydor's big band **Max Greger** continued its Twist series with "In-the-Mood-Twist," which is already a hit over here.

Polydor released a special Twist catalog of 17 singles, 2 extended plays and 3 LP's starring German and American artists and orchestras.

**BRITAIN**

**Liberty to Issue  
Mat Monro Disks**

By **DON WEDGE**  
News Editor, New Musical Express

Liberty has arranged with EMI Records to issue **Mat Monro** disks in the U. S. The deal was set by the American label's a.&r. exec **Snuffy Garrett** during his visit to London last month for the launching of the mark under EMI auspices in Europe. It is likely that other EMI artists will get American release through Liberty as a result of talks between the two firms' toppers, **Al Bennett** and **L. G. Wood**, in the same period.

**Visitors**

**Paul Anka** and his manager, **Irving Feld**, were hosted by Decca (RCA's British outlet) during their London visit to a lunch attended by leading British deejays, critics and trade newspapermen. In **Sir Edward Lewis'** absence Major **James Gray**, one of Decca's four directors, acted as host. . . . **Johnny Brandon**, one of Britain's leading songwriters until he emigrated in 1955, was returning to London from New York Monday (5). Accompanied by manager **Stuart Wiener**, Brandon plans to produce some recordings here during a two-week stay.

Chappell's managing director, **Louis Dreyfus**, is back in London for a reported three-month stay. . . . **Lionel Bart** was leaving for New York February 28 to work on casting and pre-production for the Broadway version of "Oliver!"

**Disk Business**

Highlight of Decca's March releases is the first stereophonic recording of Strauss' opera "Salome"; it uses a new technique called "Sonistage" involving a process of microphone placement giving better balance and depth. . . . **Billy Fury's** latest chart single, "Letter Full of Tears," was recorded before the American disk by **Gladys Knight** hit the charts; latter, incidentally, is on the Fury label. . . . **Paul Anka's** "Young, Alive and in Love" album is the first disk to carry the full RCA Victor logo here; previously the label name had been RCA in Britain. . . . Electrical and Musical Industries is maintaining its interim dividend at 5 per cent for the year ending June 30.

**Cliff Richard's** "The Young Ones" recording, just issued in the U. S. by Big Top, has now passed the million mark. The single is over 860,000. The album of the same name is in excess of 110,000. These are for sales in the local market only and it passes the million mark through continental sales.

Pye brought forward **James Darren's** "Her Royal Majesty" forward to February 27 release. . . . Saga has issued a **George Chakiris** single of "Tonight" recorded during the stage show's London run.

**Flock of Cover  
Records Hit Biz**

By **DON WEDGE**  
News Editor, New Musical Express

Cover records are relatively infrequent. More often than not, a week goes by without one. In the release for Friday (9) there were three instances, however. Most popular were the **Manos Hadjidakis** themes from the "Dreamland of Desire" film. The Continental hit version by **Nana Mouskouri** of "The White Rose of Athens" and "Adios My Love" was issued by Fontana (Riverside has the U. S. right to this waxing). The **Chordettes'** cover of both titles was issued by Decca on London (from Cadence). EMI's entry was by the **Geoff Love** ork and **Rita Williams Singers** of "White Rose" coupled with another Hadjidakis composition, "Niana." Disk was produced by EMI's **Norman Newell**, English lyricist of "White Rose."

The **Drifters'** current U. S. single "When My Little Girl" was highly thought of by Pye and EMI talent. The American hit was scheduled by London (from Atlantic). Pye flew **Jimmy Justice** back from Scandinavia where he was touring to wax a cover. A week before release date, **Craig Douglas** (Top Rank) went into EMI studios to join battle.

Third example is "She's Got You." Competing with the **Patsy Cline** disk (issued by Decca on Brunswick from U. S. Decca) is a version by **Alma Cogan** (EMI-Columbia).

**Disk News**

Decca has issued **Hayley Mills'** "Jeepers Creepers" and "Johnny Jingo." It was recorded in London under **Toots Camarata's** supervision January 16 for **Walt Disney's** Vista label. Both the previous release, "Let's Get Together," a big success both in the U. S. and here and the new issue were unusually issued on the Decca label; most product from American affiliates (apart from those having their own labels) is issued by the firm on the London line.

Another of Britain's independent label's, **Delyse Records'** Envoy, is entering the singles market. First

issue, on March 30, will be "Penny Whistle Cha-Cha" and "Transcontinental," according to production manager **Anthony Turney**. Sides feature an orchestra directed by the composer, **Bob Docker**. They are being published by **Delyse's** firm, Linvoy.

**Bobby Vee's** hit single "Run to Him" is now available on two labels. First to issue it was Decca on London. Disks pressed before Liberty switched to EMI February 1 could be sold off. At the time the item was a hot one and now, with a substantial sales potential, EMI has released it on the Liberty mark.

The annual government budget statement will be made Monday, April 9. All sections of the British music industry will await it with interest; some, particularly dealers, with trepidation.

**Visitors**

Warner Bros. Records' international director **Bobby Weiss** is due in London this week after a long absence at the firm's Hollywood base. During it, Warner's first deals were concluded with EMI. They involve the transfer of the American label to EMI distribution in Japan, South Africa and New Zealand. New deals take it, through the British firm, to Turkey, India, Cambodia, Burma and Ceylon. . . . Three Scandinavian callers were **Jan Olofsson** of Malmo, Sweden (to book British rock talent); **Arne Bendriksen**, a member of Norway's **Monn-Keys**, who visits the U. S. in April, and **Karl Knudsen**, head of Danish Storyville (here to launch a tour by the **Papa Bue** band).

**Disk Business**

Advised by cable from Reprise of **Frank Sinatra's** "Everybody's Twist," Pye scheduled the disk for release without waiting for a copy. . . . Pye assigned the first record of a new group, the **Countrymen** ("I Know Where I'm Going"), to Atlantic before it had been issued here. . . . Title of **George Chakiris'** disk issued by Saga is "Cool," not as reported last week. . . . New **John Leyton** single, "Lone Rider," recorded by RGM sound for EMI-HMV release, was also waxed in a French version. He cut his previous disk, "Son This Is She," in German. . . . Philips issued a "Stereo Spectacular" LP by **Harry Robinson** and ork subtitled "With Mallets Aforethought."

**IRE**

**Twisters Making  
Debut in Ireland**

By **KEN STEWART**  
Dublin Evening Mail

Now that the Twist is really making some headway, **Peppi** and the **New York Twisters** are coming here at Easter to show us how to dance it properly. It is understood that **Peppi** was formerly lead dancer in the **Sammy Davis Jr.** show. He was signed up in London by **Jimmy Magee** of Video-Vox (Ireland) Ltd. **Patrick O'Hagan** will be heard from Station WBZ, Boston, on St. Patrick's Day in a somewhat heated discussion on the Twist. This is part of a special program made in Dublin by the **Eamonn Andrews** Studios.

The Irish premiere of "Blue Hawaii" was held at the Adelphi, Dublin, before a capacity house. Proceeds aided the Actors' Church Union. The movie, which starts a general run at the cinema shortly, was preceded by a lavish stage-show featuring several local acts. **Thomas Manahan**, chief of Irish Record Factors, told BMW that the 14-track LP of songs from the movie is grabbing plenty of sales action.

**GERMANY**

**Int'l RCA Execs  
Meet in Munich**

By **JIMMY JUNGERMANN**  
102 Ismaninger Street, Munich 27

Munich was the meeting place for RCA reps from Finland, Sweden, Norway, Denmark, the Netherlands, Belgium, Switzerland, Austria, and Germany prior to the international RCA meeting in Rome last week. RCA Vice-President **Dario Soria** and Vice-President **Hottelet Til**, Teldec export boss **B. Richter** and Teldec press manager **S. Braeunlich** attended the meeting. Munich's mayor, **Dr. Vogel**, gave an invitation in Munich's Town Hall. Mr. Soria presented an album with Beethoven's nine symphonies conducted by **Arturo Toscanini** and the new "Othello" album produced by RCA in Rome to the Munich Music Library, and the **Van Cliburn** Tchaikovsky album to the mayor. This album has sold 100,000 copies in Germany alone.

**Visitors**

Musical director **Morris Stoloff** visited here on a trip through Europe, **TeV Aviv**, **Istanbul** and **Vienna**. . . . **Bobby Rydell** and his manager, **Frankie Day**, visited Germany for six days. . . . **Kenny** ("Midnight in Moscow") **Ball** will tour Germany in April. . . . **Ex-Platters** singer **Jack Hammer** tours Germany.

**New Producer**

The Philips-Fontana label has a new producer. It's **Peter Thomas**, who got the German Oscar for film music. His first efforts are the German versions of U. S. numbers.

Electrola has begun issuing the Liberty label with a program of singles and LP's.

**'Mexico' on Top  
10 Straight Wks.**

By **BRIGITTE KEEB**  
Automaten-Markt, Braunschweig

**Bob Moore's** "Mexico" has been continuously No. 1 here for 10 weeks. Available in nine different versions, the only best seller is Moore's which has sold more than 400,000 copies.

**RCA Meeting**

On February 23 and 24 an RCA meeting took place in Munich around repertoire discussions attended by **Dario Soria**, RCA New York, and RCA licensees from Scandinavia, Benelux, Austria, Switzerland and Germany (Teldec). These talks were followed by the big RCA Europe meeting in Rome.

Because of the increasing radio requests, Polydor is to issue the **Connie Francis** single of "La Paloma" from her latest LP. This release is remarkable, for some months ago Polydor had a very big hit with same tune sung in Spanish by Germany's most popular singer **Freddy**. Miss Francis' MGM waxing is backed by her recent U. S. hit "When the Boy in Your Arms." It is expected that Teldec will now release the oldie from a **Presley** album, as his waxing, too, gets strong requests from listeners.

**New LP's**

In Cologne, Polydor's **Kurt Feltz** recorded an LP medley as well as five singles from "My Fair Lady." Artists are **Peter Alexander**, **Cissy Craner**, **Sandor Konya**, **Herta Talmar**, **Peter Rene Koerner**, **Willy Millowitsch**, the **Hazy Osterwald Sextet** and **Kurt Edelhagen's** ork. Philips offers the original recordings from the Broadway show as

well as from the German appearances in Berlin.

#### Pubber Row

Berlin publisher Rolf Budde is currently working hard on the sensational Cliff Richard waxing "The Young Ones," currently No. 1 in Great Britain where it sold 800,000 copies. In Germany it entered the chart and is expected to go up rather quickly. . . . Peter Kraus will be out on Polydor with German version entitled "Ein junges Herz" (A Young Heart) early in March.

#### HOLLAND

### Pick 'Kathinka' For Eurovision

By HEMMY J. S. WAPPEROM  
Editor Platennieuws  
Edisonstraat 21, Amersfoort

The Dutch public has chosen the song which will compete on the Eurovision Final in Luxemburg March 18. The Dutch final February 27 was a great triumph for Basart Publishing, which got three songs in the top four. No. 1, the winning song "Kathinka," written by J. Stokkermans—L. Post and H. Hambuis, was sung by "De Spelbrekers." The record has been released by Philips (L. C. Phonogram). No. 2, "Niets," was written by Pieter Goemans and Ted Powder. No. 3, "Carnival," written by Johnny Holshuysen and Karel Prior, was sung by Rita Corita, HMV star (L. C. Bovema). Basart has already entered into negotiations for the sub-publishing rights in the whole world.

#### Other News

A long-awaited new record by one of Holland's most popular singers, Ria Verda, is Dutch versions of "Moon River" and "Kommt Ein Schiff Nach Amsterdam" on the Decca label (L. C. Phonogram). Among new home-made single recordings on Philips are Dutch versions of "Cotton Fields" by De Riantas, "Norman" and "When the Boy in Your Arms Is the Boy in Your Heart," by Willeke Alberti and "Midnight in Moscow" by The Rivertown Dixieland Jazzband, winners of the Loosdrecht Jazz Contest last summer.

New highlights in Bovema's Imperial repertoire this week are: Fats Domino's "You Win Again," a Hank Williams composition, and Iionka Biluska (South African girl singer who's making her debut in Holland) with "De Leeuw Slaapt Vannacht" (The Lion Sleeps Tonight).

#### HUNGARY

### Review Copyright Law Revisions

By PAUL GYONGY  
Derekutca 6, Budapest

Copyrights here are under regulation of Law No. 54 of 1921. This replaced an outdated law of 1884 as prescribed by the First World War's peace treaty of Trianon.

The 1921 law was at its time up to date, assuring equal rights for Hungarian and foreign authors and composers. As time passed, and newer technical devices were introduced, disputes were decided by judgments in law courts.

Recently the government found this law out of date and has created a new copyright law, which will be submitted shortly to Parliament. Though quite a number of copyright experts were consulted at preparatory talks, not much consideration has been given to their opinion and advice.

The law project reflects—besides introduction of several kinds of compulsory licensing subject to performing right payments—the

chief reason for revision; namely, the reduction of the copyright term from 50 to 25 years after death of their creator or the last of joint authors.

There are two arguments for this: First, the consideration that "income without work" is undesirable (forgetting that you can win on lottery 1½ million forints or \$65,000 and receive 5 per cent interest on your bank savings account). Second, the fact that theaters and book publishing enterprises hold many theatrical and literary works of deceased authors

still subject to payment of copyrights due to the 50-year term of the old law.

#### Pros and Cons

Though this change is against the general interest of authors and composers, no doubt Parliament will vote in favor of the new law, as it will be apparent that the country will have to render fewer payments for foreign copyrights in hard currency.

Nevertheless, the new law clears many questions which up to the moment were uncertain or misjudged.

The reduction of the duration of copyrights implies application of same measures regarding Hungarian citizens in all countries where duration is of longer term than 25 years. There are rumors that a decision has been reached regarding Hungary joining the Universal Copyright Convention.

#### 1962 Light Music Festival

The biennial Light Music Festival of the OIRT (Organization Internationale de Radiodiffusion et Television), the pool of Socialistic State Radios and Television Companies, will be held in October next

in Leipzig, East Germany. Preparations here are in full swing and orders to composers for tunes have been already commissioned to a certain extent. There are already some affronts to register.

#### ITALY

### Fourth San Remo Tune a Challenger

By SAMUEL STEINMAN  
Piazza San Anselmo 1, Rome

Despite the usual post-mortems, no loud protests over the victory of another Domenico Modugno song in the San Remo Festival has been heard. Although "Goodbye, Goodbye," is selling well in the Modugno and Claudio Villa versions, it is interesting to note that "When, When, When," which was a poor fourth in the voting is challenging the leader for record sales.

Another who fared well in the festival is Sergio Bruni whose total votes for second and third places exceeded those of any other participant. Milva, who sang the runner-up, "Italian Tango," is also a current favorite of the Italian public. It is notable, however, that 11.2 per cent of those who participated in the voting pool did not make any choice of a winner, indicating their idea of the order in which the songs would finish.

#### News Time

Marriage of pianist Romano Mussolini, son of the late dictator, and Maria Sciclone, sister of Sophia Loren, made top international music this week. Couple hope to tour the U. S. in 1963. . . . Pietro Garinei and Sandro Giovannini have another hit on their hands in "Enrico '61" starring composer Renato Rascel, which RCA has issued. . . . CGD and MGM, whose current arrangement for distribution was due to end in October, have renewed for three more years.

#### Disk News

Carmen Villani's Bluebird disk, "Sunset in Canada" and "Our Road," has been picked up by Chancellor of Philadelphia. . . . Using the Fonit-USA label, 12 LP's originally issued by Command of New York are on the Italian market. . . . Among U. S. names guesting on "High Fidelity" TV show are Nancy Sinatra, Bobby Rydell, Gene Pitney, Tony Williams and Lou Monte. . . . Peppino di Capri, who is being billed by Carisch as "King of the Twist" has come forth with "The Jet," which he will take with him on his approaching tour of U. S. and South America.

Aberbach (Roma), which is the Italian agency of Hill and Range Songs of N. Y. C., is now issuing a monthly bulletin. . . . RCA is out with Nico Fidenco's latest, "Silken Stairway" and "Amid the Feathers of a Bluebird" and film star Lea Massari's recording debut, "Dreams Die at Dawn." . . . New TV shows coming up include "Eighth Note" which will be emceed by Johnny Dorelli and Dawn Addams and "Musical Club." . . . Now that Frank Sinatra is with Reprise, distributed here by Galleria del Corso, V-C-P has issued a complete catalog of its Capitol recordings by the American singer. . . . Graz, lots!

#### NEW ZEALAND

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By FRED GEBBIE  
Box 5051 Auckland, N. Z.

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when answering ads . . .

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net (CBS) Columbia), Polydor, Philips, and Fontana. In a special introductory offer, the IPS is offering three records out of a selection of 30 for 20 shillings (\$2.80). The new company has advertised nationally and with such a fine selection of material, it must be assured of great success, their only other opposition being The World Records Club, the Reader's Digest Record Club, HMV's Ace of Clubs and Variety Record Club, and Gem Record Club.

**Music News**

Ex-record executive Philip Warren is currently staging a Twist Marathon Dance with a prize of \$140 for the one who dances the longest and breaks the existing world Twist record. . . . Peak Records, Ltd., has switched distribution from Philips to K F Meates. Peak is one of the up-and-coming young companies with distribution rights to Cadence, Candid, Playtime, and their own label.

**Record News**

New singles from HMV this week include "Percolator Twist" by Bill Joe, Duane Eddy's "London-derry Air," Dion's Big BMW chart-rider "The Wanderer," Sandy Nelson doing "Let There Be Drums" and Johnny Burnette's "God, Country and My Baby" all on the London label. With Sue Thompson's HMV hit "Norman," and the Capitol single by the Lettermen, "When I Fall in Love," this is the biggest stack of hit material from HMV in a long time. . . . Eddie Hodges has a newy for Cadence in "Bandit of My Dreams."

**PHILIPPINES**

**Filipinos Writhe With the Twisters**

By LUIS MA. TRINIDAD  
264 Escolta, Manila

Stateside and local instrumental groups are locking horns as they vie for top honors. The nation, twisting to the rhythm of the Twist, does not seem to feel the impact of the decontrol which is being closely watched by Filipino traders and importers as the value of the dollar takes a nose-dive, thus allowing the peso to become convertible.

It looks like the "Twist" is here to stay for a long run. High on the list of favorites are Elvis Presley, Pat Boone, Chubby Checker, Bobby Rydell, The Goodtimers, The Untouchables, Sam Cooke, Nick Perito, Billy Vaughn, Lester Lanin, Eddie Hodges, The Three Suns, Clay Cole, Bobby Vee, John Buck, Lawrence Welk, Al Caiola, King Curtis Combo, The Titans, The Ventures, Margarita Sierra, and Teddy Randazzo.

U. S. twisters have their Philippine counterparts in the persons of The Electromaniacs, a rabble-rousing instrumental aggregation. The Hi-Jacks, The Ramrods, The Vibrators, The Vandals, Electro-Rods, The Storms, Montecillo Sisters, Gloria Selga, Bobby Gonzales, the Honey Sisters, Carding Cruz, Norie Jocinto, and Boy Ordonez.

Filipinos Record Corporation, licensee of RCA Victor, is thrilled over the spontaneous applause local airwave deejays and fans are eliciting over 20-year-old Paul Anka's initial single release on RCA Victor, "Love Me Warm and Tender" (arranged by Ray Ellis) and "I'd Like to Know." Paul needs no introduction to Philippine disk enthusiasts, considering his recent engagement at the Areneta Coliseum, where he drew raves. The very active 200-member Paul Anka Fan Club of the Philippines, Chapter 26 (prexied by Vilma N. Recongo) has its own radio show, "The Paul Anka Fan Club Show" over Station DZBD.

**Disk Business**

George Greeley, one of Warner Bros. outstanding artists, is con-

templating an extension of his Australian concert tour to Manila sometime between June 8 to 15. Greeley's popularity in the Philippines was brought about by the tremendous sales of his WB LP's released last year.

**SPAIN**

**Tango Making Big Comeback**

By RAUL MATAS

32 Av. Jose Antonio, Madrid 13

"Tango Italiano" in San Remo, Carlos Acuna in Spain and Mariano Mores' popularity all over the world seems to add up to a new era for the tango. The Argentinian dance has to face the Twist, the Chunga, the Pachanga, the Hully Gully and even the waltz, but European reports show a big increase in tango sales and a great public demand for the famous compas.

**Artists**

Los Tamara, Bel Air artists, made their debut at the Castellana Hilton in Madrid. . . . Glenda Leigh, British star and former vocalist with Bernard Hilda, is also having a big success here. . . . Antonio Prieto went to Italy and came back to do radio and the Artur Kaps TV show from Barcelona. . . . Los Santos (Fontana) from Argentina will tour Sweden and Denmark soon. Argentinian Quique Roca (Hispavox) flew to Lisbon for a TV engagement.

**Titles**

Paul Anka's "Love Me Warm and Tender" was released by RCA two weeks before the arrival of the Canadian singer in Spain. Also the label issued his first LP. This is the same song that Anka is supposed to record in Madrid with Spanish lyrics. . . . "Blue Water Line," sung by the Brothers Four, should bring them back among the favorites in Spain.

"No Existe El Amore," many weeks the top tune of Italy with Adriano Celentano, appeared in Spain sung in Spanish by the new Juvent's duet (Vergara), and "El Organito" (Little Organ) by Mario Clavel is becoming a big seller in the whole country.

**VENEZUELA**

**Twist Is Dance For Carnival**

By ALVARO PENALVAR  
Apartado 3066, Caracas

The Twist will definitely be the beat during the "Carnavales." All orchestras are putting their arrangers through the mill, getting a large number of Twists in their books. The recording companies, not counting the five or six assorted Twist LP's already released, plan a heavy Twist parade.

Parkway went to Discomoda (EMI-Odeon) which is rushing out two Chubby Checker items. Atlantic-Atco, through Orfeon, has Ray Charles and Bobby Darin ready to join the parade.

First of the year reshuffling among the independent radio stations has key disk jockeys changing frequencies. Most of them going to Radio Continente, which dropped almost all soap opera and non-music segments to include Armando Palacios's "Your Disk Jockey" and Osvaldo Yepes "Your Hit Parade" on a daily basis.

Octavio Vargas, producer of the Llanero label, for many years leading country and western Venezuela style disk, went to Dominican Republic after closing shop and selling all masters.

**MUSIC AS WRITTEN**

**CAMA ENTERPRISES FORMED . . .**

Basil Bova, former sales executive for 20th-Fox and the Sinclair labels, has formed his own organization. Firm is called Cama Enterprises. It will cover all areas of the music-record business, including manufacturing, publishing and management. Offices are being set up in New York, Beverly Hills and London.

**"GERSHWIN NIGHT" ON TOUR . . .**

Tim Gale's latest road package, "A Night With Gershwin" kicked off its national tour March 9 in Jersey City, N. J. Show, which stars Rhonda Fleming, Earl Wrightson, Skitch Henderson, Ray Charles Singers and Saverio Saridis, will tour the country. It will play one-night concerts in Philadelphia, Cleveland, Baltimore, Richmond, Louisville and other leading cities. It will also do a one-weeker at the Arie Crown Theater in Chicago, March 27. Show closes in Providence, R. I., April 14.

**METRONOME RECORDS IN HIGH GEAR . . .**

Metronome Records, the Swedish label, has stepped up its activities here, with a flock of European-made disks by the label being issued in the U. S. Atco is issuing a new LP by Jorgen Ingmann, plus a single by Bent Fabric. Riverside is releasing two LP's by the Harry Arnold ork. Jamie is issuing singles by the Runestones, and one by Swedish thrush Anna-Lena called "Iwan Iwanowitsch" which will be issued on Landa. Latter tune is a hit overseas. Metronome, in Germany, has contributed new LP's for the Guyden label with Vern Last, and German LP's for the Fiesta label. Meanwhile, Metronome has been active in New York, cutting sides by David Thorne and Carole and Sherry for the Riverside singles line. U. S. deals were set by Claes Dahlgren of Metronome's New York office, Orion Development Corporation.

**MOGUL GETS FLICK TUNES . . .**

Ivan Mogull has secured tunes from three new movies. Songs are "The Day the Earth Caught Fire" from the picture of the same name; "Whistles Down the Wind" from the new Hayley Mills picture, and the music rights to the film "Treasure Island." Song from "Whistles Down the Wind" has been waxed by Mantovani, Hollyridge Strings and the Wayfarers.

**KAHL MUSIC CHANGES NAME . . .**

Kahl Music, Inc., has changed its name to Nom Music, Inc. Phil Kahl recently sold out his interest in the publishing firm to co-owner Morris Levy, when he (Kahl) left the firm to join his brother, Joe Kolsky in the operation of Diamond Records and affiliated music publishing companies.

**New York**

"The El Cid March" for concert band will have its world premiere on March 17 at the biennial convention of the Music Educator's National Conference in Chicago. . . . Work will be performed by the University of Michigan band under William Revelli. Band arrangement was made by Robert Hawkins and is published by Robbins. . . . Fem trumpeter Pnina has been added to the Sammy Kaye crew. . . . Bill Watkins Jr., of Leesville, S. C., has formed the Ramble label. First release will feature the Country Ramblers. . . . Richard Tucker has recorded a Passover Seder Festival for Columbia Records. . . . A daughter was born to Mr. and Mrs. Leonard Bernstein on February 28.

Brook Benton opens the Flamingo, Las Vegas, March 15. . . . Ella Fitzgerald, with the Oscar Peterson Trio, opens in Paris March 16 as the first leg of a 12-city European tour which ends in Amsterdam March 31. . . . Maceo Pinkard, is being saluted by New York radio on the occasion of his 40th anniversary as an ASCAP composer. . . . The Augustana Choir gave a benefit performance for the Building Fund of the Seaman's Center in Town Hall, New York, March 11. Chorus from Augustana College in Rock Island, Ill., was conducted by Henry Veld. . . . Mercury Records signed c.&w. star Johnny Bond. He will be waxed by a.&r. executive Shelby Singleton. . . . King Guion has been signed by Diamond Records. Bob Rolontz.

**Chicago**

Prestige Records opens Midwest offices here, with Benny Robelis heading the local operation. . . . Marlie Waak will cover the Wisconsin territory for Midwest Mercury and Garmisa of Wisconsin, a post held by Harry Beckerman, who left recently to set up his own Milwaukee distributorship. . . . Mercury's Kenny Myers presented a copy of the label's Civil War album to Mayor Richard J. Daley at special ceremonies last week. Mercury Midwest promotion man, Ben Wood, will tour Illinois and Indiana, showing a film strip based on the album to Civil War round-table groups. . . . Little Al is about to open something he's calling the Cow, near the University of Chicago campus. It'll be a teen emporium, with soft drinks, food and disks. . . . The familiar comedy-recording team of Jack Burns and George Carlin are splitting up. George will continue with manager Murray Becker to do a single. Jack plans to do some legitimate acting. Carlin and Becker have just signed with GAC here.

Bernie Clapper supervised a session last week at his Universal Studios here for Mercurys' Dick Contino. . . . Radioman Jim Lounsbury and his partner, Larry Leverett, have opened a twist emporium called the Rumpus Room on East Walton, site of the now-defunct Lady Fair. . . . Our sympathies to Playboy press impresario, Judy Horberg, whose mother died last week. . . . Diskery head Joe Segal is producing a Charlie Parker memorial concert Monday (12) evening at Art Sheridan's Birdhouse. Artists will include Sonny Stitt, Johnny Young Trio and Ira Sullivan, who will do an on-the-spot LP recording for Vee Jay. Ken Nordine will emcee Nick Biro

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**NAVY**

The pick of the new releases:  
**SPOTLIGHT ALBUMS OF THE WEEK**  
 Strongest sales potential of all records reviewed this week.

# ALBUM REVIEWS

★★★★ **STRONG SALES POTENTIAL**

★★★★ **SING ALONG WITH JONATHAN AND DARLENE EDWARDS**  
 RCA Victor LSP 2495 (Stereo & Monaural)—The zany pair featuring the faltering piano stylist and the tin-eared thrush, take advantage of a new trend, the sing-along, in this latest effort. A brace of old-time tunes are performed in uncertain style, with breaks left for the sing-alongers to fill in. Darlene is supported by a male chorus, and according to the caricature drawing on the cover, it's of massive proportions and contains more than one familiar face in music and record circles.

★★★★ **SOPHISTICATED APPROACH**  
 Stan Kenton, Capitol ST 1674 (Stereo & Monaural)—A very lush and beautiful set of ballads is played by the big Stan Kenton band here. The tunes are almost all drawn from the standard repertoire and feature the brass and reed choirs that do much to bring the moody and nostalgic reflections of the melodic material vividly to life. Album makes a fine programming item, and should score with adult listeners and dancers. Among the better tracks are "But Beautiful," "You Stepped Out of a Dream," "Memoirs of a Lady" and "Like Someone in Love."

★★★★ **REMEMBER JIMMY**  
 Bob Eberly, Helen O'Connell, Jimmy Dorsey and his ork. Decca DL 74248 (Stereo & Monaural)—How could anyone forget the great band of Jimmy Dorsey, with Helen O'Connell and Bob Eberly, which built such

*(Continued on page 28)*

## LP REVIEW POLICY

All albums received by Billboard Music Week are listened to and reviewed by the **BMW Reviewing Panel**. LP's are rated, within their respective categories, according to their commercial potential, based on such factors as performance, material, artist's name value, recording quality, etc.

**SPOTLIGHT WINNERS** are judged to have the strongest sales potential of all albums reviewed during the week and are picked to hit the Top LP chart. **FOUR-STAR** albums are those with strong sales potential. All Spotlights and Four-Star LP's have been evaluated by the full Reviewing Panel, and descriptive reviews are published for these.

**THREE-STAR** albums, having moderate sales potential, are listed thereafter; these frequently will be of particular interest to dealers with specialized clientele. Other LP's with limited sales potential are listed following the Three-Star albums.

**SPECIAL MERIT SPOTLIGHTS**, in the opinion of the Reviewing Panel, have outstanding merit and deserve exposure.

All LP's intended for review should be sent to the **Billboard Music Week Reviewing Panel**, P. O. Box 292, Times Square Station, New York 36, N. Y.

## Pop

### POINT OF NO RETURN



**Frank Sinatra, Capitol SW 1676 (Stereo & Monaural)**—Another beautiful ballad collection from the Capitol vaults by Frank Sinatra. On this set he is reunited with Alex Stordahl, who was arranger-conductor for Sinatra when he first zoomed to success almost two decades ago. Each of the tracks will hold interest for listeners and deejays. Some of them are "September Song," "When the World Was Young," "It's a Blue World," "I'll Remember April" and "Memories of You."

### NAT KING COLE SINGS-GEORGE SHEARING PLAYS



**Capitol SW 1675 (Stereo & Monaural)**—This pairing seems almost a natural for heavy action, radio and store-wise alike. Cole warbles in his usual polished, professional manner against Shearing's fine, often gospel-styled piano here, all of it augmented neatly by a choir of strings. "September Song," "A Beautiful Friendship" (once recorded by Ella Fitzgerald) and "I Got It Bad" are among the tracks. Buyers, incidentally, get an extra LP bonus of six tracks of Cole and another six by Shearing, from earlier albums by each, which should assure success.

### BLUES CROSS COUNTRY



**Peggy Lee, Capitol ST 1671 (Stereo & Monaural)**—Peggy's back, and this time in a blues mood—with sad blues, happy blues, and swinging blues. She sings them in her own delightful style, aided much by the fine arrangements of ork leader Quincy Jones. The tunes cover the U. S. A. with such items as "Kansas City," "Basin Street Blues," "Goin' to Chicago Blues" and "New York City Blues." The album's a gas.

### HITS OF THE HOPS



**Various Artists, Warner Bros. WS 1448 (Stereo & Monaural)**—This collection of singles, originally issued on Warner Bros. and other labels, could be a winner with the teens. It spotlights the Everly Brothers, Jan and Dean, Jerry Wallace, the Champs, Bob Luman, Don Blake, Jerry Fuller, Connie Stevens, and Joanie Sommers. It's an "oldies but goodies" type of set that is aimed at the young. A good collection.

### GREAT THEMES FROM HIT FILMS



**Enoch Light and His Ork, Command RS 835 SD**—Clever, fresh arrangements of top themes from hit films make this instrumental album a potential sock seller with both sound bugs and film music fans. The songs include "Tonight," "Never on Sunday," "La Dolce Vita" and the theme from "Four Horsemen of the Apocalypse," which has just been issued as a single. The arrangements are excellent and the sound is superb.

### TWIST UP CALYPSO



**Gary (U. S.) Bonds, LeGrand LLP 3002**—Here's a swinging calypso type album from Gary Bonds that could be a strong seller. It contains his most recent hit "Dear Lady Twist," and well as his new single release "Twist, Twist, Senora." The tunes include a group of well-known calypsos handed in Twist fashion, including "Mama Look a Boo-Boo" and "Day-O." Could do well with the teens.

### THE TWIST GOES TO COLLEGE



**Les Elgart and His Ork, Columbia CS 8585 (Stereo & Monaural)**—Elgart blends his exciting big band sound with an infectious Twist beat. The results should find favor with Elgart's regular fans and more mature Twisters. Line-up includes Twist versions of "Frenesi," "St. Louis Blues," "In the Mood" and "Turkey in the Straw," plus "Bandstand Twist," "Hawaiian War Chant Twist," etc.

## FLOYD CRAMER GETS ORGAN-IZED



**RCA Victor LSP 2488 (Stereo & Monaural)**—Another gasser from the nimble-fingered Cramer, with one side devoted to his familiar piano stylings with strings and occasionally voices used in support. Side 2 is a new recorded venture, which finds the artist on electric organ, supported by blaring brass. Extremely satisfying wax either way. Piano side features "Sentimental Journey," "Blue Heaven" and "The First Hurt," while the flip has "Lullaby of Birdland," "Perdido," etc. Powerful programming for all stations, good music and rock.

## DUET



**Doris Day and Andre Previn, Columbia CS 8552 (Stereo & Monaural)**—Doris Day and pianist-composer Previn combine their standout talents with highly effective results in this package of poignant standards, oldies and originals. All of the sides provide rich programming material for jocks, including "Wait Till You See Him," "Fools Rush In," "Close Your Eyes."

## THIS FLING CALLED LOVE



**Eileen Farrell with Percy Faith and his Ork, Columbia CS 8539 (Stereo & Monaural)**—The Metropolitan Opera star enjoyed considerable success with her first pop album, and this one should fare equally well. Her rich, expressive voice is showcased on a flock of lovely standards and oldies. Best sides are "I've Got You Under My Skin," "Stormy Weather," "Hello Young Lovers" and "I Never Have Seen Snow."

## MODERN SOUNDS IN COUNTRY AND WESTERN MUSIC



**Ray Charles, ABC-Paramount ABC 410 (Stereo & Monaural)**—This is one of the most intriguing albums in a long time—the great Ray Charles doing great hillbilly songs against a jazz-oriented big band with arrangements by Marty Paich, Gerald Wilson and Gil Fuller. The concept is wonderful, and the sides include Hank Williams' "You Win Again," the Eddy Arnold hit, "You Don't Know Me" and the Davis-Daffen "Worried Mind." In addition to being powerful dealer material, this package will fracture knowledgeable jockeys who will find in it a wealth of material to talk about as well as play.

## Jazz

### BATTLE ROYAL: THE COUNT MEETS THE DUKE



**Duke Ellington and Count Basie, Columbia CS 8515 (Stereo & Monaural)**—Big band jazz fans should really go for this album. A host of jazz stars are included in the full complement of both bands which are pitted against one another. The two leaders trade piano solos on many of the tracks and the likes of Paul Gonsalves, Johnny Hodges, Frank Wess, Willie Cook and Budd Johnson hook up in instrumental duels. The set makes for swinging listening with representative tunes from both bands' books ("Take the 'A' Train" and "Jumpin' at the Woodside" are typical) included. Program has pace and drive and should be one to watch.

### THE BEST OF BASIE



**Count Basie and His Ork, Roulette Birdland R 52081**—The current Basie ensemble salutes its various predecessors with these new takes of the tunes with which the name of Basie is most closely associated over the years. With the great 18-piece current edition in its usual brilliant form, it's like a kaleidoscope of Basie—"Sent for You Yesterday," "Every Tub," "Jive at Five," "Blue and Sentimental" and "Swingin' the Blues," among them. Jocks and fans should have a lot of fun with these fine tracks.

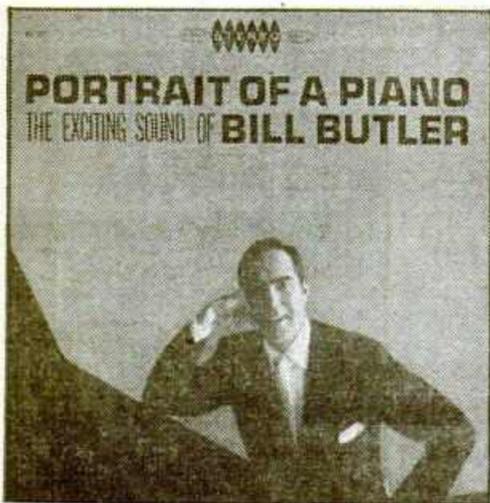
*(Continued on page 24)*



# MARCH PROMOTION

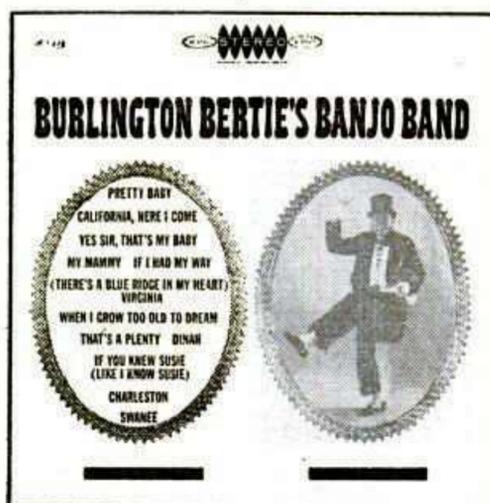


# MARCH PROMOTION

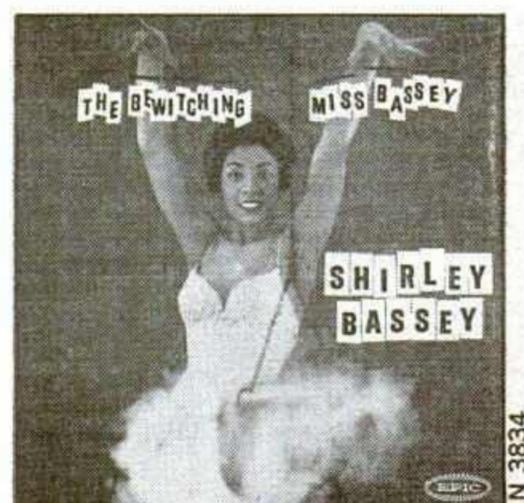


LN 3826/BN 621\*

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LN 3816/BN 614\*



LN 3834

The pick of the new releases:  
**SPOTLIGHT SINGLES OF THE WEEK**  
 Strongest sales potential of all records reviewed this week.

# SINGLES REVIEWS

### POP

#### BARBARA GEORGE



**YOU TALK ABOUT LOVE** (Saturn, BMI) (2:35)—The thrush follows up her recent hit, "I Know," with a swinging reading of a bright rhythm novelty, sparked by an exciting rhythmic arrangement. Watch it. Flip is "Whip O Will" (Saturn, BMI) (2:35). **AFO 304**

#### THE SHIRELLES



**SOLDIER BOY** (Ludix, BMI) (2:40) — **LOVE IS A SWINGIN' THING** (Ludix, BMI) (2:10)—The girls sing about their "Soldier Boy" on the medium tempo ballad, supported by a warm ork backing. Flip is a bright rocker with a potent reading by the gals over a swinging ork riff. Both sides are strong. **Scepter 1228**

#### RAY CHARLES



**AT THE CLUB** (Tangerine, BMI) (2:57)—**HIDE 'NOR HAIR** (Tangerine, BMI) (3:09)—Charles sings out with exuberance and style on "At the Club," a groovy medium-tempo tune with hip, jazz-oriented backing. He is equally effective on "Hide 'Nor Hair," an amusing novelty with a swiny Latin beat. Both sides are strong, but "Club" has the edge. **ABC-Paramount 10314**

#### BOB MOORE



**AUF WIEDERSEHEN MARLENE** (Acuff-Rose, BMI) (2:29)—**OOH LA LA** (Acuff-Rose, BMI) (2:22)—Bob Moore lends his masterful touch to two Continental-styled themes penned by Felice and Boudleaux Bryant. "Auf Wiedersehen Marlene" is an appealing Germanic-type tune with nostalgic strings, chorus work and mariachi trumpets on backing. Flip is a lilting Parisian item with solid alto sax lead. Fine jockey wax. **Monument 457**

#### BOBBY DARIN



**WHAT'D I SAY (PARTS I & II)** (Progressive, BMI) (2:15) (1:43)—Darin is in sock, showmanly vocal form on this exciting Ray Charles tune. Both sides are strong. Disk was culled from Darin's new album "Bobby Darin Sings Ray Charles." A dual market item with solid appeal for both pop and r.&b. buyers. **Atco 6221**

#### HENRY MANCINI AND ORK



**TOOTY TWIST** (Southdale, ASCAP) (2:10)—**EXPERIMENT IN TERROR** (Southdale, ASCAP) (2:16)—Mancini has been hot recently with "Moon River," and here's another movie coupling that could bring honors. Both from "Experiment in Terror," the top is a rocker while the flip is an effective mood theme. Both have a chance. **RCA Victor 8008**

#### PAUL ANKA



**PLL NEVER FIND ANOTHER YOU** (Aldon, BMI) (2:30)—A smart song styling, written by the successful Aldon team of Goffin and King, and done for strong effects by Anka. The Latin-styled arrangement also adds much flavor. Watch this. It can go. Flip is "Uh Huh" (Spanka, BMI) (2:15). **ABC-Paramount 10311**

#### DEE CLARK



**DRUMS IN MY HEART** (Conrad, BMI) (2:45)—**YOU ARE LIKE THE WIND** (Conrad, BMI) (2:33)—The smart young song stylist is back with another solid coupling. On top is a meaningful ballad done with sincerity over a strong drum beat. Flip is another neat effort which also sports a fine scoring. Both could step out. **Vee Jay 428**

#### FRANKIE AVALON



**YOU ARE MINE** (Debmar, ASCAP) (2:55)—Dealers in areas where this new side has been exposed say it's the strongest months for the chanter. And well it may be. He's in top vocal form on a fine ballad and it adds up to a big reading. It has what it takes. Watch it. Flip is "Ponchinello" (South Mountain, BMI) (2:49). **Chancellor 1107**

#### TONY ORLANDO



**PLL NEVER FIND ANOTHER YOU** (Aldon, BMI) (2:55)—The young chanter has a potential winner here. It's a strong ballad, aided by a fine arrangement, and it comes from the team of Goffin and King, who've had noteworthy success of late. This can share a good bit of the loot on the tune. Flip is "Love on Your Lips" (Aldon, BMI) (2:13). **Epic 9502**

#### BILLY MAY



**SERGEANTS THREE MARCH** (Ding Dong, BMI) (1:55)—May is the writer of this tune from the sound track of Frank Sinatra's latest pic, and this track version of the stirring martial theme has plenty of strong appeal. Other versions are out, but this has a strong chance. Flip is "The Girls of the Antler Bar" (Ding Dong, BMI) (2:22). **Reprise 20062**

### Country & Western

#### RED FOLEY



**WASTED YEARS** (Gospeltone, BMI) (2:30) — **THE HAPPY SONG** (Bentley, BMI) (2:25)—The chanter has seldom sounded better. First up is a plaintive country weeper done with a fine sense of wistfulness against a strong backing. The flip is bright and bouncy and forms a neat contrast. Watch both. **Decca 31369**

#### HANK SNOW



**YOU TAKE THE FUTURE** (Glaser, BMI) (2:12)—The fine nasal-voiced chanter has an excellent outing here with a ballad tune that's full of pathos. A performance that can score. Flip is "Dog Bone" (Tree, BMI) (2:24). **RCA Victor 8009**

#### FERLIN HUSKY



**SOMEBODY SAVE ME** (Vanadore, BMI) (2:08)—**JUST ANOTHER LONELY NIGHT** (Husky, BMI) (2:31)—Two top-notch jobs by Husky and either can score. First up is a smart three-quarter time styling, well chanted against a slick backing. Flip is a slow and effective weeper job. Watch both. **Capitol 4721**

## SPECIAL MERIT SINGLES

### Pop Disk Jockey Programming

#### TONY OSBORNE AND ORK

- ★★★★ **TURKISH COFFEE** (Ludlow, BMI) (2:10)
- ★★★★ **TONY'S TUNE** (Ludlow, BMI) (2:06) Kapp 611

### ★★★★ STRONG SALES POTENTIAL

#### THE CHAMPS

★★★★ **La Cucaracha** — **CHALLENGE** 9140—The Latin oldie is handed a smart, rocking reading by the Champs and it should appeal to the teens, since they can have fun dancing to it. (4-Star, BMI) (1:50) in all.

★★★★ **Experiment in Terror**—Here's another gripping version of the title tune from the new flick "Experiment in Terror." Tune was penned by Henry Mancini. Watch this version, too. (Southdale, ASCAP) (2:00)

#### THE DUBS

★★★★ **Now That We Broke Up**—**END** 1108—A soulful, emotional chanting job by the lead as he asks what happened to his love? Side is done to a moderate tempo with fiddle and a who-whoing support from the group. Could grab spins. (2:21)

★★★★ **This to Me Is Love**—A slow ballad with soft triplets behind the celestial warbling by the lead and the group. Good wailing performance that also rates a look. (Allen J., BMI) (2:25)

#### SHIRLEY AND LEE

★★★★ **Together We Stand**—**IMPERIAL** 5818—Exuberant vocalizing by the duo on

*(Continued on page 34)*

### SINGLES REVIEW POLICY

All single records received by Billboard Music Week are listened to and reviewed by the BMW Reviewing Panel. Records are rated, within their respective categories, according to their commercial potential, based on such factors as performance, material, artist's name value, recording quality, etc.

**SPOTLIGHT WINNERS** are judged to have the strongest sales potential of all singles reviewed during the week and are picked to hit the top 50 of the Hot 100 chart. **FOUR-STAR** singles are those with strong sales potential. All Spotlights and Four-Star records have been heard and evaluated by the full Reviewing Panel and descriptive reviews are published for these.

**THREE-STAR** records, having moderate sales potential, are listed thereafter; these frequently will be of interest for disk jockey programming. Other records, with limited sales potential, are listed following the Three-Star records.

**SPECIAL MERIT SPOTLIGHTS**, in the opinion of the Reviewing Panel, have outstanding merit and deserve exposure.

All singles intended for review should be sent to the Billboard Music Week Reviewing Panel, P. O. Box 292, Times Square Station, New York 36, N. Y.



## MARCH PROMOTION



## MARCH PROMOTION

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SEE YOUR EPIC DISTRIBUTOR FOR THE EXCITING MARCH DISCOUNT PROGRAM!

The pick of the new releases:

# SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Continued from page 22

## Low Priced Pop

### SING ALONG WITH THE LIVING VOICES



RCA Camden CAS 712 (Stereo & Monaural)—Clever packaging, which couples an increasingly popular Camden commodity, the Living Voices, with a solidly entrenched trend (the sing-along) and hands it a good sound, performance and cover. There are 27 all-time old-time song favorites, sung by the chorus to simple backing by a souped-up piano, accordion and rhythm. Highly effective merchandise that can sell a lot of copies.

### DAVID CARROLL GALAXY



Mercury MG 20690 (Stereo & Monaural)—A sampler aimed at promoting the sale of the 18 David Carroll LP's in the Mercury catalog, this one is slated to sell for 99 cents. It contains a potpourri of top tracks chosen to show the wide variety of Carroll's arranging abilities. Some of the outstanding efforts include "It's a Wonderful World," "Clarinet Polka," "Just in Time," "Let's Dance" and "Maria Cha Cha." Perfect dance LP that should be a big seller.

## Classical

### COPLAND: APPALACHIAN SPRING; BILLY THE KID



London Symphony (Dorati), Mercury SR 90246 (Stereo & Monaural)—Here is an excellent recording of both Copland pieces as presented by Antal Dorati and the London Symphony Orchestra. It's a stimulating performance thoroughly enhanced by the outstanding stereo sound achieved through the new recording process on 35-mm. film. Copland's music has many fans in the classical, semi-classical and ballet categories which should make this package a potent item for many dealers. The attractive cover should increase sales as well.

(Continued on page 28)

## NEED NATIONAL DISTRIBUTION? SINGLES

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## FOR INVENTORY AND PROGRAMMING

# TOP LP's BY CATEGORY

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

### VOCAL LP's

Title (Label) (Stereo) Mono Top LP Rank

#### Male Vocalists

- **ALWAYS YOU (COL)** .....150
- Paul Anka Sings His Big 15 (ABC) ..... 58
- Belafonte at Carnegie Hall (RCA) .....119
- Big Bad John (Col) ..... 33
- Chubby Checker/Bobby Rydell (Cameo) ..... 42
- **DANNY BOY & OTHER SONGS I LOVE TO SING (COL)** ..... 98
- Do the Twist (Atl) ..... 11
- **DOIN' THE TWIST AT THE PEPPERMINT LOUNGE (ROU)** .....(20) 3
- For Twisters Only (Park) ..... 20
- **TENNESSEE ERNIE FORD—SPIRITUALS (CAP)** .....138
- Heavenly (Col) ..... 99
- Hell Bent for Leather (Col) .....147
- Buddy Holly Story (Cor) ..... 65
- Hymns (Cap) ..... 63
- **HYMNS AT HOME (CAP)** .....100
- I Remember Tommy (Rep) .....(12) 16
- **IF YOU BELIEVE (MERC)** ..... 77
- Johnny's Greatest Hits (Col) ..... 36
- Jump Up Calypso (RCA) .....(36) 60
- Let's Twist Again (Park) ..... 29
- **LINGER AWHILE WITH VIC DAMONE (CAP)** ..... 73
- **LIVE IT UP (COL)** .....(42) 49
- Portrait of Johnny (Col) .....(47) 38
- Jimmy Reed at Carnegie Hall (V-J) .....118
- Rick Is 21 (Imp) ..... 92
- Runaround Sue (Laurie) ..... 27
- **SINATRA AND STRINGS (REP)** .....(39) 101
- **TAKE GOOD CARE OF MY BABY (LIB)** .....121
- Twist (Park) ..... 4
- **TWIST WITH BOBBY DARIN (ATCO)** ..... 78
- **VERSATILE BURL IVES (DEC)** ..... 56
- Your Twist Party (Park) ..... 2

#### Female Vocalists

- All the Way (Dec) .....102
- **JOAN BAEZ, VOL. I (VAN)** ..... 89
- Joan Baez, Vol. II (Van) ..... 31
- Ella in Hollywood (Ver) .....137
- Judy at Carnegie Hall (Cap) .....(10) 13
- Never on Sunday (MGM) ..... 32
- Roaring 20's (WB) ..... 69
- September in the Rain (Merc) .....115

#### Duos and Groups

- Brothers Four Song Book (Col) .....114
- **COLLEGE CONCERT (CAP)** .....(37) 40
- Encore of Golden Hits (Merc) ..... 88
- From the Hungry I (Cap) .....110
- Goin' Places (Cap) ..... 75
- Here We Go Again (Cap) .....132
- Kingston Trio (Cap) ..... 82
- Kingston Trio Close Up (Cap) .....(31) 28
- **LET'S ALL SING WITH THE CHIPMUNKS (LIB)** .....105
- **LION SLEEPS TONIGHT (RCA)** ..... 55
- **SING OUT! (RCA)** .....(19) 15
- Slightly Fabulous Limelinters (RCA) .....(44) 54
- **A SONG FOR YOUNG LOVE (CAP)** ..... 12
- Tonight in Person (RCA) .....122
- **TWIST WITH THE VENTURES (DOLT)** .....(33) 25

#### Choruses

- Fireside Sing Along With Mitch (Col) .....146
- Happy Time Sing Along With Mitch (Col) .....139
- Memories Sing Along With Mitch (Col) ..... 79
- More Sing Along With Mitch (Col) .....135
- **RHYTHM SING ALONG WITH MITCH (COL)** .....(32) 81
- Saturday Night Sing Along With Mitch (Col) .....126
- Sentimental Sing Along With Mitch (Col) ..... 83
- Sing Along With Mitch (Col) .....(40) 34
- TV Sing Along With Mitch (Col) .....(38) 52
- Your Request Sing Along With Mitch (Col) .....(45) 47

#### Mixed Voices

- **ALAN FREED'S MEMORY LANE (END)** .....113
- Murray the "K's" Blast From the Past (Chess) ..... 64
- Murry the "K's" Sing Along With the Original Golden Gassers (Rou) .....117
- Oldies But Goodies, Vol. I (OS) ..... 30
- Oldies But Goodies, Vol. III (OS) ..... 53
- Sixty Years of Music America Loves Best, Vol. III (RCA) ..... 74

### CLASSICAL & SEMI-CLASSICAL LP's

- **BRAHMS: CONCERTO NO. 2 (RCA)** .....(43) 142
- **MY FAVORITE CHOPIN (RCA)** .....140
- Rodgers: Victory at Sea, Vol. III (RCA) .....(48)

### INSTRUMENTAL LP's

#### Mood and Dance

- Berlin Melody (Dot) .....(29)130
- Calcutta (Dot) ..... 48

Title (Label) (Stereo) Mono Top LP Rank

- **DOWN HOME (RCA)** .....149
- Ebb Tide and Other Instrumental Favorites (Dec) .....(21) 96
- **FERRANTE & TEICHER, LOVE THEMES (UA)** .....(46) 104
- **GOLDEN PIANO HITS (UA)** .....(50) 128
- Golden Waltzes (Dot) ..... 76
- Italia Mia (Lon) ..... 94
- **LET THERE BE DRUMS (IMP)** .....(27) 7
- **LET'S TWIST HER (HI)** ..... 35
- **MARIA (KAPP)** .....125
- Mexico (Monu) .....120
- Moon River (Dot) .....(6) 23
- New Piano in Town (RCA) ..... 93
- **SO MUCH IN LOVE (COL)** .....(7) 17
- Somebody Loves Me (Col) .....112
- **SONGS OF THE FABULOUS 50's (KAPP)** .....148
- **TONIGHT (UA)** .....145
- **TWISTIN' IN HIGH SOCIETY (EPIC)** ..... 59
- **UP A LAZY RIVER (LIB)** .....123
- **ROGER WILLIAMS GREATEST HITS (KAPP)** .....141
- Yellow Bird (Dot) .....(26) 67
- **YOUNG, WARM AND WONDERFUL (RCA)** .....143

#### Jazz

- Best of the Dukes of Dixieland (AF) .....(17) 109
- **COMBO! (RCA)** .....(28)
- Genius After Hours (Atl) .....127
- **HORN A-PLenty (RCA)** .....(24) 39
- **MIDNIGHT IN MOSCOW (KAPP)** .....129
- **MIDNIGHT SPECIAL (B-N)** ..... 86
- **TIME FURTHER OUT (COL)** .....(11) 18
- Time Out (Col) .....(9) 6
- What'd I Say (Atl) .....108

#### Percussion and Sound

- **EXOTIC PERCUSSION (LON)** .....(30)
- Melody and Percussion for Two Pianos (Lon) .....(25)
- Pass in Review (Lon) .....(34)
- Persuasive Percussion, Vol. I (Com) .....(14)
- **PERSUASIVE PERCUSSION, VOL. IV (COM)** .....(41)
- Stereo 35/MM (Com) .....(3)
- **STEREO 35/MM, VOL. II (COM)** .....(13)

### SHOW MUSIC

#### Original Cast

- Camelot (Col) .....(5) 10
- Carnival (MGM) ..... 71
- Flower Drum Song (Col) ..... 90
- **GAY LIFE (CAP)** ..... 90
- How to Succeed in Business Without Really Trying (RCA) ..... 44
- Kean (Col) .....136
- Milk and Honey (RCA) ..... 19
- My Fair Lady (Col) ..... 26
- Sail Away (Cap) .....134
- Sound of Music (Col) .....(8) 9
- South Pacific (Col) ..... 66
- West Side Story (Col) .....(23) 14

#### Sound Track

- **BABES IN TOYLAND (VISTA)** .....116
- Blue Hawaii (RCA) .....(2) 1
- Exodus (RCA) ..... 80
- **FLOWER DRUM SONG (DEC)** .....(15) 21
- G. I. Blues (RCA) ..... 85
- **HEY, LET'S TWIST (ROU)** ..... 22
- King of Kings (MGM) .....(16) 57
- Never on Sunday (UA) ..... 45
- South Pacific (RCA) .....(22) 62
- Student Prince (RCA) ..... 87
- West Side Story (Col) .....(4) 8

#### Music From Musicals, Films and TV

- Breakfast at Tiffany's (RCA) .....(1) 5
- Film Encores (Lon) ..... 95
- Great Motion Picture Themes (UA) .....(35) 70
- Music From Exodus & Other Great Themes (Lon) ..... 91
- West Side Story (Cap) .....(49) 103
- West Side Story (UA) .....(18) 37

### COMEDY LP's

- Ain't That Weird? (RCA) .....106
- The Astronaut (Kapp) ..... 72
- Behind the Button-Down Mind of Bob Newhart (WB) .....61
- Button-Down Mind of Bob Newhart (WB) ..... 43
- Button-Down Mind Strikes Back (WB) .....107
- Here's Jonathan (Ver) .....144
- Jose Jimenez in Orbit/Bill Dana on Earth (Kapp) ..... 68
- Knacker's Up (Jub) ..... 24
- Mons Mabley at the Playboy Club (Chess) ..... 41
- Mons Mabley at the UN (Chess) .....111
- **MIKE NICHOLS & ELAINE MAY EXAMINE DOCTORS (MERC)** ..... 50
- A Personal Appearance (Ver) .....133
- Sinational (Jub) ..... 97
- Songs for Sinners (Jub) .....124
- Rusty Warren Bounces Back (Jub) ..... 51
- **WOODY WOODBURY'S SALOONATICS (STEREO)** ..... 46

( ) Positions in parenthesis indicate relative sales strength of stereo LP's

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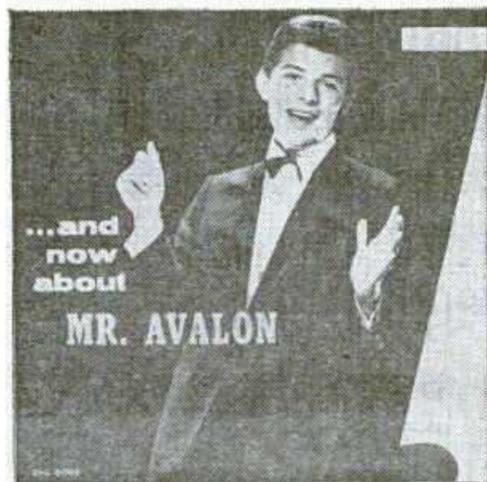
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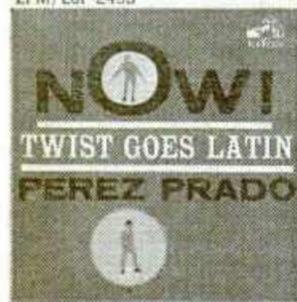


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LPM-2507  
Black Tights FOC/FSO-3  
Jimmie Driftwood: Driftwood At Sea (Sea Shanties) LPM/LSP-2443  
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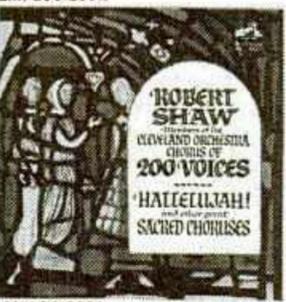
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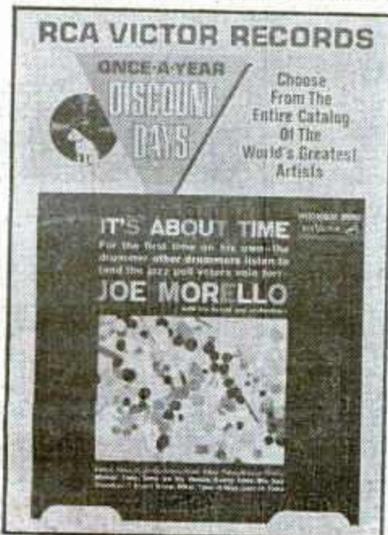
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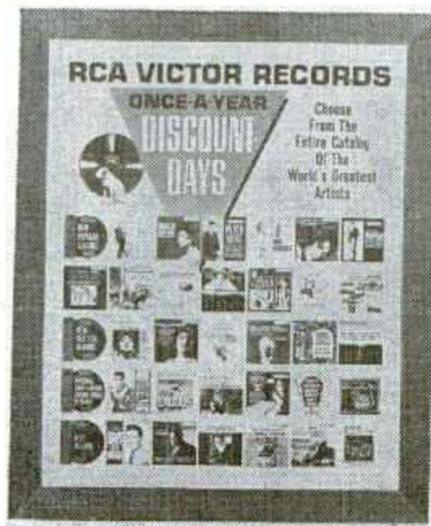
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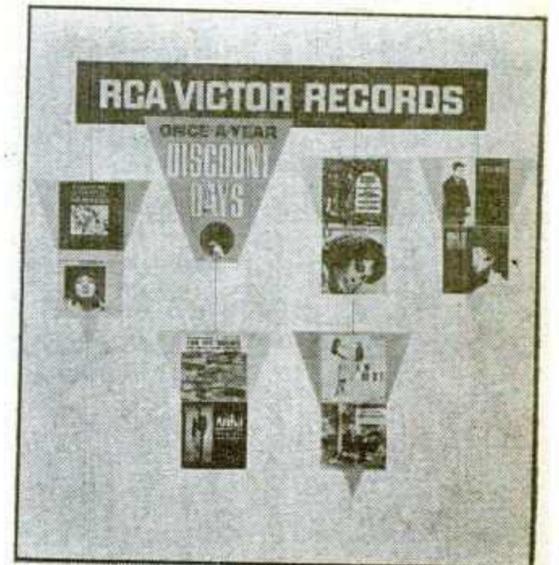
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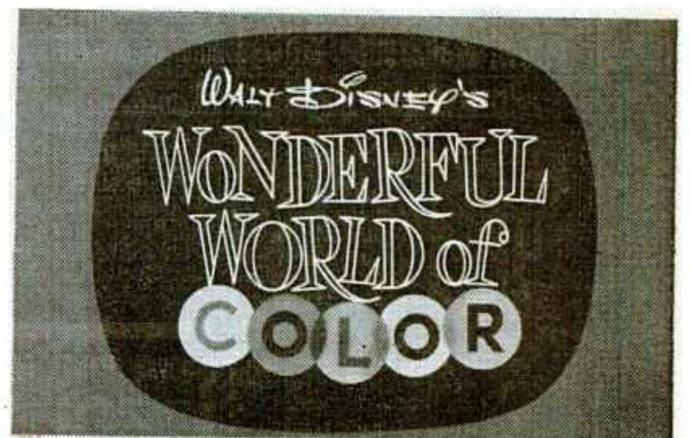
- ESQUIRE—April
- HOLIDAY—April
- NEW YORKER—March 17th, 24th
- NEW YORK TIMES MAG.—March 11th, 18th, 25th; April 8th
- PAPERBACK REVIEW—March
- PLAYBOY—April
- THE REPORTER—April 5th
- SATURDAY REVIEW—March 31st; April 14th
- SCHWANN CATALOG—March, April

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...TO PLAY AND PLAY AGAIN

The pick of the new releases:

## SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

• Continued from page 24

### Country & Western

#### EASY TO PLEASE



Carl Smith. Columbia CS 8540 (Stereo & Monaural)—A bright group of new tunes is turned out by Smith, to fine country-styled accompaniment, often making use of the rich, duo-fiddle sound. Most of the tunes have to do with romance and its various aspects, sad, happy, reflective, etc. The title tune is included along with "No One Will Ever Know," "Thoughts of a Fool," "A Walk on the Wild Side of Life," etc. Good wax for the fans.

### C&W Low Price

#### THE COUNTRY SIDE OF JIM REEVES



RCA Camden CAL 686 (Stereo & Monaural)—Little need be said here except that this is the fine, mellow-voiced Jim Reeves with some of his top offerings, a few of them quite recent ones, and all of them neatly packaged for the low price (\$1.98) market-place. The selections include "Highway to Nowhere," "Yonder Comes a Sucker," "Fallen Star," and a brace of others. This is real bargain wax for the retail outlets in the strong c.&w. territories.

### Religious

#### HYMNS AND SONGS OF BROTHERHOOD



Mormon Tabernacle Choir. Columbia MS 6314 (Stereo & Monaural)—The Mormon Choir was the owner of a pop single hit just a couple of seasons ago, and their albums, since then particularly, have been healthy sellers. This latest should be no exception, featuring some exceptionally well known and appealing material. "God of Our Fathers," "Eternal Father, Strong to Save," Sibelius' "Onward Ye People," are a few of the inspiring works.

## SPECIAL MERIT ALBUMS

### Pop Disk Jockey Programming

#### THE YOUNG RUDY VALLEE



RCA Victor LPM 2507 (Monaural only)—Here's another in Victor's "authentic nostalgia" series, and this one, thanks to Vallee's current second shot at the big time through his starring spot in the smash "How to Succeed" musical, can generate considerable interest, especially with the collectors. The recordings all were made between 1929 and 1942 and include such titles as "My Time Is Your Time," "Heigh Ho, Everybody, Heigh Ho," "Kitty From Kansas City," "The Stein Song," "Deep Night," etc. A real fine nostalgia package.

## • Reviews of New Albums

• Continued from page 22

a tremendous following in the early 1940's? Anyway, here it is again, the original recordings of "Tangerine," "Green Eyes," "My Prayer," "Brazil," "Amapola," "Yours," "The Breeze and I," and "I Understand," with Helen and Bob, and Jimmy on sax, plus the J. Dorsey band. The sound is not the best, and the stereo is not true stereo—but the performances will appeal to the legion of Jimmy Dorsey fans.

★★★★ TWISTIN ALL NIGHT LONG  
Freddie Cannon, Danny and the Juniors, Frank Slay Ork. Swan S 506—This "oldies but goodies" collection should appeal to young twist fans. It features Freddie Cannon, Danny and the Juniors, Dickey Doo and the Don'ts and the Unique Echos, in a number of their top singles, like "Twistin' All Night Long" and "Tallahassie Lassie." Most of the sides have a real twist beat, and it should interest teen fans.

★★★★ NOW! TWIST GOES LATIN  
Perez Prado. RCA Victor LPM 2524 (Stereo & Monaural)—This package should appeal solidly to both the pop and the Latin twist set. It features solid ensemble work by the fine Perez Prado crew, who add a twist beat to a flock of Latin ditties. They include "Ti-Pi Tin," "Sway," "La Raspa," "Patricia," and "Cherry Pink and Apple Blossom White." Good terp wax for twisters and Prado fans.

★★★★ COUNTRY AND WESTERN  
GOLDEN GREATS  
Rusty Draper. Mercury SR 60657 (Stereo & Monaural)—Draper is in fine voice here as he gives out with a really fine selection of country and western songs. Most effective are "Please Help Me I'm Falling," "Mule Skinner Blues," "Conscience I'm Guilty"

and "Signed, Sealed and Delivered." The sound is good and the country jockeys should find top programming here.

★★★★ SURFER'S STOMP  
The Mar-Kets. Liberty LST 7226 (Stereo & Monaural)—The boys are hot right now in the singles field with the title tune of this album, "Surfer's Stomp," and should chalk up additional sales success in the album field with their first LP. Their infectious, youthful instrumental style is highlighted on a group of lightly rocking, danceable sides, including "Stompin' at the Savoy," "Stompede," "Stompin' Room Only" and "Here Come to Ho-Dads."

★★★★ LET'S DANCE TO THE  
MOVIE THEMES  
David Carroll. Mercury SR 60688 (Stereo & Monaural)—David Carroll has a danceable, spinnable package here which should appeal to mood music fans and movie music collectors alike. His tasteful instrumental talents are spotlighted on "Moon River," "Exodus," "Never on Sunday" and "Where the Boys Are."

★★★★ LERNER AND LOEWE  
AND CHEVALIER  
Maurice Chevalier. MGM E 4015 (Stereo & Monaural)—Maurice Chevalier's magnetic, ageless personality is spotlighted on a group of Lerner and Loewe's most melodic show themes. The nostalgic line-up — all primo jockey wax for show music segs—includes "Gigi," "I've Grown Accustomed to Her Face," "With a Little Bit of Luck," "Almost Like Being in Love" and "I Still See Elisa."

★★★★ BO DIDDLEY'S A TWISTER  
Checker LP 2982—Bo Diddle's in rocking form on this package of bouncy instrumen-

tals and exuberant vocals. Selections include "Hey Bo Diddley," "The Twister," "My Babe," "Bo Diddley" and "Doin' the Jaguar." A dual market package for pop and r.&b. buyers.

★★★★ TWISTIN' THE COUNTRY CLASSICS

The Raiders, Liberty LST 7225 (Stereo & Monaural)—The Raiders, featuring Tommy Allsup on lead guitar, offer a new twist to the "Twist" as they pound out a program of country evergreens in the new beat. The result is telling, with "Kaw-Liga," "Wildwood Flower," "Wabash Cannon Ball" and "San Antonio Rose" the best tracks. With promotion the package could sell well.

★★★★ TWISTIN' AT THE ROUND-TABLE WITH THE ORCHIDS

Roulette R 25169 — These enthusiastic Twist performances by the Orchids could appeal to youthful Twist followers. Group has been featured at New York's Round-table, where their uninhibited work created a lot of attention. Instrumentals include "One Mint Julep," "Night Train," "Pony Walk" and "Hucklebuck."

★★★★ YOU'RE MINE YOU

Sarah Vaughan, Roulette Birdland R 52082—Sarah Vaughan and Quincy Jones make a fine combination. Sarah shows off some delightful song stylings here and Jones backs her in fresh, winning fashion, via smart ork arrangements. The tunes are all strong evergreens, such as "You're Mine You," "The Best Is Yet to Come," "Witchcraft" and "In Other Words." Strong wax for Sassy's fans.

★★★★ CHUCK BERRY TWIST

Chess LP 1465—There's nothing new in this package, it just happens that a lot of Chuck Berry's fine rockin' hits of old lend themselves well to the Twist, and a whole cluster of them have been packaged for Twist dancing here. The smash sides include "Maybelline," "Roll Over Beethoven," "School Days," "Johnny B. Goode," "Sweet Little Sixteen," etc. Most of these are at least three years old but they could still generate plenty of noise.

★★★★ BILL KENNY SINGS THE GOLDEN HITS OF THE INK SPOTS

Mercury SR 60691 (Stereo & Monaural)—The famous lead voice of the Ink Spots returns for another go at reviving that group's great hits from the time of its peak popularity. Kenny is in good voice as he resurrects "If I Didn't Care," "Do I Worry," "To Each His Own," "We Three," "I Don't Want to Set the World on Fire," and a number of others, to basically the same arrangements used on the originals. Wax should find a moderate sale in the over-30 age brackets. Some jocks, too, will find the set appropriate programming.

★★★★ ON THE WAY UP

Ann-Margret, RCA Victor LPM 2453 (Stereo & Monaural)—The young canary is in sprightly, sexy vocal form on this package of old r.&r. hits and current pop songs. She scores highest with "Oh, Lonesome Me," "His Ring," "Slowly" and "My Last Date." Solid teen appeal item. Cover photo of pretty artist gives LP strong display value.

★★★ MODERATE SALES POTENTIAL

★★★ LIKE, LONG HAIR

Paul Revere and the Raiders, Gardena LP-G 1000

★★★ PEARL BAILEY + LOUIS BELLSON — HAPPY SOUNDS  
Roulette R 25167

★★★ JIMMY McCracklin SINGS  
Chess LP 1464

★★★ COLLEGE TWIST PARTY  
Carroll Brothers, Cameo C 1015 (Stereo & Monaural)

★★★ EDDY HOWARD SINGS AND PLAYS THE GREAT OLD WALTZES  
Mercury SR 60665 (Stereo & Monaural)

★★★★ THE RIVERBOAT FIVE IN PERSON AT THE BANJO PALACE, NEW ORLEANS  
Mercury SR 60670 (Stereo & Monaural)

★★★ THE MAN FROM BROADWAY  
Original Cast, SJ 003

JAZZ LP'S

★★★★ STRONG SALES POTENTIAL

★★★★ MAYNARD '62

Maynard Ferguson and His Ork, Roulette Birdland R 52083—Maynard Ferguson's new album should enjoy the same success as his "Maynard '61" LP. Loaded with vitality and tasteful exuberance, Ferguson and his ork register solidly on 10 selections, including such oldies as "Have You Met Miss Jones," "This Is My Lucky Day," "Maria," and several originals.

★★★★ IMPROVISATIONS AND THEME FROM PANTHER PANCHALI

Ravi Shankar, World Pacific WP 1416—One of the most off-beat albums in quite a while, this deserves wide radio play on stations of nearly all types, especially for

a track called "Fire Night." This contains the first melding of the traditional instruments and musical expression of India with jazz. On that track, the four Indian musicians were joined by four U. S. jazz artists on flute, guitar, bass and drums. The result is unique and exciting. Other tracks also have flavorful aspects, using Indian instruments in free improvisations. Exotic and attractive.

★★★★ PRESENTING THE BUDDY DE FRANCO-TOMMY GUMINA QUARTET

Mercury SR 60685 (Stereo & Monaural)—The combination of Buddy De Franco with the Tommy Gumina Quartet adds up to a very pleasant pairing. The clarinetist and accordionist perform a flock of standards and a few originals in showmanly fashion here. De Franco swings heartily and Gumina handles the accordion in swinging jazz fashion, too. Tunes include "When Lights Are Low," "Street of Dreams" and "Gone With the Wind."

★★★★ IT'S ABOUT TIME

Joe Morello, RCA Victor LSP 2486 (Stereo & Monaural)—Morello, who is the star drummer with the Dave Brubeck Quartet, has a wonderfully varied album here. The set switches from up to medium to ballad tempo on different selections without loss of feeling or concept. The highly facile arrangements are by Phil Woods (who also stars as alto sax soloist) and Manny Albam. Also featured is Gary Burton on vibes. Since the theme of the album is time, each of the track titles, both standard and originals, has that word in the title. "Just in Time," "Everytime," "Fatha Time" and "Mother Time," are a few of them.

★★★★ KEESTER PARADE

Various Artists, Pacific Jazz PJ 42—This album features eight tracks by two different small bands. In both are tenor saxist Richie Kamuca and bass-trumpet player Cy Touff, two veteran West Coast modern jazzmen. Harry Edison, who came to notice as trumpet star with Count Basie, is featured on four of the tracks. At least some of the tracks have been released before. Disk jockeys looking for an easy beat to add variety to their soft sound programming might find acceptable tracks in "What Am I Here For," "Keester Parade" and "A Smooth One."

★★★★ SARITA MONTIEL SINGS TANGOS

Columbia EX 5071—Senorita Montiel's warm, husky style is heard on a selection of pleasantly orchestrated tangos. The Spanish movie star's glamorous face appears almost life size on the cover, which is an asset to the package. Should move well in appropriate areas.

★★★★ A TOUCH OF SATIN

J. J. Johnson Quartet, Columbia CS 8537 (Stereo & Monaural)—Warm, expressive performances here by J. J. Johnson and his quartet. The trombonist sells a group of standards and originals in his usual listenable manner, coming through with a number of first-rate solos. Best tracks are "Satin Doll," "Gigi," and his own "Bloozeineff," plus a really swinging performance of "The Saints."

CLASSICAL LP'S

★★★★ STRONG SALES POTENTIAL

★★★★ DIMITRI SHOSTAKOVICH:

SYMPHONY NO. 5, OPUS 47  
Stanislaw Skrowaczewski, Cond. Minneapolis Symphony Orchestra, Mercury MG 50060 (Stereo & Monaural) — Stanislaw Skrowaczewski, the masterful new conductor of the Minneapolis Symphony Orchestra, offers a vibrant and rewarding reading of this favorite concert hall piece. "Symphony No. 5" is the most popular of Shostakovich's symphonies and classical buyers seeking a fresh interpretation in quality stereo sound should find this version most satisfactory.

★★★★ LEONID HAMBRO AND JASCHA ZAYDE

Command CC 11010 SD (Stereo)—Sparkling clear sound and careful stereo mike balance have made this an outstanding disk. Although the works were written to be played by four hands on a single instrument, the use of two pianos enables the parts to be separated for stereo without damaging the musicality. Hambro and Zayde are well known to listeners of stations in the QXR FM network for their duo-pianism and they are in fine form with Schubert's magnificent "Fantasy in F Minor," Mozart's "Sonata in F. K. 497," and Mendelssohn's colorful "Allegro Brilliant in A."

★★★★ SCHUBERT: GRAND DUO FOR PIANO, FOUR HANDS, OP. 140

Gold and Firdale, Duo-Pianists, Columbia MS 6317 (Stereo & Monaural)—The two pianists, Gold and Firdale, give an authoritative and highly fluid reading to the Schubert piano work. The long—it fills both sides of the LP—majestic piece is played with a straightforward clarity by the two-piano team. Although unaccompanied by orchestra, the two pianos bring forth the rich sonority of the work.

★★★★ HAYDN: SYMPHONIES NOS. 100 AND 83

Vienna Philharmonic Orchestra, Karl Munchinger, Cond. London CS 6230—The label has done the classical collector a

(Continued on page 30)

# featuring the nation's newest piano sensation ELLIOT EVANS

\*NOW No. 1 IN CLEVELAND!

# CONCERTO FOR THE X-15\*

(LOVERS' BEACH) R-20,039

# is happening!

a significant single from



TO PLAY AND PLAY AGAIN

Reviews of New Albums

Continued from page 29

great service in combining the well-known Hayden symphony No. 100, known as "The Military" with the lesser known Symphony No. 83, "The Hen." The performances are highly accomplished, with much of the bristling vitality of the works coming easily and eloquently to the fore. Herr Munchinger and the Vienna Philharmonic are to be commended.

★★★★ CILEA: ADRIANA LECOUVREUR

Various Artists, London ISA 1331 (3-12")  
—Only a single other version of this less well-known Italian opera exists currently, and this new one is the only stereo performance. The score, in the tradition of Cilea's contemporaries, Puccini, Mascagni, and Leoncavallo, is melodious though repetitive. Nevertheless, the presence in the cast of such standout names as Tebaldi, Del Monaco and Sinionato is enough to assure sales success, even if it may be modest in comparison to that of others in London's opera series.

SEMI-CLASSICAL

★★★★ WALTZES FROM OLD VIENNA  
Various Artists, Columbia MS 6316 (Stereo & Monaural)—Here's a lovely romantic package of waltz themes by Johann and Joseph Strauss and Joseph Lanner. The durable sales pull of the Strausses, plus the fine performance and name power of violinist Alexander Schneider, should help sales. Also featured are violinists Felix Galimit and Paul Wolfe, Walter Trampler, violist, and Julius Levine, bass.

★★★★ OPERETTA EVERGREENS  
Hilde Gueden, London OS 25281—One of the leading Viennese opera stars here turns to the lighter world of operetta, which comes naturally to one of her traditions. Hilde Gueden delivers lovely renditions of famous songs from such shows as "Countess Maritza," "White Horse Inn," "Chocolate Soldier," "Fledermaus," "Wiener Blut" and others. Will delight fans of the Old World light opera.

SPECIALTY LP'S

★★★★  
STRONG SALES POTENTIAL

RELIGIOUS

★★★★ THE GOSPEL IN WORDS AND MUSIC

Rev. Adam Clayton Powell, Roulette R 25164—This collection of sermonettes by Rev. Adam Clayton Powell, who also is a congressman from New York, should be of interest to many of his parishioners and constituents in New York City. He is aided on the disk by singer Joe Williams, the Stamps Baxter Quartet, and the congregation of the Abyssinian Church.

COMEDY

★★★★ SLAPPY WHITE AT THE PLAYBOY CLUB

Mercury SR 60692 (Stereo & Monaural)—Slappy White will probably never get much air play with this set, but some folks are going to enjoy the picture of a glib and clever Negro comic who finds much of his humor in the sometimes ludicrous facets of the integration battle like sit-in strikes,

freedom rides. Slappy builds a lot of laughs through this device and his rapid-fire series of gags on a flock of subjects, including wives. The live audience at Chicago's Playboy Club seemed to dig him the most.

POLKA

★★★★ POLKA SPECIALTIES

Eddie Zima, Jay Jay 1043—The twist has gone polka. One track in this collection features the "Mama-Papa Polka" done with a twist beat. The other items are more traditional, and include five polkas, four oboreks and two waltzes. Eddie Zima's ensemble is up to the standard polka fans expect from this label, which specializes in polka music.

★★★★ THE TOP MILLION POLKA SELLERS

Kenny Bass and His Ork, Roulette 25165—Here they are, all the million-sell-

(Continued on page 32)

THE NATION'S TOP TUNES  
HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING MARCH 17

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.

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	2	HEY! BABY	By Cobb-Channel—Published by LeBill (BMI)	6
2	1	DUKE OF EARL	By Williams-Edwards-Dixon—Published by Conrad (BMI)	8
3	3	MIDNIGHT IN MOSCOW	By Soloviev-Sedoi-Matusovsky-Ball—Published by Melody Trails (BMI)	5
4	4	LET ME IN	By Y. Baker—Published by Arc-Kae Williams (BMI)	5
5	5	DON'T BREAK THE HEART THAT LOVES YOU	By David-Murry—Published by Francon (ASCAP)	4
6	9	HER ROYAL MAJESTY	By Goffin-King—Published by Aldon (BMI)	4
7	7	CRYING IN THE RAIN	By Greenfield-King—Published by Aldon (BMI)	7
8	13	WHAT'S YOUR NAME	By Claude Johnson—Published by Hill & Range (BMI)	3
9	8	BREAK IT TO ME GENTLY	By Lampert-Seneca—Published by Northern (ASCAP)	9
10	12	PERCOLATOR (TWIST)	By Bideu-Freeman—Published by Meadowlark (ASCAP)	4
11	10	DEAR LADY TWIST	By Guida—Published by Pepe (BMI)	9
12	11	THE WANDERER	By E. Maresca—Published by Schwartz-Disal (ASCAP)	11
13	6	THE TWIST	By Hank Ballard—Published by Jay & Cee-Armo (BMI)	32
14	20	SMOKY PLACES	By Abner Spector—Published by Annie-Earl & Sun Flower (ASCAP)	6
15	23	TWISTIN' THE NIGHT AWAY	By Cooke—Published by Kags (BMI)	3
16	21	SHE'S GOT YOU	By Hank Cochran—Published by Pamper (BMI)	3
17	17	TUFF	By Cannon—Published by Jec (BMI)	6
18	—	SLOW TWISTIN'	By Jon Sheldon—Published by Woodcrest (BMI)	1
19	15	CHIP CHIP	By Barry-Crofford-Resnick—Published by Trinity & Glo-Mac (BMI)	6
20	25	DREAM BABY	By Cindy Walker—Published by Combine (BMI)	3
21	24	HEY, LET'S TWIST	By Glover-Dee-Levy—Published by Ware-Frost (BMI)	2
22	26	MY BOOMERANG WON'T COME BACK	By Diamond-Drake—Published by Picadilly (BMI)	4
23	16	NORMAN	By John D. Loudermilk—Published by Acuff-Rose (BMI)	10
24	—	I'VE GOT BONNIE	By Gerry Goffin-Carole King—Published by Aldon (BMI)	1
25	—	LOVE LETTERS	By V. Young-E. Heyman—Published by Famous (ASCAP)	1
26	29	WHERE HAVE ALL THE FLOWERS GONE	By P. Seeger—Published by Fall River (BMI)	2
27	—	JOHNNY ANGEL	By Pockriss-Duddy—Published by Post (ASCAP)	1
28	27	COTTON FIELDS	By Dave Fisher—Published by Westside (BMI)	10
29	30	COME BACK SILLY GIRL	By Barry Mann—Published by Aldon (BMI)	2
30	—	DRUMS ARE MY BEAT	By Nelson—Published by Travis (BMI)	1

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- HEY! BABY—Bruce Channel, Smash 1731
- DUKE OF EARL—Gene (Duke of Earl) Chandler, Vee Jay 416; Timmy Reynolds, Operators 2008.
- MIDNIGHT IN MOSCOW—Kenny Ball, Kapp 422; Jan Bergens, London 10503.
- LET ME IN—Sensations, Argo 5405.
- DON'T BREAK THE HEART THAT LOVES YOU—Connie Francis, MGM 13059.
- HER ROYAL MAJESTY—James Darren, Colpix 622.
- CRYING IN THE RAIN—Everly Brothers, Warner Bros. 5250.
- WHAT'S YOUR NAME—Don & Juan, Big Top 3079.
- BREAK IT TO ME GENTLY—Brenda Lee, Decca 31348; Sandy Lynn, Operators 2007.
- PERCOLATOR (TWIST)—Billy Joe and the Checkmates, Dore 620.
- DEAR LADY TWIST—Gary (U. S.) Bonds, LeGrand 1015; Timmy Reynolds, Operators 2007.
- THE WANDERER—Dion, Laurie 3115.
- THE TWIST—Chubby Checker, Parkway 811; Hank Ballard and the Midnighters, King 5171; Little Sisters, Parkway 815; Ernie Freeman, Imperial 5793; Billy Wade, Operators 1003.
- SMOKY PLACES—Corsairs, Tuff 3030.
- TWISTIN' THE NIGHT AWAY—Sam Cooke, RCA Victor 7983.
- SHE'S GOT YOU—Patsy Cline, Decca 31354.
- TUFF—Ace Cannon, Hi 2040.
- SLOW TWISTIN'—Chubby Checker, Parkway 835.
- CHIP CHIP—Gene McDaniels, Liberty 55405.
- DREAM BABY—Roy Orbison, Monument 456.
- HEY, LET'S TWIST—Joey Dee and the Starlites, Roulette 4408.
- MY BOOMERANG WON'T COME BACK—Charlie Drake, United Artists 398.
- NORMAN—Sue Thompson, Hickory 1159.
- I'VE GOT BONNIE—Bobby Rydell, Cameo 209.
- LOVE LETTERS—Ketty Lester, Era 306.
- WHERE HAVE ALL THE FLOWERS GONE—Kingston Trio, Capitol 4671.
- JOHNNY ANGEL—Shelley Fabares, Colpix 621.
- COTTON FIELDS—Highwaymen, United Artists 370.
- COME BACK SILLY GIRL—Lettermen, Capitol 4699.
- DRUMS ARE MY BEAT—Sandy Nelson, Imperial 5809.

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A SALES BLOCKBUSTER!

SOMEONE'S IN THE KITCHEN (WITH DINAH)

b/w  
JIMMIE TOLD A LIE  
2139

GEORGIE CAMP



ATLANTIC RECORDS

1841 Broadway, New York 23, N. Y.

**ARTISTS' BIOGRAPHIES**

For your programming use, here are pertinent facts about hot disk artists. If clipped and pasted on 3 by 5 cards, these biographies will help you build a convenient file of such data.

**BRUCE CHANNELL**  
(Smash)

**PERSONAL MANAGER:** Major Bill Smith. **AGE:** 21. **HOME TOWN:** Jacksonville, Tex. **EDUCATION:** High school. **HOBBIES:** Sports, dancing. **BACKGROUND:** Born into a musical family, Channel was singing and playing the guitar from the time he was 5 years old. After the family moved to Dallas, and while in high school, Channel spent every free moment entertaining at benefit shows, youth centers and other local gatherings. Channel's big break came when, accompanied by his father, he drove to Shreveport, La., to seek an audition with Tillman Franks, producer of the famed "Louisiana Hayride" show. Franks, impressed with Channel's style, signed him to a contract for an appearance on the show. His act brought such good notices, Channel remained as a regular on the show for six months. In 1961 Smash Records signed him to an exclusive recording contract.



**LATEST SINGLE:** His Smash disk tagged "Hey! Baby" has hit the No. 1 position on the Hot 100.

**DUKE OF EARL**  
(Vee Jay)

**PERSONAL MANAGER:** Carl Davis. **BOOKING OFFICE:** Shaw. **REAL NAME:** Gene Chandler, formerly Eugene Dixon. **BIRTHDAY:** July 6, 1937. **HOME TOWN:** Chicago. **BACKGROUND:** Gene Chandler's (now known as the Duke of Earl) parents gave him every encouragement as a child to develop his musical talent. He began singing in public at the age of 8 and soon organized a number of groups to sing at



parties and club gatherings. Chandler became a professional performer in 1960, when Mrs. Bruce Williams, a young woman business manager, heard him sing and signed him to a management contract. Mrs. Williams took Chandler to Bill Sheppard, Chicago agent and talent representative, who was impressed with him and agreed to negotiate a recording contract for the young man. Sheppard worked with Chandler on his material and soon was given an audition with Vee Jay a.&r. man, Calvin Carter. Carter flipped over his rendition of the "Duke of Earl" tune and it was released on the Vee Jay label 10 days after the audition.

**LATEST SINGLE:** "Duke of Earl" has reached the top of the Hot 100 quickly. **LATEST ALBUM:** "Duke of Earl."

**Stations Go All Out for  
A New Twist in Promos**

By JUNE BUNDY

NEW YORK — Radio stations and disk jockeys across the country are keeping in step with the current Twist trend by staging a variety of Twist contests and other promotions.

Twist dance contests are particularly popular with broadcasters. Station WKDA, Nashville, drew 2,000 people last month to a Twist show and contest, presented at the local Fairgrounds Coliseum. The station's deejays (Dick Buckley, Mel Phillips, Bill Hudson, Wayne Moss, Audie Ashworth, and Roger Schutt) handled the emcee duties, while a live band played for twisters, both professional and amateur.

More than 20,000 people turned out for a TV Twist contest February 2 in Orlando, Fla. The event, staged during the opening of a new car lot, was telecast in a series of four half-hour shows by WLOF-TV, Orlando. The station received over 50 phone calls protesting the "disgraceful exhibition."

A Twist contest sponsored by KSLY, San Luis Obispo, Calif., drew 2,000 people this month, even though it rained that night. Also in the Twist promotion picture is Ken Carter, Pepsi-Cola "Dance Party" host on WCOP, Boston, who holds weekly Twist contests on his weekly show.

**Pick Miss Twist**

An East Texas "Twist-a-thon" was staged at Gregg County Fairgrounds in Longview, Tex., last month to select a "Miss Teen-Age Twister" and "Mister Teen-Age Twister." Deejays from various East Texas stations sponsored top Twist dancers from their respective areas.

Station WWDC, Washington, has given its station identification jingles a new twist by having a special tune recorded, "The WWDC Twist." Lyrics suggest that listeners "twist their dial to 1260."

Station WSB, Atlanta, gave its Twist programming some class recently by having three Emory University faculty members give their

**PROGRAMMING  
PANEL**

*If you have a provocative question to ask the nation's disk jockeys, please send it to this department, 1564 Broadway, New York 36, N. Y. Your name will be credited when it appears.*

**THE QUESTION:**

**Some record manufacturers believe that Stereo FM broadcasting, because of its improved lifelike sound, will hurt record sales. What is your opinion?**

**THE ANSWERS:**

**JOHN COVENEY**  
ANGEL RECORDS

I believe the exposures of classical recordings on airwaves is beneficial for record sales, provided it is done in a logical and intelligent way. There has been an increase in the number of hours devoted to the broadcasting of classical recordings



because of the growing number of FM outlets. Some believe listeners become indifferent to record purchases because of the ready availability of broadcast product on FM and its extended audio range. However, the former is pre-selected and the latter is inherent in the records themselves. Nothing can quite substitute for the attractions of permanent possession and the selection of music at the time and place of one's own choosing.

**DAVID H. POLINGER**  
General Manager, WTFM, N. Y.

Rather than "hurt" record sales, FM stereo is creating interest in specific recordings and stimulating consumer buying. At WTFM, for example, we have an extensive collection of 50,000 stereo selections. We can't possibly repeat selections as often as our audience would like to hear them. In effect, we are auditioning for record companies by introducing good music to our listeners who then can go out and buy.



views—pro and con—on the new dance trend.

**Prizes Get a Twist**

Keith G. Richardson, deejay on ZCZ's Top 40 show, in Napier, New Zealand, gave his recent Twist contests an international flavor. He asked his listeners to invent titles for twist records and suggest suitable audiences for them. Entries included "Tobacco Twist" for pipe smokers, "Trans-Twister" for radio listeners, and "Grass Skirt Twist" for Hawaiian girls.

Most disk jockeys have learned to do the Twist themselves so they can participate actively in station Twist promotions. However, spinner Bob Ski, WBAR, Bartow, Fla., went several steps further last week, when he broadcast an entire half-hour show while twisting during a remote at the Florida Living Exposition. Ski, carrying a hand mike, twisted his way around the dance floor—introducing records and interviewing his fellow twisters.

**VOX JOX**

By JUNE BUNDY

**GAB BAG:** Veteran free-lance record promotion man George Jay writes: "Hollywood deejays, attention! You're going to be 'used' again this year by the songwriters of Academy Award eligible songs. Big money will be spent to record big name artist just to give songs added exposure in the Hollywood-Los Angeles radio stations only. These disks, in some cases, are never released nationally, even though they're pressed on major labels. The Oscar race is a vicious one when the ballots are mailed to Academy members. May the best song win!"

**GIMMIX:** Greater love hath no promotion man than to act like a drunk for the sake of his company. Anyway, that's what Capitol promotion man Bruce Masterton did to plug Dean Martin's latest album last month. Masterton staggered from station to station in the Chicago area—presenting local jocks with the Martin LP, attached to which was a miniature bottle of Chianti.

**CHANGE OF THEME:** Larry (Lucky) Lujack has joined KNEW, Spokane, Wash., in the 7 p.m.-midnight time period. Bob Adkins now holds down the 6-9 a.m. time slot at KNEW, followed by Ollie Schell, 9 a.m.-noon; Frank Herron, noon-3 p.m.; Bob Hough 3-7 p.m. and Les Beigel, midnight-6 a.m. Gary Mercer is moving from WNCO, Ashland, Ohio to WTLB, Utica, N. Y. Charles Derrick has taken over the 7 p.m.-midnight time slot at WOIC, Columbia, S. C., and Louis Summers has moved into the 11 a.m.-2:30 spot at the same station. The outlet started in a "full time" broadcasting schedule February 26.

George Gregg has resigned as music director-deejay at KSO, Des Moines, Ia., to join KIOA, same city. Glenn Tryon, formerly with WTLB, Utica, N. Y., has taken over the 6-9 a.m. time slot at WEDO, Pittsburgh. He writes: "I plan to program music of a somewhat different nature, featuring little known artists and groups. There's quite a bit of good music coming out today that just isn't being aired by most stations. Mel Most has succeeded John F. Day as station manager for Pacifica Foundation's WBAI-FM, New York.

Fran Abell ex-programming and production staffer with McClatchy Broadcasting, has joined new Station KTUR, Turlock, Calif., as program-production director. Daniel K. Griffin, ex-program director at WSRO, Marlboro, Mass., has joined WBZ, Boston, as production supervisor. Patricia Rogers is the new public service director for KEWB, San Francisco. Art Nelson, ex-KFWB, Los Angeles, has taken over the 9 a.m.-noon time seg at KEWB, San Francisco. Jerry Sanders, WCHN, Norwich, N. Y., started his ninth year in radio last month. At the same time he and his frau welcomed their third child, a boy, Christopher Glenn.

New Staffer at KPHO, Phoenix, Ariz., is Frank Benedict, ex-KBEA, Mission, Kan. Jack Gold, formerly program supervisor of WEBR, Buffalo, has been upped to program director of that outlet. Jerry Chapman has been appointed permanent program manager and promotion director for WFBM, Indianapolis, Ind. Chuck Dann and Charlie Holliday (Tichenor), both from KIXZ, Amarillo, Tex., have joined KOMA, Oklahoma City. Dann has taken a morning slot; while Holliday has a nighttime seg.

Morton Downey Jr., is new program chief at WPOP, Hartford, Conn. Dick Dixon has been named program director of KTSA, San Antonio, Tex. New promotion director at WIBG, Philadelphia, is Lorrie Barofsky, formerly with WRCV, same city. Dusty Rhodes has taken over a regular weekday show on WSAI, Cincinnati. Heretofore, he was heard on weekends. Bill C. Baldwin, formerly general manager of KWLL, Waterloo, Iowa, has joined KIOA, Des Moines, as veepee-general manager.

**YESTERYEAR'S HITS**

Change of pace programming from your librarian's shelves, featuring the disks that were the hottest in the land five years ago and 10 years ago this week. Here's how they ranked on Billboard's charts then:

**POP—5 Years Ago**  
March 16, 1957

1. Young Love, T. Hunter, Dot
2. Teen-Age Crush, T. Sands, Capitol
3. Too Much, E. Fisher, RCA Victor
4. Don't Forget Me, P. Boone, Dot
5. Banana Boat (Day-O), H. Belafonte, RCA Victor
6. Marianne, T. Gilkyson, Columbia
7. Butterfly, C. Gracie, Cameo
8. Young Love, S. James, Capitol
9. Round and Round, P. Como, RCA Victor
10. Party Doll, B. Knox, Roulette

**POP—10 Years Ago**  
March 16, 1952

1. Wheel of Fortune, K. Starr, Capitol
2. Cry, J. Ray, Okeh
3. Tiger Rag, L. Paul-M. Ford, Capitol
4. Tell Me Why, Four Aces-A. Alberts, Decca
5. At Last, R. Anthony, Capitol
6. Wheel of Fortune, B. Wayne, Mercury
7. Bermuda, Bell Sisters, RCA Victor
8. Any Time, E. Fisher-H. Winterhalter, RCA Victor
9. Blue Tango, L. Anderson, Decca
10. (Here Am I) Broken Hearted, J. Ray, Columbia

**RHYTHM & BLUES—5 Years Ago—March 16, 1957**

- Blue Monday, F. Domino, Imperial  
Love Is Strange, Micky and Sylvia, Groove  
I'm Walkin', F. Domino, Imperial  
Jim Dandy, L. Baker, Atlantic  
Just Because, L. Price, ABC-Paramount

- Lucille, Little Richard, Specialty  
Without Love, C. McPhatter, Atlantic  
Party Doll, B. Knox, Roulette  
It Hurts to Be in Love, A. Laurie, DeLuxe  
Since I Met You Baby, I. J. Hunter, Atlantic

ON ALL TRADE CHARTS AND CLIMBING!

# "SOUL TWIST" KING CURTIS

AND THE NOBLE KNIGHTS ENJOY #1000

Deejays: Write for Sample Copies!

## ENJOY RECORDS

271 W. 125th St. New York, N. Y.

THERE ISN'T ENOUGH SPACE OR WORDS TO THANK EVERYONE WHO IS CONTRIBUTING TO THE SUCCESS OF OH DELILAH by NEAL SEDAKA on PYRAMID RECORD 623

IT'S CHART BOUND—THANKS NATIONAL PRESSING AND DISTRIBUTION ARRANGED BY Disemaker's Production Company

SMASHING!

## "The Alvin Twist"

DAVID SEVILLE And The Chipmunks

#55424

# LIBERTY

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 COMPANY

The Musical Sales Bldg. Baltimore 1, Maryland

Confidential

# THE CENSOR #2043

## jubilee

more will LIVE the more you GIVE

## HEART FUND



## ● Reviews of New Albums

● Continued from page 30

ing polka tunes, played with sparkle by the Kenny Bass polka crew. They include "Too Fat Polka," "Hoop Dee-Do," "Liechtensteiner Polka," "Beer Barrel Polka," "Pennsylvania Polka," and many more. Fun album that could sell both pop and polka.

### FOLK

★★★★ HEARTY AND HELLISH! The Clancy Brothers and Tommy Makem, Columbia CS 8571 (Stereo & Monaural)—The boys have been making quite a name for themselves in the folk circuit and in this new set they provide a good cross-section of the material typical to their act. Recorded at Chicago's Gate of Horn, the audience can be heard eagerly eating up such brothy, burly songs as "Irish Rover," "Courtin' in the Kitchen," "Whisky," "You're the Devil," etc. Should be well received among the faithful.

### INTERNATIONAL

★★★★ IRISH HUMOROUS AND POPULAR SONGS Martin Crosby, Fiesta FLP 1348—A collection of 14 Irish tunes are included in this LP. They are sung by tenor Martin Crosby, accompanied by conventional Irish backing which features accordion and rhythm. The songs are both sentimental and humorous, which is very much to the Irish liking. With the exception "Ould Country Down" and "Patsy Fagen," most of the titles are not too well known to the American public, and should find acceptance mainly with Irish-American listeners.

★★★★ YVES MONTAND A PARIS; SONGS OF LOVE King 758 and 761—Here's a singer who always sounds good and these sets are no exception. Yves Montand, with his charming Continental voice and manner, sounds best in the first set on "Une Demoselle Sur Une Blanco Ire," "Premiers Pas," while the "Love" package offers "Maitre Pierre," "La Petite Suzan," "Car Je T'Aime" and "Mais Qu'est-Ce Que J'ai." Bob Castella and his ensemble provide good backings. Appealing covers won't hurt sales either.

★★★★ SING ALONG IN LITHUANIAN Ruta Ensemble, Request RLP 8049 (Stereo & Monaural)—Here's an interesting album that could do well in areas where there is a large Lithuanian community. It's a sing-along waxing spotlighting 17 Lithuanian songs, performed by members of the Ruta Ensemble chorus. As is the usual procedure with sing-along sets, it contains a lead sheet with lyrics to the tunes. Well recorded and with an attractive cover, set could garner specialty sales.

### LATIN AMERICAN

★★★★ GUTY CARDENAS El Trio Los Panchos, Columbia EX 5070—Here's a fine new album by one of Mexico's top groups, El Trio Los Panchos. The boys come through with warm interpretations of a group of pretty tunes here, including "Nunca," "Flor," "Quisiera" and "Ojos Triste." Good wax for the Latin market.

### BLUES

★★★★ LOWELL FULSON ARHOOLIE R 2003—Lowell Fulson is in the true blues tradition, having learned his blues style from Texas Alexander, who also influenced Smoky Hogg, Lightning Hopkins and Howling Wolf. Fulson shows off his warm blues style on this attractive set, over simple backing. Sides include "Western Union Blues," "River Blues," "The Blues Is Killing Me" and "Blues With a Feeling."

### SPIRITUAL

★★★★ ONLY BELIEVE The Voices of Tabernacle, Hob LP 238—The Voices of Tabernacle have had a number of good selling albums on the market, and this one should do well, too. The Detroit chorus performs a collection of gospel items with warmth and sincerity. Soloists Rev. Charles Craig, Louis McCord, Huliah Gene, Dunklin Hurley, Albert Moorman and Richard Roquemore, do strong jobs as lead soloists.

★★★★ UNDER SUDLICHER SONNE Jimmy Markulis, Fiesta FLP 1349—German warbler Jimmy Markulis turns in pleasant readings here of a flock of familiar

items, over Hawaiian-styled ork support. Tunes include "La Mer," "Aloha-Oe," "Besame Mucho" and "Vaya Con Dios." Should interest fans of the chanter. Tunes are sung in German and/or English.

### LOW PRICED RELIGIOUS

★★★★ FAVORITE HYMNS BY THE AUGUSTANA CHOIR RCA Camden CAL 546—Best-loved Protestant hymns are included in this album by the Augustana Choir. The singing ensemble is a beautiful thing to hear—a full-bodied group that sings with precision and obvious dedication. Director Henry Velds is to be congratulated on the performance and choice of material, which includes "Onward Christian Soldiers," "Rock of Ages," "The Old Rugged Cross" and "Abide With Me," just to mention a few of the titles.

## ★★★ MODERATE SALES POTENTIAL

### CLASSICAL

★★★ BRAHMS: CLARINET QUINTET IN B MINOR, OP. 115; WAGNER: ADAGIO FOR CLARINET AND STRING QUINTET Vienna Octet, D London CS 6234

★★★ ENCORES Julius Katchen, London CS 6235

### INTERNATIONAL

★★★ CSARDAS Michael Jonesco, Fiesta FLP 1347

★★★ ZARAH LEANDER Fiesta FLP 1346

★★★ RAKHEL: SONGS OF ISRAEL Rakhel Hadass, Monitor MF 364

### FOLK

★★★ BROADSIDE BALLADS Ewan MacColl, Folkways FW 3043

★★★ TWELVE STRING GUITAR Fred Gerlach, Folkways FG 3529

★★★ MARITIME FOLK SONGS FROM THE COLLECTION OF HELEN CREIGHTON Folkways FE 4307

### SPOKEN WORD

★★★ BRENDAN BEHAN ON JOYCE Folkways FL 9826

★★★ NOTICE TO THE WORLD Bertrand Russell, Audio Masterworks LPA 1225

★★★ SHAKESPEARE: TWELFTH NIGHT Various Artists, London OSA 1326

### SOUND

★★★ SOUND EFFECTS VOL. 3 Audio Fidelity DFS 7011

### CHILDREN'S

★★★ THE MUSIC SONGS AND STORY OF TOM THUMB MGM CH 104

### JAZZ

★★★ EITHER WAY Zoot Sims and Al Cohn, Fred Miles FM-1

★★★ INTA SOMETHIN Kenny Dorham and Jackie McLean, Pacific Jazz P 41

### CLASSICAL

MOZART: DIVERTIMENTO NO. 8 IN F MAJOR, DIVERTIMENTO NO. 14 IN B FLAT MAJOR; REICHA: QUINTET IN E FLAT MAJOR, OP. 88, NO. 2 Philadelphia Woodwind Quintet, Columbia MS 6315 (Stereo & Monaural)

★★★ BACH: FRENCH SUITES Thurston Dart, L'Oiseau-Lyre SOL 60039

## LIMITED SALES POTENTIAL

### INTERNATIONAL

I REMEMBER INDIA Fiesta FLP 1341

### FOLK

THE ELLIOTS OF BIRTLEY-A MUSICAL PORTRAIT OF A DURHAM MINING FAMILY Folkways FG 3565

BILLBOARD MUSIC WEEK

## EASY LISTENING

This Week	Last Week	TITLE, ARTIST, LABEL	From this week's Hot 100	Weeks on Hot 100
1	1	MIDNIGHT IN MOSCOW, Kenny Ball, Kapp 442		7
2	2	DON'T BREAK THE HEART THAT LOVES YOU, Connie Francis, MGM 13059		6
3	3	SHE'S GOT YOU, Patsy Cline, Decca 31354		8
4	7	WHERE HAVE ALL THE FLOWERS GONE, Kingston Trio, Capitol 4671		9
5	9	COME BACK SILLY GIRL, Lettermen, Capitol 4699		5
6	5	COTTON FIELDS, Highwaymen, United Artists 370		16
7	10	HE KNOWS I LOVE HIM TOO MUCH, Paris Sisters, Gregmark 10		8
8	4	A LITTLE BITTY TEAR, Burl Ives, Decca 31330		13
9	8	CAJUN QUEEN, Jimmy Dean, Columbia 42282		8
10	11	I'LL SEE YOU IN MY DREAMS, Pat Boone, Dot 16312		8
11	13	AFRIKAAN BEAT, Bert Kaempfert, Decca 31350		9
12	6	TO A SLEEPING BEAUTY, Jimmy Dean, Columbia 42282		9
13	—	ANYTHING THAT'S PART OF YOU, Elvis Presley, RCA Victor 7992		1
14	19	LOLLIPOPS AND ROSES, Jack Jones, Kapp 435		3
15	—	STRANGER ON THE SHORE, Acker Bilk, Atco 6217		1
16	18	BERMUDA, Linda Scott, Canadian-American 134		6
17	—	WHITE ROSE OF ATHENS, David Carroll, Mercury 71917		2
18	20	AMOR, Roger Williams, Kapp 447		2
19	—	CHAPEL BY THE SEA, Billy Vaughn, Dot 16329		1
20	—	SMILE, Ferrante and Teicher, United Artists 431		1

## Many Advantages Entice Firms

● Continued from page 4

to make his own decisions and plot his own course.

### Discount Factor

It is also felt that factors, who are no strangers to the record business, are no longer a suitable answer for another reason. The factor makes his own profit through a discount taken out of monies advanced against accounts receivable. This discount, plus the lower profit margin, attributes to widespread retail discounting of records, makes the profit margin virtually disappear.

Yet large sums of money are needed to operate effectively in the record business today. Albums occupy the vast bulk of total sales and albums are much more expensive to produce than singles. Good artists must be acquired to remain competitive and good ones cost money. Again, in the disk business, it takes much longer than in many other businesses to collect money from accounts. All this considered, record men believe that the sale of stock is a better, and in the long run, cheaper way to obtain solid

operating capital than by factoring or loans. Those who hold this view are much more willing to pay shareholders their proper share of the profits, where there are profits, than to pay high rates to factors and banks for the use of money.

Another distinct advantage to the stock device is the fact that every stockholder becomes a walking advertisement for the disk firm. The stockholder is very likely to buy his company's product and to urge his friends to do the same.

Beyond this, it is known that some Wall Street moguls regard the entertainment business and the record business in particular with much favor. They are bullish about the home entertainment field because of the emerging pattern of the shorter work week and the consequent increase in leisure time available to most consumers. Therefore the disk man with talent, plans, and a certain amount of drive, is likely to find a number of interested investment houses ready and willing to float the stock issue for him today.

## Steady Singles Action for Firm

● Continued from page 4

to this the disk reached No. 4. At the same moment, Burl Ives, surprise hitmaker of the season, got as high as nine with "Little Bitty Tear," a side which continues to garner action this week in the No. 38 slot.

Meanwhile, Patsy Cline, like Brenda Lee, a Nashville product, appears to have established herself as a pop hit artist, following her big comeback last year with "I Fall to Pieces." Miss Cline's "She's Got You," still moving up, hit No. 16 this week.

Bert Kaempfert, another relatively new artist on Decca, who

enjoyed his first hit a little over a year ago with "Wonderland by Night," has been doing business with "Afrikaan Beat." Last week the disk reached the No. 42 slot. Pete Fountain, on the subsidiary Coral label, appears to have his first action single in quite a spell with "Yes Indeed," a side which received enough initial jockey and juke action to spur retail sales. It hit the No. 69 spot this week. Rounding out the six, Jackie Wilson's "Greatest Hurt" was on the charts for a number of weeks and last week appeared in the No. 57 spot.

## BUDDY DISTRIBUTING CO.

- ★ WE'RE NEW
- ★ WE GIVE COMPLETE PROMOTIONAL COVERAGE
- ★ WE GIVE INDIVIDUALIZED LABEL ATTENTION
- ★ WE MAKE HITS!

3112 MARKET ST., OAKLAND, CALIFORNIA OLYMPIC 4-9288

**BEST SELLING PHONOGRAPHS,  
RADIOS & TAPE RECORDERS**

These are the nation's best sellers by manufacturers, based on results of a month-long study using personal interviews with a representative national cross-section of record-phonograph dealers. A different price group is published in this chart each week.

The percentage figure shown for each brand is its share of the total number of weighted points derived from all dealer responses. Point tabulations are based on the rank order of manufacturers' sales at each dealer, and weighted by size of dealer. Only manufacturers earning 3% or more of the total dealer points are listed below.

**PHONOS LISTING BETWEEN  
\$401 AND \$500**

Pos. This Issue	Pos. 12/4/61 Issue	Brand	% of Total Points
1	1	Magnavox	54.1
2	3	Fisher	11.2
3	2	Stromberg-Carlson	10.2
4	7	RCA Victor	4.9
5	—	Motorola	4.4
		Others	15.2

**DISK DEALS FOR DEALERS**

A summary of promotional opportunities for dealers by manufacturers and distributors currently offering records at special terms. Shown where available are starting and expiration dates for each deal as well as the date of issue and page number of the original news story and/or advertisement providing details of each promotion. Please consult these for full information.

**KAPP-MEDALLION**—Expires March 15, 1962. Started January 15, 1962. Ten per cent discount with dating to qualified dealers on 20 new releases plus complete catalog. Contact local distributor.

**TAMLA-MOTOWN**—Expires March 15, 1962. Started November 10, 1961. Label is offering one album free for every six purchased. Special program deal covers entire catalog.

**SMASH**—Expires March 16, 1962. Started February 5, 1962. Inauguration '62. Label is offering one free LP for every seven purchased on its six LP's.

**PHILIPS**—Expires March 20, 1962. Started February 12, 1962. Label is offering, through distributors, 12-on-100, with deferred payment on its album catalog.

**LIBERTY**—Expires March 23, 1962. Started February 19, 1962. The label adds four packages to its Premiere line, with a special dealer program covering both previous and new Premiere product, offering a 10 per cent discount, full exchange (any time after July 1); payments in two installments, due April 10 and May 10.

**LIBERTY**—Expires March 23, 1962. Started February 19, 1962. Label is offering 15 per cent cash discount, 100 per cent exchange privilege, payment May 10, 1962, on two LP's: "Twist With the Ventures" and "Surfer's Stomp" by the Mar-kets. Label is also offering 10 per cent cash discount, 100 per cent exchange privilege, deferred payments on four new Julie London and Martin Denny albums, plus entire catalog of London and Denny LP's.

**VEE JAY**—Expires March 26, 1962. Started February 5, 1962. Album Discount Program. Label is offering one free for every seven purchased on pop, spiritual and blues albums, and one for five on jazz albums. Program covers complete catalog plus new releases.

**ABC-PARAMOUNT**—Expires March 31, 1962. Started January 1, 1962. Label is offering distributors 12½ per cent discount on 23 new albums, including 12 ABC-Paramount LP's, 6 Impulse, 4 Chancellor, and 1 in its new comedy series. Aristocrat.

**ELEKTRA**—Expires March 31, 1962. Started March 3, 1962. March Dividend. Label offers one album free for every 10 purchased. Plan covers complete catalog, excluding March releases and sampler LP's.

**MGM**—Expires March 31, 1962. Started March 5, 1962. Connie Francis Month. One album free for every four Connie Francis albums purchased. Ten per cent discount on remainder of the MGM album catalog, plus four new releases.

**VERVE**—Expires March 31, 1962. Started March 5, 1962. Label is offering one album free for every five purchased of the new March releases.

**MERCURY**—Expires April 15, 1962. Started March 1, 1962. David Carroll Month Plus 2. One album free for every six purchased on complete Carroll catalog of 18 LP's plus his latest package, "Dance to the Movie Themes." One for nine on the 14 new March album release, including two new F:35d "PPS" LP's. Fifteen for 100 on 36 albums in the "Highlight" series. See page 4, March 10 issue, for details.

**RCA VICTOR**—Expires April 15, 1962. Started March 15, 1962. "Once-a-Year Discount Days." Discount on entire album catalog, including March and April releases, is available through Victor distributors. New York distrib is offering 20 per cent.

**CAMEO**—Expires August 31, 1962. Starts March 1, 1962. Plan features a prepack of 80 LP's assorted of best-selling catalog and new releases, with minimum quantities of both mono and stereo, in a browser box. Dealers may purchase complete package initially at "unusual discounts and under stipulated conditions and may earn 12½ per cent reorder privilege for six months." Specific details are available through distributors.

**MONITOR**—No expiration date. Started January 31, 1962. Five LP's are specially priced to the distributor at \$1 and \$1.98 to the consumer. The Oistrakhs, Gilels, Kogan, Rostropovich playing Bach, Mozart and Beethoven; The Oistrakhs playing Bach, Sarasate, Hindemith; Rachmaninoff Third Piano Concerto played by Merzhanov; Richter plays Schumann, and Franck, Let's Dance the Pachanga and Charanga.

**New Support From  
Sen. H. Humphrey  
To Aid Legislation**

GARY, Ind.—New and powerful support was reported here for the congressional "quality stabilization bill," which would, according to its proponents, serve to curtail "predatory jungle tactics" in the disk market.

Quality Brands Associates of America, an organization of manufacturers with administrative headquarters here in Gary, is sponsoring "quality stabilization" bills in both the House and the Senate.

An influential convert to QBAA cause was announced by the Association last week. He is U. S. Sen. Hubert Humphrey (D., Minn.).

John W. Anderson, a Gary industrialist, is QBAA president.

Under the provisions of the "quality stabilization" bills, disk manufacturers could withdraw the right to the use of their labels or trademarks whenever their product is employed for "bait" purposes or sold at promiscuously discounted prices.

The proposed act, however, would be permissive, Humphrey explained in a statement released here by QBAA. The manufacturer would not be compelled to make use of the law.

**NARAS at NYU**

• Continued from page 10

quality. He added: "I don't take pride in the fact that we could make a better product than we do, but I would hope we could make it better without increasing the cost."

Dowd spoke frankly about differences at recording sessions between a.&r. men, engineers, and talent. Dowd said that much of the problem was one of communications, with some a.&r. men or producers not understanding that an engineer sometimes cannot give an instrument as requested, but could get the same effect by cutting down on all the others.

Use of the eight-track recording system enables each section of a large group to be miked separately and recorded on its own track, so if one section needs re-recording that section alone can be brought back at much less cost than bringing back all musicians. The engineer and a.&r. man then are also in a position to mix as desired, emphasizing whatever instruments they wish, and later adding special effects such as echo to the specific tracks they feel can use it most effectively.

Dowd said: "I've never been accused of making a 'soft' hit. The louder they are, the better they seem to sell. And if a record sells, no matter how bad it sounds you can bet someone will walk into a studio with it and tell an engineer, 'I want one that sounds just like this.'"

**Dick Schory**

• Continued from page 10

and sound fields will be held. Several international musical contests intended to stimulate new talent will also be held in conjunction with the fair.

The exposition will be open exclusively to the trade each day from 10 a.m. to 2 p.m. and to the public from 2 p.m. to 10 p.m.

As educational and music coordinator, Schory will direct clinic programs and special musical events. Schory is perhaps best known in diskery circles for his pioneering in the current RCA Victor "Stereo Action" series.

**See Bright Outlook  
For Phonos & Tapes**

• Continued from page 4

in sales of record changers, where "imports have come to dominate the domestic market."

In radio, greater sales of FM and AM-FM radios are expected to provide part of a "modest" increase in output of lower-priced portable radios expected in 1962. Commerce expects an estimated 12.5 million receivers valued at \$215 million. Import competition from low-priced transistors is expected to continue.

In its review of 1960-1961, Commerce Department has rather cautiously omitted figures on phonograph records and tape from its statistical tables on comparative output over the past decade. However, the general analysis says record sales increased only slightly in 1961, while sales of prerecorded tape showed "greater strength."

Factory sales of records and tape reached an estimated \$250,000,000 in 1961, according to preliminary figures, Commerce reports, a figure which will no doubt send manufacturer and trade statisticians to their slide rules.

**Leary of Estimates**

The record manufacturing industry is particularly leary of such estimates, in the wake of recently released Internal Revenue excise figures which were \$1,484,000 off in manufacturers' excise estimate in tally for six months of April through September of 1961. Corrected excise given to BMW for this period by Internal Revenue was \$10,081,000 tax, indicating record manufacturers sales volume of \$100,810,000 for the half year, but not covering free goods, cut-outs, counterfeit disks, or any disposal of records by manufacturers other than by completed sales. (See BMW March 10, 1962.)

Commerce says lowered phonograph sales in 1961 were a "major factor" in the decline in value of electronic consumer products. "Both product and value of radio-phonograph combinations increased, but the average unit price of such packaged hi-fi equipment produced by radio and TV manufacturers was considerably lower than in 1960."

The anticipated increase in sales of stereo sound equipment did not materialize and in 1961 value was less than 1960, Commerce says. Production and sales of hi-fi components and kits, such as tuners, amplifiers and speaker systems, increased more than 35 per cent, "reflecting the preference of many hi-fi enthusiasts for custom or homemade installations."

This would seem to bear out

recent reports in Billboard Music Week that both the public and retail dealers have been dissatisfied with the quality of the low-priced (\$100 and down) packaged phonos, particularly the stereo players. (See BMW issue of March 10.)

Manufacturers' shipments of other consumer products such as tape recorders, electronic toys, electronic organs, also increased "moderately" in 1961 over those of 1960. An increasing number and variety of miniature tape recorders, many of them imported, were sold in 1961.

Preliminary estimates for 1961 indicate a total export of records and blanks to be \$8,176,000; exports of recorders (disk, tape, wire) and parts, \$14,603,000; exports of phonographs \$2,055,000, and phonograph parts \$5,146,000.

Exports of new coin-operated phonographs are estimated at \$10,392,000 value in the preliminary 1961 figures. Export of used and rebuilt machines is estimated to be \$2,017,000.

**Imports on the Rise**

Imports of consumer products such as transistor radios, radio-phonographs, record players and parts and other entertainment items are on a steadily rising curve, and represented about 60 per cent in value of all U. S. electronic imports in the first 10 months of 1961, Commerce reports.

Imports of phonograph records are estimated at \$4,119,000 value in preliminary figures for 1961, a big jump over the 1960 import of \$3,714,000 and the 1959 total of \$3,551,000.

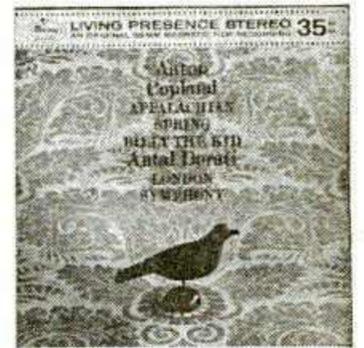
Imports of record players and parts, including record changers, turntables, pick-up cartridges and other parts, except loudspeakers, are value at \$14,219,000 in preliminary estimate for 1961, well up over 1960 import value of \$9,787,000 for these products. Radio-phonograph imports (complete units) totalled \$12,940,000 in 1961 preliminary estimate, up from \$8,643,000 value in 1960.

Transistor radio imports for 1961 is set at a towering \$66,688,000, up almost \$10 million from the 1960 value. It should be noted that a good many of these sales go to teenagers and other young-adults who are using them as much inside the homes, to hear favorite top tunes, as they do outside the homes, a potent factor, many in the industry feel, in the decline in phonograph sales which were in the previous year selected as a "growth" product in a Commerce Department survey.

**ALBUM COVER OF THE WEEK**



**POTPOURRI PAR PIAF**—Edith Piaf, Capitol ST 10295. A most attractive cover in warm and vibrant shades of purple, orange and blue, with a sensitive portrait of the artist. Splendid display material for counters or windows.



**COPLAND: APPALACHIAN SPRING; BILLY THE KID**—London Symphony Orchestra (Dorati), Mercury SR 90246. This intriguing cover places the robin, in a dark tone, on a background of beige with red lettering. Designed by George Maas and photographed by Henry Ries. Plenty of eye-appeal here for classical sections.

Reviews of New Singles

Continued from page 23

bouncy r.&r. item. Dual appeal side with pop and r.&b. pull. (Travis, BMI) (2:00)

★★★★ The Joker—Tender ballad is sung with feeling and simplicity by pair. However, flip is stronger side. (Travis, BMI) (1:57)

RAMSEY LEWIS TRIO

★★★★ I Got Plenty of Nothin'—ARGO 5411—Fine performance by the Ramsey Lewis crew of the Gershwin standard, sparked by Lewis' piano work. A side that should get exposure on good music stations and with jazz jocks. (Gershwin, ASCAP) (2:40)

★★★★ Thanks for the Memory—Same comment. Both sides are from the trio's album, "Never on Sunday." (Paramount, ASCAP) (2:43)

RAY ANTHONY

★★★★ Bunny Hop Twist — CAPITOL 4728—Anthony's big band breaks into the twist market with quite a novelty here teaming the twist and bunny hop rhythms. Side features some strong guitar and tenor sax work along with the jumping band. (Moonlight, BMI) (2:18)

★★★★ Tequila With a Twist—The hit of some years ago, "Tequila," gets a big band twist interpretation from the Anthony band here. Side is a fine twist novelty with deep voice calling "Twist" instead of "Tequila." Strong solo work from the leader on trumpet and tenor saxist. (Jat, BMI) (2:06)

JACKIE WILSON AND LINDA HOPKINS

★★★★ There's Nothing Like Love—BRUNSWICK 55224 — Feelingful gospel-styled theme is sung with verve and showmanship by Wilson and Linda Hopkins. Solid dual market appeal—pop and r.&b. (Pearl-Figure, BMI) (2:41)

★★★★ I Found Love—Exuberant chanting by Wilson and thrush on fast-moving rhythm-rocker with exciting beat. (Pearl, BMI) (2:45)

CLAUDE KING

★★★★ Little Bitty Heart — COLUMBIA 42352—Claude King follows up his recent strong seller "Commancheros" with a first-rate reading of a tender country-oriented tune. Side is infectious and King's vocal stands out. (Magic Circle, BMI) (2:22)

★★★★ Wolverton Mountain—This is the tale of a lad who loves a gal, but her dad doesn't cotton to him at all. Interesting tune is sung neatly by the chanter. Flip is stronger. (Painted Desert, BMI) (2:59)

PERRY COMO

★★★★ The Island of Forgotten Lovers—RCA VICTOR 8004—Haunting theme with romantic Hawaiian-styled guitars backing is sung with tenderness by Como and femme chorus. Nice jockey side. (Roncom, ASCAP) (2:35)

★★★★ Caterina — Lighted-hearted reading by Como on attractive Neapolitan-styled theme with solid backing by chorus. Spinable. (Roncom, ASCAP) (2:11)

BELMONT

★★★★ I Confess—SABINA 503—Here's a lush rockaballad from the hit-making group. The tune is a slow, nostalgic melody that's sung with emotion by the lead with strong support from the rest of the group and a sterling string section. (Francap, BMI) (2:28)

★★★★ Hombre—The group has a peppy tune to sing on this side that's definitely on the Latin side. Ranchera trumpet work, strong rhythm and fine string work back up the group admirably. (January, BMI) (2:22)

GEOFF LOVE AND ORK

★★★★ White Rose of Athens—UNITED ARTISTS 436—Here's another version of the pretty theme, clefied by Manos Hadjidakis. Attractive instrumental treatment should get spins, although David Carroll's version is already on the "Hot 100." (Peter Schaeffer's, BMI) (2:34)

★★★★ Miana — Haunting theme, also penned by Manos Hadjidakis, is wrapped up in exotic instrumental treatment. Nice jockey side. (Peter Schaeffer's, BMI) (2:37)

IKE AND TINA TURNER

★★★★ Tra La La La La—SUE 757—Ike and Tina sell this wild side with enthusiasm over uninhibited backing by group and ork. Could get exposure, especially on r.&b. stations. (Saturn, BMI) (2:30)

★★★★ Puppy Love—Ike shouts out the lyrics to this medium rocker brightly over driving ork support. (Saturn, BMI) (2:35)

THE VIBRATIONS

★★★★ The New Hully Gully—CHECKER 1011—Here's another hully gully, and it's a mighty exciting one as sung here by the Vibrations. It rocks from the opening bar

and it could turn into a big one for the group. (Arc, BMI) (2:15)

★★★★ Anytime—The lad comes through with another vibrant rocker here which sports a good hully gully beat and a driving combo backing. Two sides with possibilities. (Arc-Legion, BMI) (2:10)

TONY OSBORNE WITH HIS PIANO AND ORK

★★★★ Turkish Coffee — KAPP 611 — Stations going for the soft sound around the country might find this Middle Eastern big ork novelty is just the thing to put a little spice in their programming. Side has a nice beat and very pleasing sound. (Ludlow, BMI) (2:10)

★★★★ Tony's Tune—This side is done in the Continental style and should get preferential listening on the soft sound stations. Bright little melody is nicely played by the ork while piano and mandolin are featured. (Ludlow, BMI) (2:06)

JOHNNY (GUITAR) WATSON

★★★★ I Just Wants Me Some Love—KING 5607—The gospel sound is used effectively on this blues ballad. The tune is a ballad in an ultra slow rockaballad with fine work from the combo and a tenor sax soloist. (O-Cal, BMI) (2:40)

★★★ The Nearness of You — (Famous, ASCAP) (2:50)

FREDDIE ELLIS

★★★★ Hey There—CORAL 62307—Lad wraps up the pretty "Pajama Game" musical comedy tune in an emotional rockaballad-styled delivery with nice backing by femme group. (Frank, ASCAP) (3:09)

★★★ Thank Heaven for Little Girls—(Chappell, ASCAP) (2:09)

THE RONETTIES

★★★★ You Bet I Would—MAY 114—The gals sell a catchy rocker with verve and cute performance by lead canary. Teen-appeal side. (Aldon, BMI) (2:09)

★★★ Silhouettes—(Regent, BMI) (2:23)

HOAGY LANDS

★★★★ Goodnight Irene—MGM 13062—Sock rock and roll treatment of the lovely folk oldie. Rocking concept could take off. (Ludlow, BMI) (2:25)

★★★ It Ain't as Easy as That—(Robert Mellin, BMI) (2:16)

ENOCH LIGHT

★★★★ Theme From "The Four Horsemen of the Apocalypse"—COMMAND 4019—The poignant new film title theme is accorded dreamy instrumental treatment by Light. Both sides are from his new movie theme album. Pleasant jockey wax. (Robbins, ASCAP) (3:00)

★★★ Satan Never Sleeps — (Leo Feist, ASCAP) (2:38)

PEE WEE HUNT

★★★★ 12th St. Twist—CAPITOL 4727—Pee Wee Hunt's old hit "12th Street Rag" is handled in Twist fashion here by the orkster. Spritely and slightly swinging instrumental side worth air and juke plays. (S. Bernstein & J. Vogel) (2:27)

★★★ Sunrise in Siberia—(Lorin) (1:40)

MINUCCI AND ORK

★★★★ Madeira — LAURIE 3122 — A catchy instrumental played smartly by the ork over chorus support. A disk that is insinuating enough to turn into a much aired waxing. (Northel, ASCAP) (2:02)

★★★ Summer Nocturne — (Northel, ASCAP) (2:44)

JOAN SHAW

★★★★ That's What I Get for Loving You—COLPIX 625—A good ballad of heart-break, sung with warmth by the gal. Slow but rhythmic backing. (Arch, ASCAP) (2:41)

★★★ You Made Me Love You—(Broadway, ASCAP) (2:29)

DINNEY DINOFR

★★★★ Mariboy—LAURIE 3121 — Cute, bright melody is played in happy instrumental fashion here by the Dinney Dinofer ork. A first-rate adult-type disk that could grab a lot of air play. (Jildana, ASCAP) (2:13)

★★★ Dinney's Theme—(Jildana, ASCAP) (2:26)

EDEN KANE

★★★★ Forget Me Not—LONDON 9516—English chanter sells this attractive up-tempo ballad with warmth over a catchy arrangement. Good wax, worth spins. (Essex, ASCAP) (2:00)

BILLBOARD MUSIC WEEK HOT C & W SIDES

This Last By special survey for week ending 3/17 Weeks on Chart

Table with 3 columns: Rank, Title, Artist, Label & Number, Weeks on Chart. Lists top 30 singles including 'That's My Pa', 'Misery Loves Company', 'Walk on By', etc.

★★★ A New Kind of Lovin' — (Essex, ASCAP) (2:15)

GENE KRUPA

★★★★ Meadowland — VERVE 10242—Familiar Russian melody receives a wild, percussive, splattered reading from the Gene Krupa crew here and it could grab a lot of spins. (Leeds, ASCAP) (2:50)

★★★ American Bolero—(Robbins, ASCAP) (3:00)

OEDERLAND

★★★★ Red, White and Blue (Stars and Stripes Forever)—SEECO 6079—This version of Sousa's march, done up in big band style, has been getting quite a little action in Europe. Side swings along nicely and features good guitar work and wordless vocal chorus singing. (Sujan)

★★★ It's a Long, Long Way to Tipperary —(Chappell)

CARL BELEW

★★★★ Odd Man Out—RCA VICTOR 8010—The boy's a loser for the chick finds someone new. Belew sings the tune with feeling while vocal group and country type backing make the most of the tune. (Four Star, BMI) (1:55)

★★★ Second Chance—(Cedarwood, BMI) (2:00)

THE REDWOODS

★★★★ Please Mr. Scientist—EPIC 9505—Here's a topical novelty item in the hully

gully rhythm that's full of fun. Story is about the astronaut coward who, like "Please Mr. Custer," "Don't Want to Go." Lead does a fine job with the rest of the group and simple combo backing. (Trinity, BMI) (2:25)

★★★ Where You Used to Be—(Trinity, BMI) (2:25)

DICK FLOOD

★★★★ King Or a Clown—EPIC 9500—A strong country ballad reading by Flood. He chants the message to a simple but effective arrangement with voices. It could sell in both the pop and country fields. Watch it. (Earl Barton, BMI) (2:17)

★★★ Never Has So Much Been Lost (In Just a Little While)—(Earl Barton, BMI) (2:08)

CONNIE STEVENS

★★★★ Why'd You Wanna Make Me Cry —WARNER BROS. 5265—Thrush comes through with a strong performance on a most attractive hunk of material that also spotlights a first-rate arrangement. Her best waxing in a long time. (Aldon, BMI) (2:05)

★★★ Just One Kiss—(Sherman-DeVorson and Jat, BMI) (2:18)

SLIM WHITMAN

★★★★ Valley of Tears—IMPERIAL 5821—Feelingful reading by Whitman on pleasant country-flavored theme penned by Fats Domino with mildly r.&r. type backing and

(Continued on page 35)

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**BILLBOARD MUSIC WEEK HOT R & B SIDES**

This Week	Last Week	By special survey for week ending 3/17 TITLE, ARTIST, LABEL & NUMBER		Weeks on Chart
1	1	DUKE OF EARL, Gene (Duke of Earl) Chandler, Vee Jay 416		9
2	6	HEY! BABY, Bruce Channel, Smash 1731		4
3	7	TWISTIN' THE NIGHT AWAY, Sam Cooke, RCA Victor 7983		5
4	14	LET ME IN, Sensations, Argo 5405		7
5	9	I'M BLUE, Ikette, Atco 6212		10
6	5	CRY TO ME, Solomon Burke, Atlantic 2131		4
7	18	SOUL TWIST, King Curtis, Enjoy 1000		5
8	8	SOMETHING'S GOT A HOLD ON ME, Etta James, Argo 5409		3
9	16	DEAR LADY TWIST, Gary (U. S.) Bonds, LeGrand 1015		8
10	2	LOST SOMEONE, James Brown and the Famous Flames, King 5573		13
11	17	CUTTIN' IN, Johnny (Guitar) Watson, King 5579		3
12	12	STONE CRAZY, Buddy Guy, Chess 1812		4
13	3	LETTER FULL OF TEARS, Gladys Knight and the Pips, Fury 1054		12
14	11	THE TWIST, Chubby Checker, Parkway 811		14
15	20	BABY DON'T LEAVE ME, Joe Henderson, Todd 1066		7
16	4	I KNOW, Barbara George, AFO 302		17
17	26	SHAME, SHAME, SHAME, Jimmy McCracklin, Art-Tone 827		3
18	13	JAMIE, Eddie Holland, Motown 1021		10
19	10	BABY IT'S YOU, Shirelles, Scepter 1227		11
20	—	AIN'T THAT LOVING YOU, Bobby Bland, Duke 338		1
21	22	MIDNIGHT SPECIAL, Jimmy Smith, Blue Note 1819		3
22	21	TUFF, Ace Cannon, Hi 2040		7
23	—	ALWAYS A FIRST TIME, Earl King, Imperial 5811		1
24	25	LOVE LETTERS, Kelly Lester, Era 3068		2
25	19	TWISTIN' POSTMAN, Marvelettes, Tamia 54054		5
26	23	OUR ANNIVERSARY, Shep and the Limelites, Hull 748		4
27	15	TURN ON YOUR LOVE LIGHT, Bobby Bland, Duke 344		15
28	—	ANNIE GET YOUR YO-YO, Little Junior Parker, Duke 345		1
29	24	SMOKY PLACES, Corsairs, Tuff 3030		10
30	28	POOR FOOL, Ike and Tina Turner, Sue 753		12

**Reviews of New Singles**

Continued from page 34

Floyd Cramer-type piano work on backing. (Travis, BMI) (2:05)  
**★★★ Anne Laurie**—(Travis, BMI) (2:25)

**FRANK SINATRA**  
**★★★★ Nothing But the Best**—REPRISE 20063—Tasteful warbling stint by Sinatra on smart, lightly swinging theme with strong backing by Neal Hefti. Could grab a lot of exposure. (Barton, ASCAP) (3:00)  
**★★★ Ev'rybody's Twistin'** — (Mills, ASCAP) (2:30)

**LEE DORSEY**  
**★★★★ Ee-nle Meenie Mini Mo**—FURY 1061—Rocking rhythm-novelty ditty is sung with showmanship and good humor by Dorsey. A dual market item with appeal for pop and r.&b. buyers. Solid piano work on backing. (Fast, BMI) (2:01)  
**★★★ Behind the 8 Ball** — (Fast, BMI) (2:10)

**RUSSELL BYRD**  
**★★★★ Little Bug**—WAND 121—A lonely fellow with no one to talk to finds himself talking to a little bug here, as he explains his lonely life. Attractive tune and moving performance make this a record with a chance. Watch. (Mellin, BMI) (3:14)  
**★★★ Nights of Mexico**—(Mellin, BMI) (2:53)

**SAMMY REYNOLDS**  
**★★★★ Olive Oyl**—DORE 627—Here's a tune closely related in title and beat to the "Popeye" and Sammy spins out the story in effective style in front of a group and chorus. Has a chance. (Hillary, BMI) (2:17)  
**★★★ Cooking With Olive Oyl**—(Hillary, BMI) (2:11)

**THE FLARES**  
**★★★★ Doing the Hully Gully**—PRESS 2802—The Hully Gully beat gets a great workout by the same group that had "Foot Stompin'" a short time ago. The group sings the tune with a fine beat while the supporting combo sets a strong dance beat. (Symbol, BMI) (2:00)  
**★★★ Truck and Trailer** — (Argo, BMI) (2:06)

**HOLLYRIDGE STRINGS AND CHORUS**  
**★★★★ It Happened in Athens**—CAPITOL 4720—This tune by Manos Hadjidakas ("Never On Sunday") is the theme from the new flick of the same name and should find favor among soft sound format stations. Side is done instrumentally for the most part with strings, chorus and mandolins. (Miller, ASCAP) (2:15)  
**★★★ Song of Greece**—(Morris, ASCAP) (2:15)

**★★★ MODERATE SALES POTENTIAL**

**CATERINA VALENTE**  
**★★★ The Spell of Love** (Chappell, ASCAP) (2:30) — **★★★ Don Quixote** (Consolidated, ASCAP) (2:52). LONDON 10003

**JOHN VAN HORN**  
**★★★ The Dancing Octopus** (Ray Maxwell, BMI) (2:23) — **★★★ Somewhere** (Ray Maxwell, BMI) (2:55). MOONGLOW 207

**JEAN-MICHEL DEFAYE**  
**★★★ Reve, Mon Reve** (BIEM) (2:45)—**★★★ Flamenco Guitar** (Mills, ASCAP) (2:38). PHILIPS 40013

**THE DOMINOES**  
**★★★ John Henry** (He's Got a Mighty Note) (Beam-Jaspar, BMI) (2:18)—**★★★ Two Brothers** (Shapiro-Bernstein) (2:45). MELBOURNE 103

**GENE SIMMONS**  
**★★★ Be Her No. 1** (Jec, BMI) (2:18)—**★★★ Twist Caldonia** (Cherio, BMI) (2:20). HI 2050

**JORDAN AND THE FASCINATIONS**  
**★★★ If You Love Me Really Love Me** (Duchess, BMI) (2:40)—**★★★ I'm Goin' Home** (K-M, BMI) (2:25). JOSIE 895

**THE EMBLEMS**  
**★★★ The Thrust** (Parts I & II) (Gil-Kay and Carlson, BMI) (2:29, 2:15). OH MY 0001

**THE GONGETTES**  
**★★★ Trouble** (Balladeer, ASCAP) (2:00)—**★★★ Gong, Gong**—I'm Blue (Progressive-Placid, BMI) (2:22). ORIGINAL SOUND 21

**BETTY LOGAN**  
**★★★ Silm Jim** (Wonder, BMI) (2:58)—**★★★ Dancing With Somebody New** (Wonder, BMI) (2:35). FAIRLANE 21016

**THE SPINNERS**  
**★★★ What Did She Use?** (Fuqua, BMI) (2:05)—**★★★ Itching for My Baby But I Don't Know Where to Scratch** (Fuqua, BMI) (2:34). TRI-PHI 1007

**JAUQRS**  
**★★★ Look Into My Eyes** (Drive-In, BMI) (2:15) — **★★★ Thinking of You** (Harms, ASCAP) (2:33). ORIGINAL SOUND 20

**LEE ROGERS**  
**★★★ Troubles** (Hob, BMI) — **★★★ Walk On By** (Hob, BMI). MAH's 0009

**THE BLAZERS**  
**★★★ The Grasshopper Twist** (Parts I & II) (Shoe, BMI) (2:10, 2:15). SEASIDE 617

**DESDA**  
**★★★ Splish Splash Twist** (Portrait, BMI) (2:12)—**★★★ Shittin' in the Corner** (Empire Song, ASCAP) (2:05). DEL FI 4174

**BILL LOOSE AND JACK COOKERLY**  
**★★★ Friendship 7** (Ding Dong, BMI) (2:00)—**★★★ John Glenn's Theme** (Ding Dong, BMI) (1:59) REPRISE 20061

**GARY McFARLAND**  
**★★★ I Believe in You** (Frank ASCAP) (2:32)—**★★★ How to Succeed in Business Without Really Trying** (Frank, ASCAP) (1:40). VERVE 10272

**TY WHITNEY**  
**★★★ The Other Side of Love** (Densus, BMI) (2:13)—**★★★ Gonna Set a New Record** (Densus, BMI) (2:04). DENNY 346

**DANNY DENVER**  
**★★★ Image of Love** (Florentine, BMI) (2:10) — **★★★ Let Me Talk to You** (Cedarwood, BMI) (3:03) GO-GO 101

**JENNIE LEE**  
**★★★ I'm Learning to Say Goodbye** (Emorey-Ji-Jo, BMI) (3:04) — **★★★ It Comes From You** (Emorey-Ji-Jo, BMI) (2:02). AMY 837

**ROBERTINO**  
**★★★ Ave Maria** (Traditional) (3:57)—**★★★ Santa Lucia** (Traditional) (2:42). KAPP 445

**BOBBY TURNER**  
**★★★ Baby, Baby, Baby** (Jensen-Champion, BMI) (2:05) — **★★★ I Miss You So** (Jensen - Champion BMI) (2:07). DECCA 31367

**FREDDY COUNTRYMAN**  
**★★★ The Raven** (Valtone, BMI) (2:15) — **★★★ Back Up and Push** (Valtone, BMI) (2:35). W.E.D. 23

**JOE DEE**  
**★★★ Blind Heart** (Tune House, ASCAP) (2:26)—**★★★ Honky Tonk Guitar** (Tune House, ASCAP) (2:01). PAT RICCIO 1105

**ALAN KNIGHT**  
**★★★ Baby Done What She Said** (Cepha, BMI) (2:15)—**★★★ The Girl With the Wavy Hair** (Cepha, BMI) (2:20) BAM-BOO 519

**LULU REED AND FREDDY KING**  
**★★★ Do the President Twist** (Sonlo, BMI) (2:44)—**★★★ Your Love Keeps A-Working on Me** (Sonlo, BMI) (2:30). FEDERAL 12457

**LINDA LEIGH**  
**★★★ Please** (Barton, ASCAP) (2:25)—**★★★ Someone Special** (Barton, ASCAP) (2:10) REPRISE 20,060

**TROY TALTON**  
**★★★ Strange Desire** (Rhythm Tamers, BMI) (2:24) — **★★★ Twisting With the Rhythm** (Rhythm Tamers, BMI) (2:21). KIN 1001

**CHAD ALLEN**  
**★★★ Come On Linda** (Odin, ASCAP) (2:22) — **★★★ Who Invented the Twist** (Odin, ASCAP) (2:12). RADIANT 1508

**THE GINOS**  
**★★★ Vaya Con Dios** (Irwin Howard, ASCAP) (2:27)—**★★★ I Can't Go On** (4-Star, BMI) (2:32). CHALLENGE 9141

**EMBRACEABLES**  
**★★★ Don't Call for Me** (Kain, ASCAP) (2:28) — **★★★ My Foolish Pride** (Kain, ASCAP) (2:30). CY 1004

**TOMMY CHERRY**  
**★★★ Matador** (Kain, ASCAP) (2:20)—**★★★ Broadway Twist** (Kain, ASCAP) (2:18). CY 1006

**JOHNNY FULLER**  
**★★★ The Power** (B-Flat, BMI) (2:30)—**★★★ No More** (B-Flat, BMI) (2:28). ART-TONE 828

**LUE CAZZ**  
**★★★ Change Your Way** (B-Flat, BMI) (2:20) — **★★★ Daddy Long Leg** (B-Flat, BMI) (2:18). ART-TONE 830

**THE SHERWOODS**  
**★★★ Back Off** (Joll, BMI) (2:00)—**★★★ A Gay Ranchero** (Las Alentitas) (E. B. Marks, BMI) (2:10). JOHNSON 345-6

**REMO CAPRA**  
**★★★ Nun E' Peccato** (It's No Sin) (BIEM) (2:42) — **★★★ Due Note** (Two Notes) (BIEM) (2:33). VESUVIUS 1052

**PAT FOSTER**  
**★★★ In the Doorway Crying** (Lois, BMI) (2:37)—**★★★ That's What They Say** (Adams Ethridge, BMI) (2:05). LEE 1114

**THE KINGPINS**  
**★★★ Forever Lonely** (Sherman-DeVorzon, BMI) (2:17)—**★★★ Wicked** (Sherman-DeVorzon, BMI) (2:14). RADIANT 1507

**JOHNNY HYZNY AND HIS MUSIC MAKERS**  
**★★★ Hard Times** Polka (Jay Jay) (2:25)  
**★★★ I Never Knew** (Jay Jay) (2:20). JAY JAY 256

**EDDIE ZIMA**  
**★★★ Mama-Papa Twist** (Jay Jay, BMI) (2:11)—**★★★ Around Midnight** (Jay Jay, BMI) (2:06). JAY JAY 255

**STUART HAMBLEN**  
**★★★ Across the Great Divide** (Voss, ASCAP) (2:40) — **★★★ My Home (Is Always Where You Are)** (Voss, ASCAP). 2:45) COLUMBIA 42363

**REGGIE HALL**  
**★★★ The Joke** (Arc & Orleen, BMI). **★★★ You Can Think What You Want** (Arc & Orleen, BMI) CHESS 1816

**THE STRINGMEN**  
**★★★ Pow Wow** (Jimskip, BMI) (2:03) — **★★★ Denise** (Jimskip, BMI) (2:17). EPIC 9503

**TONY & NORM**  
**★★★ I Wonder** (Hawk, BMI) (2:09)— (Continued on page 36)

HITTING ALL THE CHARTS  
 LITTLE JUNIOR PARKER'S  
**"ANNIE GET YOUR YO YO"**  
 DUKE 345  
 \$\$\$\$ \$\$\$\$  
 BOBBY BLAND'S 4 BIG SIDES  
**"JELLY, JELLY, JELLY"**  
 and  
**"AIN'T THAT LOVING YOU"**  
 DUKE 338  
**"BLUE MOON"**  
 and  
**"WHO WILL THE NEXT FOOL BE"**  
 DUKE 347  
 DUKE AND PEACOCK RECORDS, INC.  
 2809 Erastus Street Houston, Texas  
 OR 3-2611

The Biggest Instrumental of the Year!  
**"jam"**  
 Part I  
**BOBBY GREGG & HIS FRIENDS**  
 Cotton #1003  
 CAMEO/PARKWAY RECORDS  
 Philadelphia, Pa.

Mills  
 HIT REMINDERS  
 IMPORTED FROM FRANCE!  
**FLAMENCO GUITAR**  
 Don Costa, Columbia  
 JEAN-MICHEL DEFAYE, PHILIPS  
 ★ ★ ★ ★ ★  
**SINATRA VERSUS STAR DUST**  
 The verse from STAR DUST  
 FRANK SINATRA, REPRISE  
 MILLS MUSIC, INC.  
 1619 Broadway New York 19

A TWO-SIDED SMASH!  
**ADAM WADE**  
**"IT'S GOOD TO HAVE YOU BACK WITH ME"**  
**"HOW ARE THINGS IN LOVERS LANE"**  
 Coed 565  
**COED**  
 RECORDS  
 1619 Broadway  
 New York, N. Y.

HITting Big!  
**'SUGARTIME TWIST'**  
 the  
**McGUIRE SISTERS**  
 Coral #62305

**Musical Dynamite!**  
**SARAH VAUGHAN**  
 Singing  
**"ONE MINT JULEP"**  
 R-4413  
**ROULETTE RECORDS**  
 1631 Broadway N. Y. C., N. Y.

REAL BIG SELLER!  
**Rick Nelson**  
**"YOUNG WORLD"**  
 b/w  
**"SUMMERTIME"**  
 #5805  
**IMPERIAL RECORDS**  
 6425 Hollywood Blvd.  
 Hollywood 28, Calif.

Breaking Big on the Juke Boxes!  
**"TUFF"**  
**ACE CANNON**  
 Hi #2040  
 One of the **LONDON GROUP** of Hit Labels

BEST SELLING ALBUMS!!!  
 #820 **REDD FOX AT JAZZVILLE**  
 #823 **THE WHOLE OF HATTIE NOEL**  
 #824 **THE NEW LAFF OF THE PARTY**  
 Billy Allyn  
**DOOTO**  
 INC. U.S. PAT. OFF.

IN THE GROOVE WITH HITS!  
SALES & PLAYS TO PROVE IT!

**LEE DORSEY**

That Ya Ya Man Is Back Again!

**"EENIE MEENIE  
MINI MO"**

b/w "BEHIND THE 8 BALL"  
Fury #1061

Breaking & Selling Nationally

**TARHEEL SLIM  
& LITTLE ANN**

**"CAN'T STAY  
AWAY FROM YOU"**

Fire #5506

**The Big Sleeper  
Has Been Awakened**

In Birmingham, Cleveland, Cincinnati,  
Harrisburg, Pa., Raleigh, N. C., and  
Winston-Salem, N. C., and is ready to  
go National!

(We thank these, the Distributors &  
Deejays, for Awakening this Record)

**"YOU'RE GONNA  
MISS ME  
(WHEN I'M GONE)"**

**CHUCK BRADFORD**

Fire #505

We are Forced by Popular Demand  
to Flip this One!

**"I'M GOING BUT  
I'LL BE BACK"**

(The flip side of "SUGAR BABE")

**BUSTER BROWN**

Fire #507

Disk Jockeys, Write for Sample Copies!

**FIRE/FURY RECORDS**

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Breaking Nationally!



**Jenks  
"Tex"  
Carman**

**"Fire In The Teepee"**

b/w

**"Learning To Do  
Without You"**

Sage And Sand  
#45-351B

Vesta #F393

**MOON  
PILOT  
MELODY**

by Camarata

b/w

**"When You Wish  
Upon A Star"**

**Reviews of New Singles**

Continued from page 35

★★★ Ain't That Alright (Hawk, BMI) (2:06). POPLAR 110

HENRI RENE  
★★★ Marlaane (Bruder, BMI) (1:58)—  
★★★ Last Year at Marlenbad (Bruder,  
BMI) (2:31). DECCA 31370

THE DIPLOMATS  
★★★ Twist to the Moon (Kangas,  
BMI) (2:02)—★★★ Drummer's Twist  
(Kangas, BMI) (2:28). DOC HOLIDAY  
10

SINGIN' SAMMY WARD  
★★★ Big Joe Moe (Jobete, BMI)  
2:43)—★★★ Everybody Knew It (Jo-  
bete, BMI) (2:16). TAMLA 5405

MAURICE CHEVALIER  
★★★ Jessica (Unart, BMI) (2:18)—★★★  
The Vespa Song (Unart, BMI) (2:39).  
UNITED ARTISTS 434

NANCY LOVE  
★★★ As Sure As I Live (Lowery, BMI)  
(2:23)—★★★ Rescue Me (Lowery, BMI)  
(2:11). VEE-JAY 432

RAY WHITLEY  
★★★ Yessiree-Yessiree (Nite-Time, BMI)  
(2:25)—★★★ A Love We Can Have  
and Hold (Nite-Time, BMI) (2:10).  
VEE-JAY 433

ALTECS  
★★★ Tiajuana Stomp (Petco-Monrovia,  
BMI) (1:45)—★★★ Happy Sax (Mon-  
rovia, BMI) (2:10). PAMELA 206

OHE "5" ROYALES  
★★★ Help Me Someone (Best, BMI).  
2:58)—★★★ Talk About My Woman  
(Conrad-Hara, BMI) (2:01). VEE-JAY  
431

NICK PERITO  
★★★ Jessica (Unart, BMI) (2:01)—★★★  
There's a Room in My House (Sun-  
beam, BMI) (2:15). UNITED ARTISTS  
431

FRANKIE FORD  
★★★ They Said It Couldn't Be Done  
(Travis, BMI) 2:00)—★★★ A Man Only  
Does (What a Woman Makes Him Do)  
(Eden, BMI) (2:37). IMPERIAL 5819

CODY BRENNAN  
★★★ Tragic Honeymoon (Conley,  
ASCAP) 2:43)—★★★ Shake the Hand  
of a Fool (Claridge, ASCAP) (2:31).  
SWAN 4103

JOHNNY WYATT  
★★★ Gotta Go Twistin' Tonight (Lil-  
lian, BMI) (2:42)—★★★ Please Don't  
Leave Me (Lillian, BMI) 2:47). LILLY  
510

**★★★★ STRONG  
SALES POTENTIAL**

**COUNTRY & WESTERN**

JEAN SHEPARD  
★★★ Two Voices, Two Shadows, Two  
Faces — CAPITOL 4719 — A powerful  
weeper ballad, sung with great conviction  
by the gal. Good song idea and an arrange-  
ment to match. Wax can score in the  
country marts. (Central, BMI) (2:25)

★★★ Your Conscience or Your Heart—  
Another ballad of a broken romance, and  
sung with equal persuasiveness by Miss  
Shepard. Good lyrics here have quite a  
message. Two fine efforts. (Pamper, BMI)  
(2:32)

JIMMIE DAVIS  
★★★ Lonesome Whistle—DECCA 31368  
—Fine old Hank Williams tune is wrapped  
up in expressive vocal stint by Davis and  
Chorus. (Peer, Intl., BMI) (2:32)

★★★ Where the Old Red River Flows—  
Folksy tune, with up-dated lyric, is chanted  
with good humor and warmth by Davis  
and group. Nice banjo solo work on back-  
ing.

BILL WOODS  
★★★ Truck Driving Man—ROSE 500—  
Good wax describing the lonely life of a  
truck drivin' man. Starts with sound effects,  
followed by an effective chanting job by  
Woods and a good old-time country fiddle.  
Has a nice sound. (American, BMI)

★★★ Ask Me No Questions — (Chris,  
BMI)

JIMMY JAY  
★★★★ You're Still With Me—PHILIPS  
40008—Heartfelt reading by Jay and chorus  
on tender country-flavored ballad, with dual  
market appeal—pop and c.w. (Painted  
Desert, BMI) (2:21)

★★★ Jole Jole—(MRC, BMI) (2:07)

**POLKA**

L'I'L WALLY AND  
THE HARMONY BOYS  
★★★★ What Is This? Polka Twist! —  
JAY JAY 258—Bright, happy polka side  
with topical title and personable warbling  
by boys (in Polish). Should move out in  
specialized market. (Jay Jay, BMI) (1:53)

★★★★ Polish Polka Twist—Same com-  
ment. (Jay Jay, BMI) (1:57)

L'I'L WALLY AND  
THE HARMONY BOYS  
★★★★ What Will You Have?—JAY JAY  
259—Jaunty polka ditty is handed light-  
hearted ork treatment. Should please L'i'l  
Wally's solid following. (Jay Jay, BMI)  
(1:59)

★★★★ Broken Hearted Waltz — Wistful  
waltz theme is wrapped up in pretty vocal  
stint by boys. Nostalgic wax. (Jay Jay,  
BMI) (3:10)

**★★★ MODERATE  
SALES POTENTIAL**

**COUNTRY & WESTERN**

JOE D. JOHNSON AND BOB MACK  
★★★ So Good to Be Wanted (Renda,  
BMI) (2:38) — ★★ First After You  
(Renda, BMI) (2:08). ACME 45

THE BARRIER BROS.  
★★★ Breaking in a Brand New Pair of  
Shoes (Cedarwood, BMI) (2:03)—★★★  
Earl's Breakdown (International, BMI)  
(2:24). PHILIPS 40007

BLACKJACK WAYNE  
★★★ Life Sure Changes (Clim Willet  
Songs, BMI)—★★★ Holding Hands for  
Joe (Pamper, BMI). DECCA 31365

BILLY BLEDSOE  
★★★ My Last Night in Town (Owen,  
BMI) — ★★ That's Just Where (I  
Oughta Be) (Red River, BMI). ROSE 501

★★★ I Was Moaning When Somebody

**15 Crosby Albums Receive Exposure**

Continued from page 4

station level, while a look at the  
current and recent "Hot 100"  
charts illustrates the firm's singles  
success. (See separate story.)

The Crosby push, believed to in-  
corporate the largest simultaneous  
release of one artist's material in  
the history of the business, involves  
the packaging of 189 Crosby songs  
from movies dating back to such  
as "The Big Broadcast of 1936,"  
into 15 separate albums. The sets  
contain cover paintings of Crosby  
in different settings. Despite the  
absence of hi-fi sound as it is  
known today, Decca officials feel  
this will be no deterrent, and the  
early indications of station action  
on the material appears to bear  
this thinking out.

WINS, New York indie, which  
recently embarked on a good music  
format, and which only two weeks  
ago staged a marathon of Frank  
Sinatra disks, gave the Crosby al-  
bum a similar saturation treatment  
last week with a whole afternoon  
and evening given over to program-  
ming from the Crosby sets. The  
following day every third selection  
was a Crosby track.

Big Wilson, on WNEW here,  
put on a Crosby disk every half  
hour during his show late Friday  
(2). Alan Jeffries, an ABC radio  
network jock, heard locally on  
WABC-FM, is running a Crosby  
seg on his show every night this  
month. WERE, in Cleveland,  
staged a two-day Crosby marathon  
Monday and Tuesday (5 and 6).  
There'll be a full day of Crosby  
programming Monday (12) on  
WJOB, Hammond, Ind.

Washington's WWDC has sched-  
uled a Crosby Day and will lead  
up to the occasion with a week-  
long on-the-air promotion. Part of  
the campaign involves a contest in

**JOHNNY DOLLAR**

★★★ Lonesome Trains (Glad, BMI)  
(2:10) — ★★ West Texas (Glad, BMI)  
(2:12). D 1229

**TEX DIXON**

★★★ She Can't Stand the Light of Day  
(Starrite, BMI) (1:50)—★★★ Hello Mem-  
phis (E&M-Starland, BMI) (2:50). ZONE  
520

**OTT STEVENS**

★★★ Big Boy Don't Cry (Yonah, BMI)  
(2:55) — ★★ Why Can't I Forget You?  
(Wonder, BMI) (2:25). FAIRLANE 21017

**SPIRITUAL**

**KELLY BROS.**

★★★ I'll Be a Witness There, Too (Son-  
lo, BMI) (2:44)—★★★ I'm So Glad To-  
day (Sonlo, BMI) (2:55). FEDERAL 12458

**PARKER BROS. CHOIR**

★★★ The Old Rugged Cross (2:15)—  
Touched Me (Lols, BMI) (1:52). KING  
5603

**RHYTHM & BLUES**

**SUGARPIE DESANTO**

★★★ Strange Feeling (B-Flat, BMI)  
(2:25) — ★★ A Little Taste of Soul  
(B-Flat, BMI) (2:15). GEDINSON 100

**AL AND NETTIE**

★★★ Now You Know (Part I & II)  
(B-Flat, BMI) (2:28, 2:28). ART-TONE  
829

**JAZZ**

★★★ Three Blind Mice (ASCAP) (3:03)  
—★★★ Hippie Twist (Gibbs, ASCAP)  
(2:30). VERVE 10271

**LIMITED  
SALES  
POTENTIAL**

**POPULAR**

**JACKIE KANNON**

The Lobster and the Crab (Jamac, BMI)  
(2:50)—Who Is It? It's Me, That's Who  
Is It! RADAR 2617

**EDDIE FOSTER**

I May Be Wrong (Shoe, BMI) (2:13)—I  
Won't Be Your Fool (Shoe, BMI) (2:20).  
LYONS 621

**DIANE EMOND**

Go On and Cry (Glenray, BMI) (2:45)—  
Potato Twist (Glenray, BMI) (1:55).  
GATTY 6206

**RAY RUSSELL**

The Spot (Lelves, BMI) (2:09)—Big Big  
Love (Lelves, BMI) (2:20). SAM 107

**FRANK MACK**

We'll Keep Our Us-Ism (Amphora, BMI)  
(1:50)—America the Beautiful (Amphora,  
BMI) (2:05). DECORA-AMPHORA 1018

**KRIS ARDEN**

God's Little Angels (McGinty, ASCAP)  
(2:39)—My Vacation (McGinty, ASCAP)  
(2:44). ROXIE 313

**JOAN AUBURN**

Mother Nature's Music; You Mean the  
World to Me. AIR 5044.

CARA STEWART-SONNY MARSHALL  
I Never Get Enough of You; Love Me

**COUNTRY & WESTERN**

**DEMETRIS TAPP**

★★★ Am I the Keeper (Earl Barton,  
BMI) (2:20)—★★★ Another Victory  
(Lyle-Hollyjo, ASCAP) (2:07). COLUM-  
BIA 42362

OLABELLE, ALEX AND DEACON  
★★★ All the World Is Lonely Now  
(Acuff-Rose, BMI) (2:50)—★★★ I'll Be  
All Smiles Tonight (Starday, BMI) (2:46).  
NEW RIVER 1032

**HANK THOMPSON**

★★★ The Blue Skirt Waltz (Mills,  
ASCAP) (2:23) — ★★ West Phalia  
Waltz (Century Songs, BMI) (2:14).  
CAPITOL 4722

RILEY CRABTREE AND THE  
STAR DUSTERS  
Shackles and Chains (Peer) (2:50)—Try  
Me (Security, BMI) (1:45). C&W 202

**SACRED**

**WALTER DIXON**

Matthew Twenty Four (BMI) (2:14)—  
Precious Memories (BMI) (2:12). LOYAL  
112



**The Hit Single  
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SMITH'S  
MIDNIGHT  
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# NVA Convention Opens in Miami

## Bulk Operators, Mfrs., Distribs Begin Meetings

CHICAGO — Bulk operators, manufacturers and distributors from across the nation will gather in Miami Beach, Fla., for the National Vendors Association's annual conclave March 14-18.

Between 300 to 400 industry traders and guests are expected to attend. Featured will be exhibits, business sessions, a swinging social program and perhaps most important, countless informal meetings and talks between various levels of the industry.

Most of the operating tips and



**ROGER FOLZ**  
President



**JANE MASON**  
Executive Secretary



**ROLFE LOBELL**  
Convention Chairman



**MILTON T. RAYNOR**  
Legal Counsel

hints will be covered in a forum Friday (16) under the direction of Aaron Sternfield, Billboard Music Week coin machine editor. Panel members include George Eppy, Harold Folz, Rolfe Lobell, Leonard Quinn, Arthur Bianco, Paul Guines, Richard Gibbs and Sidney Bloom.

Topics will be announced at the convention, but emphasis will undoubtedly be on such grass-roots operating subjects as promotion, inventory control, commissions, equipment maintenance, bookkeeping, servicing and other route problems.

James Kynes, first assistant to the governor of Florida, will speak on taxation and discuss the uniform Florida tax for all vending machines.

Other key speakers include Roger Folz, president, delivering

the welcome address; Rolfe Lobell, convention chairman, giving the convention's keynote speech; counsels Milton T. Raynor and Donald Mitchell, giving talks, respectively, titled "Pathway to Success" and "Golem in Our Midst."

The association will also hold its annual election of officers Saturday (17), followed by committee reports by Harry Bell, treasury; Harold Folz, ways and means; Richard Rollins, membership.

All local associations will also deliver individual reports Saturday morning. At least one group, the North Carolina association, is planning to attend the NVA conclave as a group.

NVA will award a prize of free hotel accommodations for the operator and distributor bringing in the most new members during the past year. Announcement of winners will be made at the conclave. (Continued on page 38)



**RICHARD ROLLINS**  
Membership



**DONALD MITCHELL**  
Legal Counsel

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## IMPORTANT MEMO

**AD DEADLINE FOR N.V.A. POST-CONVENTION ISSUE**

*Dated: March 24*

Distributed: Monday, March 19  
(Ad Deadline: March 14)

**REACH OPERATORS IN THIS EDITORIAL PACKED ISSUE, which will contain a comprehensive wrap-up of N.V.A. convention activities as seen by Billboard's Aaron Sternfield.**

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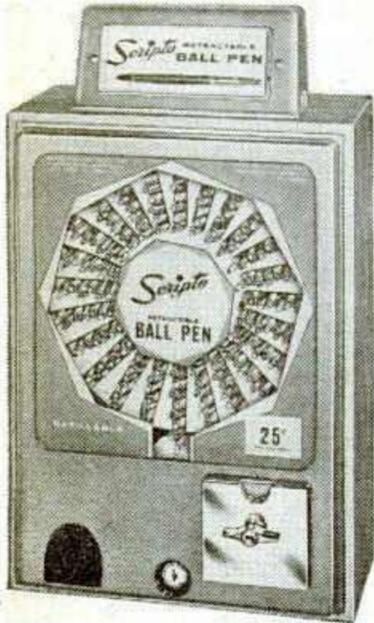
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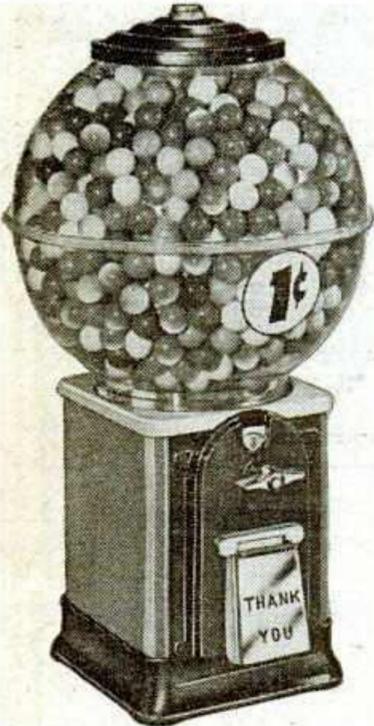
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**PAUL CRISMAN AND TOM KING, of King & Company, Chicago, are all smiles. They've just won the Northwestern Corporation's award for being the company's No. 1 distributor for the year. Paul holds a gold-plated vender and Tom displays plaque commemorating the event. Presentation was made at Northwestern's distributor meeting recently.**

**NVA Convention Opens in Miami**

• Continued from page 37

ners will be made at Saturday's business session.

**Social Activities**

A number of social activities are also planned. The association is sponsoring a barbecued chicken and rib dinner at poolside Thursday night, a night club dinner in the Casanova Room Friday night and the big wind-up for the convention, a Hawaiian luau, in the pool patio Saturday night.

For the ladies, the association is sponsoring an inland cruise through Biscayne Bay Friday morning. Sue Folz is chairman of the adies' committee, and Loretta Cook is keeper of the tickets.

Eppy-Guggenheim Corporation is sponsoring an invitational Peppermint Twist cocktail party and dance Thursday night.

**Local Groups Attending**

Among local groups expected to attend the convention are those from Canada, Florida, New York,

Ohio, North Carolina, South Carolina and Tennessee.

A wide range of exhibits covering everything from bulk vending machines, general vending equipment, supplies and fill to kiddie rides will be featured on the exhibit floor.

At press time, the total of exhibitors was pegged at 26, some five less than last year's show. Association officials feel that the Miami Beach location is the reason, noting that Chicago always draws better than a distant point like Florida.

**TEXAS OPERATORS**

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**25¢ CAPSULE VENDOR**

**Capsule Vendor**  
The 25c Vendor, that has the whole trade talking. This machine can pay for itself on one loading. This Capsule Vendor vends lighters and a select assortment of jewelry items being shown by Oak factory authorized dealers. Innumerable items in standard capsules will make the 25c Vendor a great profit producer for you.



All Oak machines are equipped with 1¢, 5¢, 10¢ and 25¢ coin mechanisms, or combination 1¢-5¢ coin mechanisms and optional slip handle.

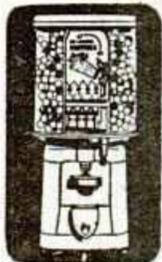
This new and improved 5c vendor has an exclusive mechanism that makes this machine a bulk vendor . . . vending 6 cards in bulk at one time. Eliminates wrapping or handling. Gross receipts on each fill is \$36.65. Made of drawn steel in a one-piece case, the machine measures 25" high by 14" wide and 7" deep. Machine lists at \$42.50 F.O.B. Factory. Brackets and flange for attaching machine to stands are available for \$4.

**HOBBY CARD**



**BIG LEAGUE**

**Ball Gum Vendor**  
The bases are loaded with profits for the smart operators who install Oak's Big League on key locations. The machine provides a fun filled game while it vends ball gum. Adaptable to any seasonal game and also to present Oak equipment.



**25¢ OR 50¢  
SANITARY  
VENDOR**

The machine that will bring in extra profits for smart operators is this new Oak vendor. The machine holds 144 flat pack products. The Oak slip clutch handle is standard equipment on each machine. Measuring 26½" high, 6" wide and 4" deep, this machine will refuse coins when empty and is equipped with an Ace lock and a lock protector. Available with a 25¢ or 50¢ coin mechanism. Wall hinge (pat. pend.) simplifies servicing.



**Ball Gum and  
Picture Card  
Vendor**

This is the only machine in the world that operates for 2c and as such is a proven profit producer—\$16 gross on every fill. As an added feature, each machine is water-proofed to protect both gum and cards. Perfectly legal in every city in the U.S., the "Premiere" holds 800 cards and 1000 ball gum.

**"PREMIER"**



**All Purpose  
Vendor**  
The all-time favorite of the vending business. Vends all 2c and 5c bulk merchandise. Guaranteed mechanically perfect—the one machine with virtually no depreciation. Today's Acorn looks the same as the original.



**"GOLD MINE"**

**Tab Gum Selector**  
Vends all popular tab gum. The "Gold Mine" is guaranteed mechanically perfect and is shipped complete, ready to operate. Conversion Head fits your present standard Acorn Vendor!



**OAK "400"**

Holds 400 capsules, for larger profits on each filling, without crushing capsules or jamming because of half capsules. Guaranteed mechanically perfect. Conversion Head fits your present standard Acorn Vendor. Vends any denomination from 5c to 25c.



time payments available on OAK Machines through all distributors

**Buy OAK for your PROFIT LINE!**

**AMERICAN NUT**  
1061 Tremont St.  
Boston 20, Mass.

**BUYMORE SALES**  
16 W. Atlantic Ave.  
Baldwin, L.I., N.Y.

**H. B. HUTCHINSON CO.**  
1784 N. Decatur Rd., N.E.  
Atlanta 7, Georgia

**OAK SALES COMPANY**  
2033 Fifth Avenue  
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**RAKE COIN MACHINE EXCH.**  
609 Spring Garden Street  
Philadelphia, Pennsylvania

**SOUTHERN ACORN SALES**  
526-30 Bruns Avenue  
Charlotte 8, N.C.

**BIRMINGHAM VENDING**  
540 2nd Ave., North  
Birmingham 4, Ala.

**CONFECTION DISTRIBUTING CO.**  
398 South Champion Ave.  
Columbus 5, Ohio

**JACK SCHOENBACH**  
715 Lincoln Place  
Brooklyn, New York

**OAK SALES OF FLORIDA**  
1121-71st Street  
Miami Beach, Florida

**SAMUEL J. PHILLIPS CO.**  
4372 Lindell Blvd.  
St. Louis 8, Missouri

**STANDARD SPECIALTY CO.**  
1028 44th Avenue  
Oakland, California

**CHICAGO DISTRIBUTOR**  
To Be Announced

**JACKSON VENDING  
MACHINE SUPPLY**  
200 Myers Road  
Grand Prairie, Texas

**OPERATORS VENDING**  
1023 South Grand Ave.  
Los Angeles 15, Calif.

**SIEGEL DISTR. CO. LTD.**  
637 Yonge Street  
Toronto, Ontario, Canada



**oak MANUFACTURING CO., INC.**, 11411 Knightsbridge Ave., Culver City, Calif.

**FOR SALE**

500 Dual Vending Machines, 1¢ Gum & Charms, good condition. Will sell in quantities of 100 or more—\$1.50 ea.

**Advance Vending Corp.**

3927 N. Nora Ave. Chicago 34, Ill.  
Phone: MU 5-2291

**NEW YORK OPERATORS**

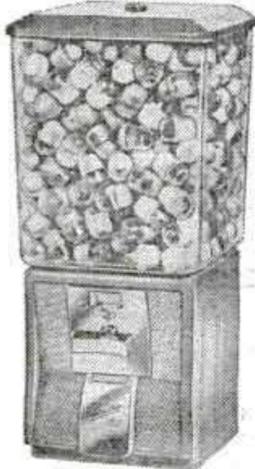
Come to the N.V.A. Convention—Booths 26 & 27—and see the newest

**EPHY-GUGGENHEIM**

Charms, Gimmicks, Rings, Capsules. Northwestern Sales & Service Co. 446 West 36th St., New York, N. Y.

**Northwestern SUPER 60**

- NO BREAKING
- NO CRUSHING
- NO MISSING



Try one... Learn why other operators find the SUPER 60 their favorite capsule venter.

Getting the Northwestern? It's a newsy magazine. Ask to get on our mailing list. It's free!

WIRE, WRITE OR PHONE.

**Northwestern CORPORATION**

2323 E. Armstrong St. Morris, Ill.  
Phone: Whitney 2-1300

**New Vending Machines**

Oak's 1¢ or 5¢ Bulk	\$15.95
Oak's 25¢ Sanitary Vendor	29.50
Oak's 50¢ Sanitary Vendor	31.50
Oak's Gold Mine 1¢ Tab Gum	22.50
Oak's Little Leaguer	18.95
Shipman Triplex Stamp	49.50
Abby 2-Col. Stamp	24.50

**BULK MERCHANDISE**

	Pack Lbs.	Per Lb.
Cashews, 450 ct., whole	30	.42
Mixed Nuts	30	.53
Spanish Peanuts	30	.31
Virginia Splits Peanuts	30	.35
Rainbow Peanuts (Candy)	30	.28
Boston Baked Beans	30	.28
Licorice Lozenges	30	.28
Confection Mix	30	.28
Jumbo Pistachios, Red	30	.49
Medium Pistachios, Red	30	.40
Small Pistachios, Red	30	.53
Leaflets (M&M Style Candy)	25	.37
Teeny Jelly Beans	33	.27
Candy Corn	30	.25
Hershey's Kisses	30	.47
Chicle Base Cub Chicks 520	30	.42
Chicle Base Cub Chicks 320	30	.42
Rainblo Tabby-Lets 520	30	.32
Sugar Peps (Bulk Candy)	24	.40
Maltettes (Ball Style, 100 Ct.)	15	.35

	Pack Lbs.	Per Lb.
140-170-210 Rainblo Gum	25	.32
Rainblo 100's Centuries, Ass'd.		
Colors—Grape, Cherry	18	.34
Rainblo Screwballs, 100's	18	.35
Rainblo 4¢ Chicle 140	25	.41
Cherry 210 Count	25	.42
(ORDERS: 300 lbs. or more shipped prepaid from factory only. Full cash with order, no C.O.D.'s.)		
Adams, Wrigleys, Beech-Nut Brands, 1¢, 100's. Per Box	47	

	Pack Lbs.	Per Lb.
Single Floor Stand	5.50	
Dbl. Cross Bars for Above	2.00	
Triple Cross Bars for Above	2.25	
4 Place Racks With Wheels	10.50	
6 Place Rack With Wheels	12.50	
3 Place Rack With Wheels	8.95	
1¢ Coin Counting Scale	23.50	
1¢-5¢ Coin Counting Scale	23.50	
Stamp Folders, Per 10,000	6.00	
Asstd. Trading Cards	3.25	
Ball Point Pens, Gr.	5.50	

**RECONDITIONED & REFINISHED VENDORS**

N.W. Model 49, 1¢ or 5¢ Bulk	\$13.50
N.W. Model 49, 1¢ Ball Gum	13.50
Silver King, 1¢ or 5¢ Bulk	8.50
Columbia Model ZM 5¢ Bk	8.50
N.W. 5-Col. 5¢ Pkg. Gum	21.50
Columbia Model M 1¢ Bulk	7.50
Mills 6-Col. 1¢ Gum	14.50
Columbia Mod. A 1¢ Peanut	4.95
Atlas 1¢ or 5¢ Ball Gum	13.95
Victor Baby Grands, 5¢ Cap.	5.00
3-Col. 5¢ Trading Cards	22.50
Stands for Above, Ea.	5.00
Acorns, 1¢ or 5¢ Bulk	11.00
Silver King 5¢ Hot Nut	13.50
Ajax 5¢-10¢ 3-Col. Bulk	39.50
Premier 1¢ Card Vendors	14.50
2-Col. 5¢-10¢ Stamp (Folder)	15.00
Master 1¢-5¢ Bulk Vendor	10.00
Master 1¢ Bulk Vendor	7.50
Model V 1¢ Ball Gum	8.50
N.W. Super 60's, like new	14.95
N.W. 10-Col. Tab	21.50

SEND FOR NEW CATALOG. 1/3 DEPOSIT ON ALL ORDERS. BALANCE C.O.D. SEND PAYMENT IN FULL ON ALL ORDERS UNDER \$20.00.

**Rake Coin Machine Exchange**

609-A Spring Garden St., Philadelphia 23, Pa. WAlnut 5-2676

**BALTIMORE & WASHINGTON OPERATORS**

Come to the N.V.A. Convention—Booths 26 & 27—and see the newest EPHY-GUGGENHEIM Charms, Gimmicks, Rings, Capsules. PARKWAY MACHINE CORP. 715 Ensor Street, Baltimore 2, Md.

**NVA Convention Program**

Deauville Hotel, Miami Beach, Fla., March 14-18

Wednesday, March 14

2:00- 5:00 p.m.—Registration, upper convention lobby  
8:30 p.m.—Board of directors meeting, Normandy Room, mezzanine floor

Thursday, March 15

10:00 a.m.- 5:00 p.m.—Registration, upper convention lobby  
12:30 p.m.- 5:00 p.m.—Exhibits open, Napoleon Room, Section I  
7:00 p.m.—Barbecued chicken and rib dinner, pool patio  
9:00 p.m.—Peppermint Twist Cocktail Party and Dance sponsored by Ephy-Guggenheim Corporation (by invitation only).

Friday, March 16

9:00 a.m.—Registration—Upper convention lobby  
9:30 a.m.—Breakfast, Richelieu Room (followed by NVA business session)  
10:30 a.m.—Welcome address by Roger Folz, president  
10:40 a.m.—Convention foreword by Rolfe Lobell, convention chairman  
10:50 a.m.—Panel discussion: Aaron Sternfield, chairman; George Ephy, Harold Folz, Rolfe Lobell, Leonard Quinn, Arthur Bianco, Paul Guines, Richard Gibbs and Sidney Bloom  
11:40 a.m.—Pathway to Success—Milton T. Raynor, counsel  
12:30 p.m.—Nominating committee meeting, Richelieu Room  
1:30 p.m.- 6:00 p.m.—Exhibits open  
7:30 p.m.—Night club dinner, Casanova Room  
10:15 p.m.—Hospitality rooms open

Saturday, March 17

9:00 a.m.—Registration  
9:30 a.m.—Breakfast, Richelieu Room  
10:30 a.m.—Business meeting, Richelieu Room  
Officer and committee reports:  
Treasurers report—Harry Bell  
Way and means report—Harold Folz  
Membership report—Richard Rollins  
Individual local associations' report:  
Canada, Florida, New York, Ohio, North Carolina, South Carolina and Tennessee  
11:10 a.m.—Uniform Florida Tax For All Vending Machines—James Kynes, first assistant to the governor of Florida  
11:40 a.m.—Membership contest awards  
11:50 a.m.—Golem In Our Midst—Donald Mitchell, NVA counsel  
12:00 p.m.—Election of officers  
12:15 p.m.—New and old business  
1:30- 6:00 p.m.—Exhibits open  
7:30 p.m.—Hawaiian Luau, pool patio

Sunday, March 18

10:00 a.m.-12:00 p.m.—Exhibits open

Ladies Special

Inland cruise through Biscayne Bay, Friday, March 16, 10 a.m. Assemble in NVA headquarters 9:45 a.m. Sue Folz, ladies program chairman; Loretta Cook, tickets

**Eppy Charm Has Space**

MIAMI BEACH, Fla. — Ephy-Guggenheim, Inc., is displaying a wide assortment of new charms at the NVA show this week. Included in the line-up are two flicker rings—Astronaut and Twist and a stone-set item which may be used as a ring, clasp or clip. The firm also will bow a series of metal rings with Tiffany settings.

They will come in three types and 50 styles.

A jewelry series of 40 items will be shown for 10-cent capsule vending, and a Cable Car (complete with rope and capable of movement) will be shown for either bulk or capsule vending.

Other Ephy-Guggenheim items to be shown for the first time include a Jeweled Pendant Heart, a Jeweled Crown (which may be used as a charm or pencil top) a Checker Set and the Horribles Series (soft plastic reptiles which are designed for 10-cent capsule vending).



DO THE TWIST... the FLICKER ACTION Way

**TWIST RINGS**

for heated action. Only \$12.50 per M for 5 M or more.

SURE LOCK, the perfect capsule. Patent No. 2762411. Outstanding items. Send \$2.50 and receive 100 quality filled capsules. Contains our complete line.

FREE illustrated Sheets on all Feature Charms, Rings and Bulk Charms.



**The PENNY KING Company**

2534 Mission Street, Pittsburgh 3, Pa.

World's Largest Selection of Miniature Charms



Penny-Nickel ATLAS MASTER Venders

**AMCO SANITARY VENDOR**

The Finest for Vending Flat Pack Products

10c, 25c and 50c Operation

Vends flat packs up to 1/4" x 2" x 1/4". Advance coin detector with automatic coin return when machine is empty. Separate coin box.

For Details and Prices Write, Wire, Phone Today.

**J. SCHOENBACH**

Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines, Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.

715 Lincoln Place, BROOKLYN 16, N. Y. PResident 2-2900

**MANDELL GUARANTEED USED MACHINES**

N.W. Model 49, 1¢ or 5¢	\$14.50
N.W. Deluxe 1¢ or 5¢ Comb.	12.00
N.W. 10-Col. 1¢ Tab Gum Machine	18.00
N.W. Model 23, 1¢ Porc. Com.	14.00
verted for 100 ct. B.G.	6.50
Silver King 1¢ B.G. or Mdse.	8.50
ABT Guns	30.00
Mills 1¢ Tab Gum	12.00
Model 23 Peanut, 1¢	6.50

**MERCHANDISE & SUPPLIES**

Pistachio Nuts, Jumbo Queen, Red	.44
Pistachio Nuts, Jumbo Queen, White	.57
Pistachio Nuts, Large Tulip	.62
Pistachio Nuts, Vendor's Mix	.55
Pistachio Nuts, Sheik, Red	.50
Cashew, Whole	.65
Cashew, Bults	.45
Peanuts, Jumbo	.60
Spanish	.35
Mixed Nuts	.57
Baby Chicks	.32
Rainbow Peanuts	.32
Bridge Mix	.32
Boston Baked Beans	.32
Jelly Beans	.28
Licorice Gems	.28
M & M, 500 ct.	.47
Hershey's	.47
Rain-Blo Gum, 72 ct.	.32
Maltette, 100 ct. per 100	.35
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.	.32
Rain-Blo Ball Gum, 100 ct.	.34
300 lb. minimum prepaid on all Rain-Blo Ball Gum.	
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	

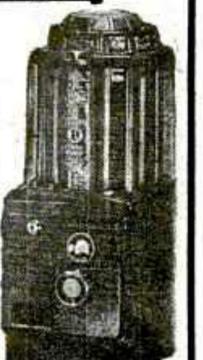
Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the Operator. One-Third Deposit, Balance C.O.D.

**THERE ARE BIG PROFITS IN GUM**

**GET YOUR SHARE WITH Northwestern**

**TAB**

You'll hit the jackpot with this selective tab vender. Ten columns for wide selection and bigger capacity have doubled and even tripled sales. "Quick Change" merchandise drum cuts servicing time in half.



STAMP FOLDERS, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

**NORTHWESTERN SALES AND SERVICE CO.**

MOE MANDELL  
446 W. 36th St., New York 18, N. Y.  
LOngacre 4-6467

when answering ads...

Say You Saw It in Billboard Music Week

Standard of quality the world over



**BALL GUM**

Contact your distributor for immediate shipment.

MANUFACTURED EXCLUSIVELY BY

**LEAF BRANDS, INC.**

1155 N. CICERO AVE. CHICAGO 51, ILL.

See the New Leaf Line—At the NVA, Deauville Hotel, Miami Beach, Fla., March 15-18

"The Company that **REALLY**  
goes after more business  
**CAN** get more  
business today!"



CONSISTENT ADVERTISING IN  
BILLBOARD MUSIC WEEK'S  
BUYERS & SELLERS

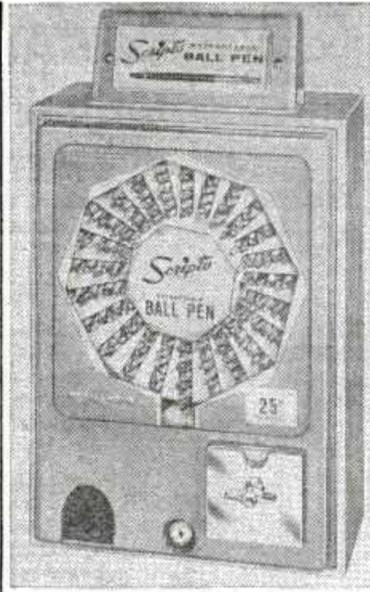
## CLASSIFIED MART

... is a proven, economical  
way to arouse prospects'  
interest ... make sales  
and increase profits!!!

Check the Classified Section in this  
issue ... see what others are doing  
... see what you should be doing  
to meet and beat the competition.

Another Industry Service from  
**BILLBOARD  
MUSIC WEEK**

The International Communications Center  
of the Music Industry



VICTOR VENDER

### Scripto Aims Pen At Victor Vender

CHICAGO—Scripto Pen Corporation will produce a ball point pen specifically designed for Victor Vending Corporation's Pen Vendorama.

The pens will be available through Victor distributors. Cartridges, as well as the pens, will carry the familiar Scripto trademarks. The Scripto name will also be carried on the Pen Vendorama.

The pen will be manufactured to Victor's specifications following a recent deal between the two firms.

### Space Theme For Plastic Process Items

MIAMI BEACH, Fla. — Plastic Processes features a Space Series with an astronaut motif at the NVA show here, with the flicker rings showing a space-helmeted figure, combined with a rocket at the launch pad, a nose cone descending by parachute, and a capsule in flight.

Large Weirdies, a series of soft plastic snakes, lizards, bugs and other assorted varmints will also be shown for the first time by Plastic Processes.

The firm will also bow a Rocket ball series, featuring puzzles, sun dials and sayings on cards.

Bill Falk and Paul Goldstein, partners, will be on hand at the show.

### New Wisc. Tax Hits On Smokes, Drinks

MADISON, Wis. — Bulk vending operators will not be affected by the new 3 per cent Wisconsin selective sales tax, according to Richard W. Funk, legislative counsel of the National Automatic Merchandising Association.

Funk added that the only items sold through vending machines to be affected by the tax will be hot and cold drinks and cigarettes.

Wisconsin law also provides that vending operators apply for a single seller's permit, at an annual fee of \$2. Only one permit is required, regardless of the number of machines the operator has on his route.

**SOUTHERN OPERATORS**  
Come to the N.V.A. Convention—  
Booths 26 & 27—and see the newest  
**EPPEY-GUGGENHEIM**  
Charms, Gimmicks, Rings, Capsules,  
H. B. HUTCHINSON, JR.  
1784 N. Decatur Rd., N. E.  
Atlanta 7, Georgia

## NVA Exhibitors

Check (✓) them off as you go

- Atlas Manufacturing, Cleveland
- Billboard Music Week, Chicago-New York
- Blind Sponsored Enterprises, Green Bay, Wis.
- Buymore Vending Corporation, Baldwin, N. Y.
- Cramer Gum Company, Boston
- CSCO Charm Company, Cleveland
- Arthur DuGrenier, Haverhill, Mass.
- Eppy-Guggenheim, Inc., Jamaica, L. I., N. Y.
- Albert Fischer Company, South Gate, Ky.
- Gold Medal Products, Cincinnati
- Goliath Specialty, Inc., Flushing, L. I., N. Y.
- Green Duck, Chicago
- Leaf Brands, Chicago
- Nail Tone, Inc., Miami
- Northwestern, Inc., Morris, Ill.
- Oak Manufacturing Corporation, Culver City, Calif.
- Penny King, Pittsburgh
- Pharmaceutical Vending Corporation, N. Y.
- Plastic Processes, N. Y.
- Paul A. Price, N. Y.
- Ringmaster Charms, Brillion, Wis.
- Victor Vending Corporation, Chicago

## Foot Massage Machine Adds Mileage for Cig Op

OKLAHOMA CITY — The same sort of diversification which has found many phonograph operators going into cigaret vending will pay bulk operators as well, according to W. C. Davis, bulk route operator here.

A full-time accountant at the big Tinker Air Force Base near Oklahoma City, Davis is likewise an active bulk route operator. In mid-1961, he had locations in every section of the city, and was averaging anywhere from \$2 to \$5 per day in servicing.

When sales volume began to fall off somewhat, Davis began diversifying with a highly unusual sideline—the addition of foot-massage machines in all of his locations where there is a preponderance of adult traffic.

Currently, operator Davis has installed 30 foot-massage units,

all nickel-operated types, in conjunction with his vending machines, and uses small signs, attached to the peanut, charm, ball gum and capsule machines in each spot, to promote the massage units. Typical signs ask, "Feet hurt—try an automatic massage!" Others indicate "Feel like a new man—enjoy a 5-cent foot massage!"

These unusual machines have shown a much higher return than anticipated for the first three months, and give every sign of continuing to do so, according to Davis. How much of this is sheer curiosity appeal he doesn't know, but he thinks it is significant that wherever a machine has broken down temporarily, that there are always complaints from customers showing that at least some

(Continued on page 47)

## Flash & Heart Rings, Topical Items In Price Exhibit at NVA Convention

MIAMI BEACH, Fla.—The Paul A. Price Company is exhibiting a new charm line at the National Vendors Association convention at the Deauville Hotel here.

Included in the line-up is a Flash Ring which comes in either a faceted center, or with a rhinestone, and a Heart Ring, which has a diamond-like faceted center.

The firm also is showing a metal ring series for 10-cent capsule vending, and a ring plug, which fits inside the ring for Rocket vending.

#### Other Items

Other new Price items include a J.F.K. Rocking Chair, Soda Pop Bottle, Champagne Bottles (complete with labels), Italian good luck charms with a hand and horns motif.

Assisting Price at the booth will be Jim Powers.

Price said that his firm's sales contest, with a new Ford station wagon as grand prize, will get under way at the convention. Certificates, based on the purchase

price of Price charms, will be given to operators and distributors throughout the year, with the drawing to be made at the 1963 NVA convention in Chicago.

**NEW SPACE RINGS**

FLICKER PICTURES  
5 BRILLIANT  
COLORS!  
See our NEW  
Items ... GO—  
GO—GO  
with us to the  
MIAMI SHOW!

GLENN AND US HAVE TAKEN OFF!  
PLASTIC PROCESSES, INC.  
83 Hanse Avenue Freeport, N. Y.

# Converted Laundry Van Ideal for Route Service

OKLAHOMA CITY — There are a lot of arguments in favor of the laundry-truck type of route vehicle, according to William Miller, bulk-route operator here.

Miller, who headquarters in suburban Lawton, has run the gamut of pickup trucks, small delivery units and station wagons. Recently, when a large Oklahoma City laundry disposed of a fleet of dry-cleaning and laundry trucks, Miller took a chance and invested a modest \$650 in a small unit, with a six-foot interior ceiling, rear doors, and step-up entryway on either side.

In six months, Miller has become so thoroughly sold on this type of equipment that he plans purchase of a new unit, with custom-built cabinets throughout for parts, full-size machines, tools and repair necessities.

"The truck's biggest asset is the

fact that I can step in and out of it with a two or three-head machine without crowding," Miller said. "Often, I have moved triple-head machines in and out of the truck as easily as I could handle a single-head machine from a station wagon or a panel delivery. There's plenty of room for machines to stand upright inside, and the ribs along the inner walls provide a convenient means of tying the machine down with ropes in either direction, so that it won't tip over, even if I have to make a sudden stop."

The same ribs which the Oklahoma operator uses as stanchions are just as useful as small-item compartments, by inserting a flat sheet of plywood, extending from the bottom of each rib to the truck wall. Using a drill, and small screws, Miller converted the ribbed wall area on either side of the truck into 46 small compartments for less than \$10.

An overhead domed light, an old rubber mat on the floor, and heavy locks on all doors are more features which Miller likes about his laundry truck.

# Canteen Names John C. Mundell



JOHN C. MUNDELL

CHICAGO — Automatic Canteen Company of America directors last week elected John C. Mundell assistant treasurer.

For the past nine years Mundell has been tax manager in the firm's financial department. Prior to that he held a similar post with General Electric Company, New York.

Mundell resides with his wife and four children in suburban Arlington Heights.

# Bulk Banter

## CLEVELAND CLOSE UP

The Ohio Vendors Association will hold its first quarterly meeting during the NVA convention in Miami Beach, reports Herman Eisenberg, president of OVA. The time and location will be determined and announced during the convention. The meeting will be open to all Ohio-based bulk vending operators and bulk vending operators doing business in the State of Ohio.

Herman Eisenberg, Confection Sales, is busily readying a new line of charms which he will introduce at the NVA convention. The five

new charms are: (1) Flicker Ring—flicks of 11 different characters and scenes; (2) Lucky Penny Ring—with a "gold" penny inset; (3) State Seals—an educational collection of 50 different State seals set in plaques with names of States and State emblems inscribed; (4) "Wanted" Posters—miniature facsimiles of "Wanted" posters of notorious Western "badmen," such as Billy the Kid, Jesse James, etc.; and (5) Good Luck Charm—a four-leaf clover in a coin of gold with "good luck" engraving. The new line, attractive and well tooled, will be reasonably priced.

Son Brian, a junior at Ohio State University, was planning to attend the convention also, but discovered exams were going to be held the week following the convention and thought he'd better stay in Columbus and bone up on his studies.

Mr. and Mrs. John Hay, Cuyahoga Vendors, will be combining business with pleasure when they journey to Miami Beach for the convention. Hay is still expanding his new route and expects to go into full-time bulk vending by summer. In the meantime, Mrs.

*(Continued on page 47)*

## Texas Ops Ask Tax Exemption Under 25c

AUSTIN, Tex. — Several Texas operating companies, co-operating with the Texas Vendors Association, have filed a suit asking that sales below the minimum bracket amount of 25 cents be ruled nontaxable under the sales tax law, according to the National Automatic Merchandising Association Legislative Report.

The operators maintain that it was the intent of the Legislature to exempt these smaller sales from the tax at the time the bracket system was written into law.

The Texas Legislature, which wound up its special session last month, voted to conduct a study of possible amendments to the sales tax law.

**PENNSYLVANIA OPERATORS**  
Come to the N.V.A. Convention—Booths 26 & 27—and see the newest **EPHY-GUGGENHEIM** Charms, Gimmicks, Rings, Capsules.  
**RAKE COIN MACHINE EXCHANGE**  
609 Spring Garden St.  
Philadelphia, Pa.

**LARGE SCARE EMS**

THE HOTTEST AND MOST SENSATIONAL NEW VENDING ITEMS... SWEEPING THE COUNTRY!

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See Us at the N. V. A. THE BEST CAPSULES, RINGS AND GIMMICKS!

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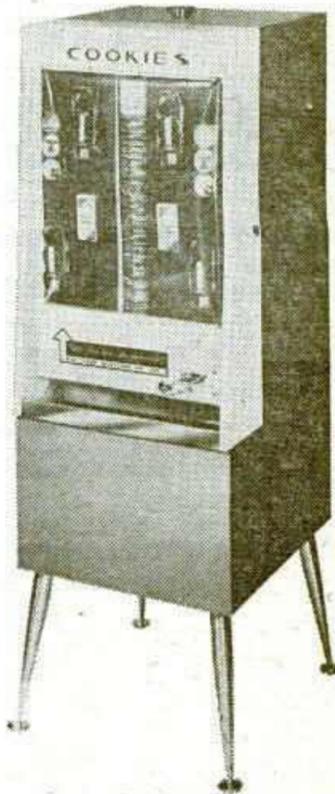
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# 'Charm' Scores With Chi Ops

By NICK BIRO

CHICAGO—It's no surprise to anyone, but Elvis Presley's new "Good Luck Charm" is the city's No. 1 record as far as juke box operators here are concerned. Both Music Box and Singer report that it is leading in sales after being out less than a week, and signs of a let-up are a long way off.

Although "Good Luck Charm" appears to be the big side, operators may have a two-sided hit going for them, as the flip, "Anything That's Part of You," is almost as strong in retail sales.

## Blue Sky Sets Denver Theme

DENVER—Sunny skies and warmer temperatures brought record play up by more than 25 per cent for Denver operators last week, following a month of snowfalls and dismal cold. One operator reported that a cocktail lounge location did five times the business from March 1 to 7 than it had the last week in February.

Old favorites continue to show increases in almost every location, encouraging Denver operators to program as much as 40 per cent of the music menu in nostalgic old-time favorites. Typical is "Deep Purple."

Leading the sales parade at Denver one-stops are "Johnny Angel" by Shelly Sabares, "Young World" by Ricky Nelson, "Duke of Earl" by Gene Chandler, "Slow Twist" by Chubby Checker, and "Love Letters" by Kitty Lester.

## Twin Cities Feel Winter's Blast As Coin Collections Take Drop

By DON LYONS

MINNEAPOLIS—Another late winter storm which dumped over six more inches of snow on the Twin Cities and vicinity kept many residents close to home and caused a general drop in collections, operators reported.

Loren Beaudoin of B & K Sales Company here, said that his collections have been down the past couple of weeks. He estimated his net as off about 20 per cent because of the bad weather.

Dan Heilicher of Advance Music Company here, also reported collections down because of the big snowfall which he said "has impaired business in all respects." He expects collections to pick up this

Another single that Music Box and Singer agree on is "Her Royal Majesty," by Jimmy Darren on Colpix. The record is not new (has been out some weeks and is drawing good air play) but is now going well at the operator level.

Operator business is about even with last week, perhaps slightly off from the same period last year. (Music Box reports business slightly up from last year but attributes it more to a change in policy on their own part than a pick-up in operator buying. The firm started merchandising disks specifically for the operator trade some months ago. A series of racks, for juke box operators only, has been set up in the store and Music Box has been actively promoting its operator business ever since.)

Operators, however, are less than

enthusiastic about takes. Some report gross takes of about \$2 to \$3 per machine per week (before commissions) during the past several weeks.

Weather appears to be the culprit. Operators point out that Chicago has had a rough winter and people are staying home. "The package business may be flourishing," noted one North side operator, "but the bar business is off and so is play on the juke box."

Nor does quality of records appear to be a factor as far as operators are concerned. As Ted Sipora, of Singer, pointed out, the operators have just so much money budgeted for records; usually it's a percentage of the gross.

When the gross goes down, the operators just have to cut back on  
*(Continued on page 50)*

## Youngsters Keep Beer City Receipts Above Snowdrifts

By BENN OLLMAN

MILWAUKEE—Beer City operators continue to battle the snowdrifts. This winter will go down as the toughest in many years. Record breaking snows all through February and into March have severely restricted route activities. Too many tavern and restaurant patrons have given up fighting the snow packed roads in favor of evenings at home with the six-packs and TV.

Shifting equipment from the workshop to the location is a major

operation these days because of the huge piles of snow.

Some bright spots appear, however. Sustained interest in Twist music continues to spark coin receipts, especially in spots catering to the young crowds. This week Joe Krenz, American Coin Machine Company, noted a number of additional requests for Twist numbers. As a result, he bought enough of the new Chubby Checker item, "La Paloma Twist," b-w "Slow Twist" to cover his routes. His juke boxes, says Krenz, now average at least a half dozen Twist numbers per location.

### Top Earners

Also high on Krenz's shopping list this week were "Chapel by the  
*(Continued on page 50)*

## Added Scoring Holes Featured In Bally Game



SHOOT-A-LINE

CHICAGO—A new style playfield with three added scoring holes is featured in Bally's new Shoot-a-Line six-card pinball game with light-a-line scoring.

In explaining the game, Bill O'Donnell, Bally's general sales manager, pointed out that each of the six cards has the traditional pattern of 25 numbers. Scoring  
*(Continued on page 50)*

## CAPITOL VOICES FAITH IN 33 SINGLES PROGRAMS

NEW YORK—Capitol Records this week reaffirmed its position with regard to the 33 stereo single in a letter to Billboard Music Week. The letter, signed by Paul Russell, pop merchandising manager of the Capitol Records Distributing Corporation, Hollywood, said in part:

"It was with great interest that I read your editorial on the shortage of stereo 33 singles (BMW, March 3). I was especially interested because I expected to see our name prominent in the article. Unfortunately, I saw only one fleeting reference to Capitol, and that was that we make stereo records on request.

"This is to inform you that Seeburg not only works for Columbia, but works with Capitol as well.

"I would appreciate it if the next time you write on the shortage of stereo singles, you would be so kind as to mention Capitol's program in this regard with Seeburg, and also as a matter of fact with AMI.

"Just one more thing, and that is that Capitol is every bit as eager as Seeburg to see the 33 single find its proper place in the record industry, and we are co-operating with them to the fullest possible extent in providing additional music for their location," the exec concluded.

# EUROPEAN NEWS BRIEFS

## UBA Streamlines Service

ANTWERP—Union Belge de l'Automatique, the Belgian coin machine trade organization, has had great success in re-vamping and streamlining its organization for increased service to individual trade segments. The UBA is now, in effect, subdivided into four more or less autonomous sections—phonographs, games, vending, and commercial. Each section looks exclusively after the interests of its specialized clients. The commercial section, an innovation, concentrates solely on import-export and other technical commercial matters. This compartmentation has reduced friction among the trade branches and has enabled the UBA to improve service to each of the branches.

## Danish Coinmen Wait and See

COPENHAGEN—Danish distributors and operators have developed a wait-and-see business attitude which has driven the trade here into the doldrums. The "wait-and-see" concerns Denmark's flirtation with the European Common Market. Most Danish trade leaders think it is more than a flirtation and that, in fact, eventual Danish entry to the trading supermarket is virtually assured. If Denmark enters the EEC, operators will be entitled to the reduced tariffs prevailing within the trading community. This should mean substantial reductions in the price of phonographs and other coin machine equipment obtained from Common Market sources, including West Germany.

## Royalty Decision Expected

MUNICH—A decision by the arbitration board hearing the juke box music royalty dispute is expected next month. The panel of jurists and experts, including two German federal court judges, has had the dispute under study for four months. West Germany's Central Association of Coin Machine Operators is opposing demands by GEMA, the German ASCAP organization, for a further hike in juke box royalty payments, regardless of trade conditions. Waiting in the wings, moreover, is the GVL, the performing artists organization, which intends demanding separate royalties for records cut by the artists. The court has maintained tight secrecy on its hearings, and there is no reliable forecast as to its findings and recommendations.

## Cinebox Gets Dutch Test

THE HAGUE—Cinebox, the Italian color sound film juke box, is being promoted in Holland on a "try-it, buy-it-as-you-try-it" program. The box is placed on locations for a brief trial period. The location then may arrange a longer trial under a collection-sharing arrangement with the distributor  
*(Continued on page 48)*

## 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 programming 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.

SLOW TWISTIN' AND LA PALOMA TWIST	CHUBBY CHECKER Parkway 835
HEY, LET'S TWIST AND ROLY POLY	JOEY DEE & THE STARLITERS Roulette 4408
PLEASE DON'T ASK ABOUT BARBARA AND I CAN'T SAY GOODBYE	BOBBY VEE Liberty 55419
YOUNG WORLD AND SUMMERTIME	RICK NELSON Imperial 5805
CAJUN QUEEN AND TO A SLEEPING BEAUTY	JIMMY DEAN Columbia 42282
GOOD LUCK CHARM AND ANYTHING THAT'S PART OF YOU	ELVIS PRESLEY RCA Victor 7992
I WON'T BE THERE AND GINNY IN THE MIRROR	DEL SHANNON Big Top 3098

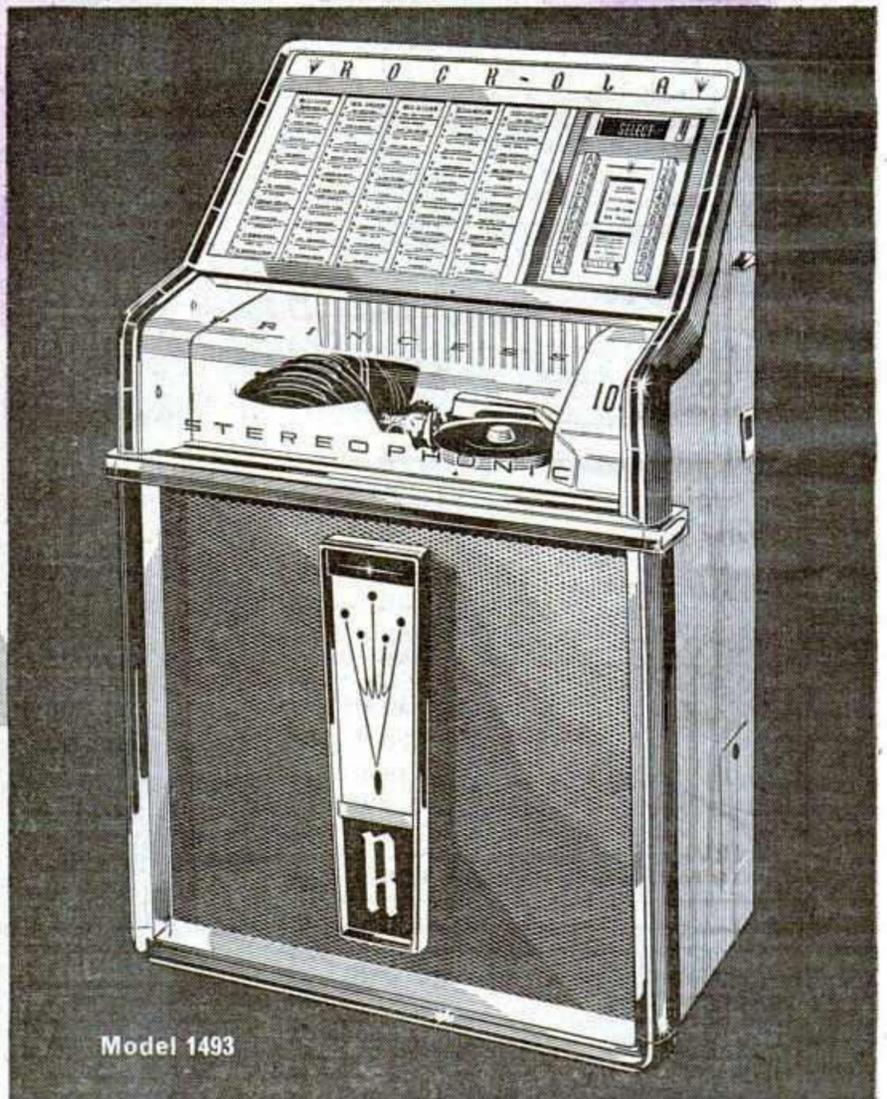


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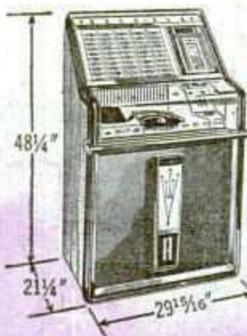


Model 1493

**The Princess**—Compact—Versatile—Daring High Styling coupled with the World Famous ROCK-OLA Tradition of excellence in engineering, unexcelled dependability and quality convinces you at a glance that here is truly the World's Finest All Purpose Stereophonic—Monaural Compact Console Phonograph.

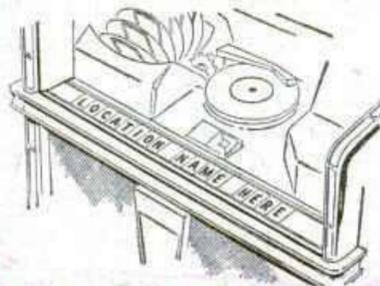
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Maximum earnings and complete location satisfaction are assured.



**NEW COMPACT DESIGN.** A totally new concept in "compact design," measures only 48 1/4" high and 29 5/16" wide and 21 1/4" deep. The Princess has an uncluttered, crisp appearance in any location.

**COMPACT MECHANISM.** Now for the first time in the history of Coin-Operated phonographs, Rock-Ola has produced an entirely new Compact Revolving Record Magazine designed specifically for use in a small phonograph. The NEW Rock-Ola compact mechanism has fewer moving parts for faster cycling and maximum ease of servicing, while preserving the traditional Rock-Ola Revolving mechanism design and operating dependability.



**PERSONALIZED LOCATION PANEL.** Now you can personalize the Princess Phonograph for each location, by quickly and easily snapping into place the Title bar letters provided. A full set of snap-in letters provides you with full Location, Personalization Flexibility.

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# Key Brothers' Move to 10-Cent Play Cuts Volume But Ups Profits 10%

DENVER—Sam and Dan Keys, partners in the Apollo Music Company here, have just completed converting their 150-machine pinball route to dime play. The project took five months.

Currently, play is off as compared with the 5-cent operation, but profits have increased by more than 10 per cent. And the Keys brothers feel that the net will be boosted by at least 25 per cent by summer.

After a few test conversions on selected stops, Dan Keys, the outside man in the operation, discovered that the customers were willing to go for the increase, but that the location owners were afraid that the higher price would hurt play and cut into their commissions.

### Ease Transition

He felt that providing new machines and refinishing existing equipment would ease the transition.

Apollo reconditioned every machine on location, with coin chutes converted to 10 cents by Jack Hackett, service manager. At the same time, every amusement machine underwent a complete appearance renovation, including sanding down, refinishing, replacement of scratched glass, a thorough electronic check, replacement of bumpers, lights and new metal trim.

Then, when replaced on location with the 10-cent chute, patrons could see, at a glance, that a lot of work and thought had gone into the change, and they were less likely to be aggravated.

### Simple Expedient

In marginal locations, where lower-income customers are habitual amusement players, the Keys brothers used a simple expedient. They installed a brand-new machine, along with the rejuvenated one, or as a second option, brought in one new

machine, and a rejuvenated one which had been in operation somewhere else.

By thus presenting what appeared to be a new line-up of machines, the Denver operators were able to please everybody concerned—with the result that even people who continually gripe about increases in cost of living were appeased.

### Machine Switches

Very few of the amusement machines gone over in the shop went back to the same location, and where they were teamed up with new ones, the reaction was always good. There was little or no complaint on the part of either location owners or players.

Now that the complete conversion is over, the Keys brothers have found results to be almost exactly what had been anticipated. Volume definitely dropped at almost every location, when 10-cent play replaced nickel play, but invariably, there was enough offset in the double intake per game to boost the return by 10 per cent.

At the same time, service call costs and work load have dropped sharply, simply because the machines are being played less.

### Changed on Location

Some of the amusement machines involved, primarily five-ball pin tables, were changed on location, particularly where the machine was relatively new and did not need to be disassembled, other than through the coin mechanism assembly.

However, bringing them in for a complete rejuvenation, and then mixing them up with the very units going back to the same location proved to be excellent insurance against few complaints.

The Keys brothers give much credit for the smooth conversion program to serviceman Jack Hackett, a real artist with spray gun, sander, decals, on the job.

# New Jersey Vending Guild Names Joe Lederman as Man of the Year

NEWARK, N. J.—Some 300 coinmen from New Jersey and neighboring States, together with their guests, gathered in the Elizabeth Room of the Hotel Essex House here Saturday (3) for the Silver Anniversary Banquet of the Vending Guild of New Jersey.

Until recently, the group had been known as the Music Guild of New Jersey, but, because of the diversification into vending by its members, its name was changed.

Named Vendor of the Year and awarded a plaque was Joe Lederman, Stratford Vending, Newark, while Humbert Betti Jr., of H. Betti and Sons, Newark, and Herman Halperin, Automatic Music Service, Elizabeth, were given plaques for 25 years of leadership to the industry. Dave Stern, president of AMS, was ill and unable to attend the event.

Also given plaques for 25 years of service to the industry were

Bruno Minero, G & M Vending, Paterson; Clio Rosazza, Twinbrook Vending, Franklin Lakes; Howard Berk, Marks Magic Music, Bayonne, and C. L. Harvey, Bayonne, N. J.

Dick Steinberg, VGNJ executive director, presented the plaques and acted as toastmaster. Steinberg himself received an award—a birthday cake presented to him and his wife, Betty. The event fell on his birthday.

Guests at the affair included John Burgess, vice-president of RCA Victor, together with RCA executives Sal Peruggi and John Trifero; Irving Kaye, game manufacturer; Barney Sugarman and Abe Green, Runyon Sales; Oscar Parkoff, Atlantic-New York.

VGNI officers are: Allan Waldor, president; Clio J. Rosazza, vice-president; Humbert Betti Jr., secretary, and Herman Halperin, treasurer.



AWARD WINNERS at the Vending Guild of New Jersey banquet are (top) Joe Lederman, Stratford Vending, for 25 years of leadership, (center) Humbert Betti Jr., for 25 years of service, and (bottom) Herman Halperin, for 25 years of service. Presenting the plaques is Dick Steinberg, executive director.

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## Little Rock's Directors Ask State Legislature to Review Pinball Law

LITTLE ROCK — Little Rock's Board of City Directors in a lengthy report last week asked the next Arkansas Legislature to re-evaluate State laws which regulate the licensing of pinball machines.

The Board of City Directors is the city's legislative body and is equivalent to the City Council in cities which have the Mayor-Council form of government. Little

Rock has the city manager form of government.

The Directors did not ask the next Legislature, which does not convene until January of 1963, to pass a law outlawing pinball machines in the State.

### No Proposal

But the long report said the Directors felt that licensing of the machines created the possibility that they would be used for gambling, which is illegal. The report did not propose what the Legislature should do.

One director, however, said privately he felt that a city ordinance might bring the matter to a head in Little Rock. But the Directors as a whole, however, apparently decided the best route was in an appeal to the Legislature.

Several arrests have been made in Little Rock recently in connection with gambling on coin operated machines, some of them pinball machines.

The law on pinball machines in Arkansas allows them to be used for amusement only.

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## Moline, Ill., Bans All Pinball Games

MOLINE, Ill.—The City Council here has passed an ordinance banning all pinball machines, effective April 17, when the city licenses expire.

Wording of the ordinance is the same as that adopted by Rock Island in 1958 and later upheld by the Illinois Supreme Court.

Pinball license revenue had yielded the city between \$1,400 and \$1,500 a year on an annual take of \$500,000, according to Ald. Edward S. Blackburn, who proposed adoption of the ordinance.

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# Signs Point to Big MOA Confab

CHICAGO — Music Operators of America is going all out to make its spring convention bigger, better and more successful than last year's show, and all signs indicate it's going to be just that.

Managing Director E. R. Ratajack last week indicated that some 14 exhibitors had been signed to date and that he expected the final figure to be around 60.

Ratajack also noted that although operator registration blanks had been out less than a week, over 100 reservations had already come in. The association's banquet also appears to be headed for a sellout, with over 200 reservations being received to date.

### Opening-Day Prediction

The MOA managing director went on to predict that the conven-

tion's opening Sunday (May 6) would be the biggest ever for the association. The convention is slated for Chicago's Morrison Hotel May 6-8.

The 14 firms signed to exhibit represent a cross-section of the entire coin machine industry, plus several record companies.

Included are Capitol Projectors, Cine-Sonic Sound, Columbia Records, Commercial Equipment Company (coin changers); Continental-Apco, Inc.; Dot Records, Fischer Manufacturing Company, Jay Jay Polka Record Company; Irving Kaye, Inc.; MGM Records; National Vendors, Inc.; Strong-Arm Charley, Inc. (Indian wrestle game); Urban Industries (rides) and Wico Corporation.

### Others Expected

Ratajack said the following firms also indicated to him they would be in, though they have not as yet signed an official confirmation: AMI, United, American Shuffleboard, Plaza Records, Union Life Insurance Company, Valley Sales, Bally Manufacturing Company, United Manufacturing Company and National Rejectors.

Increased participation is expected this year from game manufacturers following a revised entrance requirement by MOA last fall that any piece of equipment that does not require a \$250 federal gaming stamp is eligible for showing on the floor. Previously, pinball games of any kind were excluded.

MOA indicated that voting returns on its "MOE" were coming in at a good clip. Operators are voting for winners in each of three categories: Outstanding record of the year, outstanding juke box artist of the year, record company con-

tributing most to the juke box industry for the year.

### Awards at Banquet

Eliminations were previously held and operators are now voting for the top three names in each category. Awards will be made at the convention.

Ratajack said that the association would not divulge any trends in the returns, with announcement first being made at the banquet.

Commenting on the initial reservations received, he noted that operator attendance would beat last year "without a doubt and could conceivably set a record."

### Expect Sellout

Banquet reservations are on a first-come-first-served basis and indications are that the Terrace Casino's capacity of about 1,000 will be filled.

Business sessions for the convention are also headed for change. Ratajack said that big emphasis

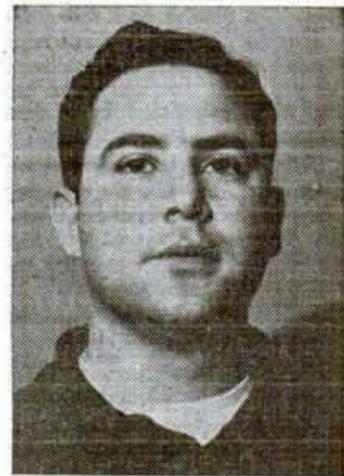
would be on specialized speakers and that forums will be confined to "absolutely key subjects only." A specialist from the Internal Revenue Service, who will be featured during one of the sessions, is an indication of the type of speaker that the association will be aiming for.

Another is Rep. George P. Miller (D., Calif.), who has appeared at previous MOA meetings and is familiar with problems of the music machine industry. Miller is chairman of the House Committee of Science & Aeronautics and had a major role in arranging the reception activities for Lieut.-Col. John Glenn Jr.

The California congressman represents the home district of MOA President George A. Miller and is a familiar figure to MOA members.

Ratajack said the program is being carefully designed so that business sessions will not conflict with exhibit hours.

# Runyon Sets Up Special O'seas Corp.



MYRON SUGARMAN

NEWARK, N. J. — Runyon Sales, a major juke box and game distributor here, is considering setting up a separate corporation for its export activities, according to Myron Sugarman, head of Runyon's export division.

Sugarman pointed out that the firm's export sales now amount to

(Continued on page 50)

# Introduce Mississippi Bill Labeling 'Free Game' Units as Coin Gambling

JACKSON, Miss. — Sen. E. K. Collins of Laurel introduced a bill in the upper House of the State Legislature last week which would classify pinball games as gambling devices and thus outlaw them in the State.

It is the first bill which would effect the coin machine industry which has been introduced in the current Legislature.

The proposed law would define pinball games which give free games as a gambling device. Other State laws already prohibit gambling devices in the State.

### Existing Law

Under the already existing anti-gambling statute, law enforcement officers "shall have the duty to seize and immediately destroy all such machine and devices."

Maximum penalty under this statute on conviction is a \$500 fine or 90 days in jail or both.

Senator Collins gave no reason for introducing the bill. The measure was referred to committee and

no action has yet been taken on it.

After its introduction and a report in the public press throughout the State from wire stories about it appeared, operators generally discussed it and got together to fight it.

### Committee Formed

A committee was formed which is expected to have a meeting with Senator Collins or the legislative committee which has jurisdiction of considering the bill.

The coin machine committee is expected to enlighten Senator Collins so that the bill will be withdrawn. It is rather far-fetched, the operators say, to classify a pin game which gives free games as a gambling device.

In most State legislatures, such bills are introduced and later withdrawn by the legislator introducing it. It has become sort of routine.

The operators in various States have come to expect such bills, and also bills which would increase the privilege tax on various coin operated machines.

Standard procedure has been for a group of operators to get together and convince the legislator who introduces the bill to withdraw it.

# New United Plant Opens

CHICAGO — United Manufacturing Corporation has opened a new 25,000-square-foot plant on North Pulaski Avenue to house final game assembly for the firm's current line of bowlers, shuffle alleys and baseball games.

United vice-president, Roy Kraehmer, says the extra space is needed because of expanded production in the firm's main plant (on North California) on government contract work.

Kraehmer reports that United now has some \$8 million in government contracts on signal corps equipment.

# James McGuire Canteen Veepee



JAMES T. MCGUIRE

CHICAGO—Automatic Canteen Company of America directors last week elected James T. McGuire a vice-president of the firm.

McGuire, who joined Automatic Canteen in 1941, has been assistant vice-president the past six years. A graduate of Boston College with a B.A. degree, he is a member of the board of directors of the National Automatic Merchandising Association.

He resides with his wife and two children in suburban Skokie, Ill.

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100W	..... 269
HF100G	..... 289
220S	..... 659
222S	..... 689

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**SLATE TOP, LATE MODEL . . . . . \$150.00**

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1960 Auto Test	..... \$495.00
Pollard Football	..... 175.00
Field Goal	..... 145.00
Genco Rifle Gallery	..... 125.00
Drive Mobile	..... 145.00
United Skyraider	..... 200.00

**BALLY**

Monarch	..... \$395.00
ABC	..... 175.00
Congress	..... 195.00

**KEENEY**

Speedlane	..... \$195.00
Bonus	..... 95.00
United Handicap	..... 225.00
Jewel	..... 295.00

**PURVEYOR** Better Buys DISTRIBUTING CO.

4322-24 N. WESTERN AVE. CHICAGO, ILLINOIS JUNIPER 8-1814

## Arrow Vending Surrenders Tax License; Going Out of Business

PHILADELPHIA — The Arrow Vending and Distributing Company here, has surrendered its cigaret tax license to the State and gone out of business.

The firm has been under investigation for eight months by the State Revenue Department which claims Arrow owes \$700,000 in back cigaret taxes. The department said it will continue to press its

case and Arrow quitting the business does not change anything.

Dick Cardonick, owner of Arrow, started the firm 13 years ago and built it to a \$5 million a year business.

The Arrow license and buildings were taken over by a new firm headed by a Philadelphia lawyer, David Cohen, which will trade under the name J. S. & N. Distributing Company. Cohen said the initials are those of his children.

Cohen said the firm would be run by a brother-in-law, Walter Widman, who has been in the cigaret distributing business for years. He added that the new firm has no connections whatsoever with Arrow and Cardonick.

J. S. & N. has been chartered and listed as authorized capital \$100,000.

The State said in view of the latest happenings, it will not give Arrow a hearing on its suspended license.

the NEW feature for 1962

# SEEBURG Directional Stereo

the true magnificence  
of 33 1/3 stereo  
right at the phonograph!

Exclusive Chicago Area  
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1962 CATALOG

64 Pages—Fully  
Illustrated.

COIN MACHINE  
EXCHANGE

Joe Kline & Wally Finke

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

## Bulk Banter

Continued from page 41

Hay has been helping with the servicing of the locations.

Joseph Rades, Ridge Gum, will have to forego his annual trip South this year and attendance at the convention. Ridge Gum is in the planning stages of a new venture in vending and Rades is "up to his ears" in establishing procedure and locations.

Newlywed Mrs. Jim Tomko, (Sandra Rades) has retired from the bulk vending business and left Ridge Gum to become a full time homemaker. Husband Jim is now servicing the Marshall Drug account, Ridge Gum's "guinea pig route," in addition to his duties of assistant manager at Ridge Gum.

The Joseph Resnicks, Resbee Vending, will miss the NVA convention also—baby sitter problems. Irina Mihalega

## Foot Massage

Continued from page 40

of the people who have been using the vibrating foot units have become regulars.

In servicing more than 200 locations, Davis has likewise carried the diversification into vended items, covering the entire gamut of several types of nuts, ball gum, tab gum, bridge mix, jellybeans, 1-cent, 5-cent, and 10-cent charms, plastic varmint, rings, etc.



MEN WHO READ  
BUSINESSPAPERS  
MEAN BUSINESS

## Twin Cities Feel Winter's Blast

Continued from page 43

down "a little" because of the inclement weather. He said that "A Little Bitty Tear," by Burl Ives on Decca was his biggest record.

Harold Awe, St. Paul operator, whose route is concentrated mostly in the city with a few machines in locations in rural Ramsey County, said that his collections have held up fairly well. He said that Westerns have been going well in tavern locations and Twist numbers in pizza spots.

### One-Stop Report

Business at one-stops in the Twin Cities continues to hold up well with much of the business still being done by mail order and telephone. Jim Christensen of Jim's Record Shop, St. Paul, said that traffic was "pretty good" considering the weather. He listed the following as best selling records: "Tuff," "Young World"; "Dear One," by Larry Finnegan on Old Town; "Good Luck Charm," by

Elvis Presley on RCA; "Slow Twist-in," by Chubby Checker on Parkway and "Honky Tonk Man," by Johnny Morton on Columbia. "One Love, One Heartache," by Billy Vaughn on Dot also has been very good, he stated.

Tom Prenevost at All-Record Sales here reports very good business with the following disks moving well: "Dear One," "Tuff"; "Where Have All the Flowers Gone," by the Kingston Trio on Capitol; "She Cried," by Jay and the Americans on United Artists; "Dream Baby," by Ray Orbison on Monument and "Good Luck Charm," by Elvis Presley.

At Brown Bros., Inc., one-stop here, Dick Brown, partner in the firm, listed the following as best sellers: "Honky Tonk Man," "Good Luck Charm," "Tuff"; "If a Woman Answers," by LeRoy Van Dyke on Mercury; "Dream Baby" and "Dear One."

## WE WANT TO BUY

20 OF EACH OF THE FOLLOWING MACHINES:  
Wurlitzer 2250-2150-1800-1900-1700  
Seeburg R's

Skill Cards (counter machine)

Mills Panorams—Triple Play

Also—All Bally Bingos (Lotta Fun—Barrel of Fun)

## SPECIALS FOR SALE

20 ROCK-OLA 1455	..... @	\$195.00
35 AMI D-80	..... @	50.00
5 Bally Sharpshooter Guns	..... @	295.00
5 Candid Camera-new	..... @	35.00
15 Cole 3-flvr. Cold Drink	..... @	95.00

## REDD DISTRIBUTING CO., INC.

126 Lincoln Street, Brighton, Mass. PHONE: AL 4-4040  
SEEBURG DIST. IN 5 STATES—BALLY DISTRIBUTORS—CHICOIN FACTORY REPS.

GIVE TO DAMON RUNYON CANCER FUND

STEADY REPEAT PLAY

3 COINS

1-PLAYER  
Adjustable  
3 or 5 ball

TRUE MOVING TARGET

Plasticote Finish on playfield. Slug Rejector

Single or Twin Chutes • Locked Cash Box

more ways to score than ever before

- Coin insertion lites Ace to spot first card.
- Hitting A-K-Q-J-10 consecutively lites first coin on playfield.
- Hitting second A-K-Q-J-10 consecutively lites second coin on playfield and bottom right or left rollover lanes for "Special".
- Hitting third A-K-Q-J-10 consecutively lites third coin on Playfield, lites Moving Target for "Special".
- Four Side Targets spot cards and advance score.
- Five Rollover Buttons, Four Targets, Bottom Lanes and Moving Target Spot Cards.

See Your Williams Distributor Now!

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

BUY THE BEST—BUY WILLIAMS

# Ready to Ship

- 10 Midway—Shooting Gallery
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- 10 Super Circus Upright
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Cable or Write Best Offer

## Empire COIN MACHINE EXCHANGE

1012-14 MILWAUKEE AVE., CHICAGO 22, ILL. Phone: EVERGLADE 4-2600

DETROIT BRANCH—7743 Puritan, Detroit, Mich. Tel.: Diamond 1-5800

## EUROPEAN NEWS BRIEFS

Continued from page 43

with an option to buy. Cinebox is pressing a hard-sell campaign in Holland aimed at entrenching the box well ahead of its competitors, Scopitone and Caravelle, both French boxes. Cinebox is also being rented on a fixed-fee basis. Cinebox has a film magazine of 28 titles, all in color. The producer promises frequent replenishment of titles. The box is generating tremendous interest in Holland, and there are plans to introduce advertising strips on an experimental basis.

### Horoscope Disk Bows

HANOVER—West Germany's juke box operators, who pioneered the blank three-minutes-of-silence disk, have now come up with another offbeat novelty—the horoscope disk. The disk has one side for male horoscopes with all the Zodiac symbols and the flip side for distaff clairvoyance. The disk, produced by a Hanover firm, has had a fast run-up in play. The text closely parallels the daily newspaper horoscope.

### Spanish Juke Box Restyled

MADRID — GEDASA, Spain's phonograph production monopoly, has face-lifted its 96-selection box, the only phonograph produced in Spain. The box has been restyled to resemble closely American boxes. GEDASA expects to produce 1,000 boxes in 1962, which would represent the lushest production year, if achieved, in Spanish juke box history. The foreign holiday trade is booming the demand for coin machines in Spain. Still in its infancy, the Spanish trade hopes to expand phonograph locations by a full 75 per cent this year. The newest boom area, the Costa del Sol between Malaga and Gibraltar, should provide locations for a minimum 500 boxes, according to trade surveys.

### Schulze Buys Muenzautomat

MAINZ, W. Germany—Dieter Schulze, a leading West German coin machine and music trade journalist, has acquired publishing rights to Der Muenzautomat, the West German coin machine and music trade publication, from the Dr. Hanns Krach Verlag. Schulze becomes editor and publisher of Der Muenzautomat with offices at Heidesheimer Strasse 30. Der Muenzautomat is being expanded and brightened under a program designed to make it a leading European Common Market trade publication. Der Muenzautomat is West Germany's only privately published trade journal.

## PRE SHOW SALE

For those who can't come.



### INDIAN BEADS

Kids make belts, bracelets, necklaces, etc.

Assorted Colors—Beautiful Labels  
1,000 to 4,000..... \$2.25 per M  
5,000 to 9,000..... 2.00 per M  
10,000 & up..... 1.75 per M  
This week only—10,000 for \$15.00

**Modern Coin Company**  
585 McAlpin Ave., Cincinnati 20, Ohio  
AVon 1-3235

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

### WANTED TO BUY

- Simplex Bowlers
- Philadelphia Toboggans
- Gottlieb Pin Games
- Bally Bingos
- Seeburg C—R—L—AY-160
- AMI F-120, I-200
- Auto Foto Model 14
- Auto Foto Model 11
- Bally Champion Horses
- Keeney Shawnee Upright
- Seeburg Bear & Coon Guns
- Williams Baseball Games
- Bally Baseball Games
- United Baseball Games
- National 11-13-22-Col. Cigt. Vendors
- National 10-Col. Candy Vendors
- United Late Shuffles
- United Late Bowlers

### BUY WITH CONFIDENCE

#### WALLBOXES

Seeburg, 100 sel. .... \$37.50  
Seeburg, 200 sel. .... 65.00  
AMI, 200 sel., 5/10/25 ..... 65.00  
AMI, 200 sel., 5/10/25/50c ..... 95.00

#### MUSIC

Seeburg V-200 ..... \$195  
Seeburg VL-200 ..... 220  
Seeburg KD-200 ..... 320  
Seeburg AQ-160 ..... 850  
Wurlitzer 2410S ..... 595  
Wurlitzer 2400 ..... 595  
Wurlitzer 2200 ..... 325  
Wurlitzer 2150 ..... 275  
Wurlitzer 1800 ..... 225  
Wurlitzer 1700 ..... 195  
Wurlitzer 1650AF ..... 150  
Rock-Ola 1446-120 ..... 325  
Rock-Ola 1455-200 ..... 375  
Rock-Ola 1438-120 ..... 295  
Rock-Ola 1432-50 ..... 100  
AMI G-120 ..... 225  
AMI E-120 ..... 210

#### ARCADE

ABC Bowling Lanes ..... \$125  
United Bowling ..... 125  
Wms. Carnival Gun ..... 135  
Midway Shoot'g Gallery 275  
Deluxe Shoot'g Gallery 395  
Sweet Twenty-One ..... 110  
Super Cranes (export only) ..... 299  
Auto Photo #9 ..... 895  
Mills Panoram ..... 395  
Capital Panoram ..... 350  
Motorama ..... 175  
Wms. Cranes ..... 125  
Wms. Sidewalk Engineer ..... 125  
Wms. Peppy the Clown ..... 195  
Standard Metal Typex ..... 225  
Mercury Floor Grips ..... 65  
Bally Champion ..... 425  
Donald Duck ..... 195  
Ferdie the Bull ..... 195  
Drive Yourself Auto ..... 325  
Turn Pike Auto Test ..... 625  
Wms. Vanguard ..... 275  
Bally All Star ..... 125  
Sci. Pitch'em & Bat'em ..... 125  
Crooks Saloon Gun ..... 325

#### ONE LOT

10 AMI B's & C's, 40 selection, converted to 45. RRM—\$650.00.

Distributors for WURLITZER, UNITED, GOTTLIEB & MIDWAY.

## CLEVELAND COIN

MACHINE EXCHANGE  
2029 PROSPECT AVE., CLEVELAND 15, OHIO  
All Phones: Tower 1-6715



M. S. GISSER  
Sales Manager

4

PLAYERS!

"DOUBLE TWIN"

ROTO-TARGETS!

Another Sensational Profit Maker!

# GOTTLIEB'S LIBERTY BELLE

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—bulls-eye lights all pop bumpers for high score

Four flippers—two for "booster action" at mid-playfield

Sparkling cabinet design • Match feature



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

SEE YOUR DISTRIBUTOR FOR A DEMONSTRATION TODAY!

## D. Gottlieb & Co.

1140-50 N. Kostner Avenue • Chicago 51, Illinois

It's Always Profitable to Operate Gottlieb Games!

**LOOK!  
28 HOLES!**



**NEW TYPE  
IN-LINE GAME  
WITH  
3 EXTRA HOLES  
HITS NEW HIGH  
IN EARNING POWER**



**"AUTO-MISSION"  
COIN-DIVIDER**

**POPULAR 6-CARDS PLAY**  
earns up to 6 coins per game

**POSITIVE PROGRESSIVE SELECTION**  
gives extra card for each extra coin

**28 HOLES ON PLAYFIELD**  
adds new dimension in skill-appeal

**PROFIT-PROVED SUPER-LINES**  
insure continuous repeat play

Months of location-testing prove new style playfield— with 28-holes—gets biggest play ever in 6-cards class. SHOOT-A-LINE consistently out-plays and out-earns all other 6-cards light-a-line games. See for yourself what 3 extra holes will do. See SHOOT-A-LINE at your Bally distributor today.

BALLY MANUFACTURING COMPANY—2640 Belmont Avenue, Chicago

*Bally* **\$HOOT-A-LINE**

# 'Charm' Scores With Chi Operators

Continued from page 43

records. He quoted one operator who told him: "What good does it do me to put the very best of records on the machine when there are no people in the tavern to play them?"

Operators are now banking on an early and warm spring to pull them out of their refrigerated doldrums.

Of the records that operators were buying, several new sides were selling well. At Singer, Ted Sipiora noted that besides the new Presley and the Jimmy Darren tune (both already mentioned), he was doing good operator business with "Where Have All the Flowers Gone," Kingston Trio on Capitol; "What's Your Name," Don and Juan on Bip Top, and "Lover Please," Clyde McPhatter on Mercury.

The Kingston's tune is taken

from their latest college concert album, which also is doing well in retail sales.

At Music Box, soothsayer Russ DiAngelo is going out on a limb and picking "Jam, Parts I & II," by Bobby Gregg on the Cotton label, a tune he notes is going well to dealers as well as operators and which he thinks will be "very, very big."

Other big ones at Music Box are a pair of adult-type tunes on Dot, Billy Vaughn's "Chapel by the Sea" and Lawrence Welk's "Run Away"; "Slow Twistin'," Chubby Checker, Parkway; "I Want to Love You," Rene Roberts on New Phoenix; "Stranger on the Shore," Acker Bilt on Atco (mentioned last week and still going very well); "Come Rain or Come Shine" and "Stardust," giving Frank Sinatra a two-sided hit on Reprise.

Others selling are "Adios My Love," Jo Stafford on Colpix; "Hello Mr. Heartbeat," Marjorie Rayburn on Dot; "Love Letters," Kitty Lester, Era, and "Young World," Ricky Nelson on Imperial. The flip side, on the last named, "Summertime," is drawing limited play, but nowhere near as strong as the "Young World" side. Also clicking are Connie Francis' "Don't Break the Heart That Loves You," on MGM, and Roy Orbison's old but still big "Dream Baby," on Monument.

# Bills Upping Cigaret Tax in Miss. Ready

JACKSON, Miss.—A number of bills proposing tax increases were presented to the Mississippi Legislature last week (6) by Gov. Ross Barnett which included a bill which would increase the State tax per pack on cigarettes from 6 to 8 cents.

Operators generally did not know yet what move they would make if the bill passes. It is expected to pass along with the other revenue raising measures.

Price of cigarettes is 30 cents per pack in vending machines in Mississippi now. Operators' profit margin is small.

General feeling now is that operators will up the price per pack in machines to 35 cents, rather than to 32 cents and employ the costly method of penny-packing. The additional 3 cents will give them a much-needed profit.

# Runyon Overseas

Continued from page 46

a hefty percentage of the firm's total business, and that its growth rate is outstripping the company's other operations.

Latest area opening up is the British West Indies, Sugarman added, with a heavy demand for bingos in that area. Sales to other British Commonwealth areas, he continued, are on the upgrade.

Old 10 to 40-column cigaret machines—still functioning perfectly, but obsolete by American standards—are being shipped by Runyon to Belgium, where they are transhipped to other parts of Europe.

The machines are shipped "as is," with the columns being altered for European packs and the coin acceptors changed for European coinage in Belgium.

# Shoot-a-Line

Continued from page 43

holes are numbered 1 to 28. The added numbers 26, 27 and 28, appear only on three of the six cards, taking the place of such numbers as 2, 3, 4 and 5.

O'Donnell said that location tests indicate that by getting away from the old uniformity of cards, they have added tremendously to the skill of challenge and fascination of the game resulting in unusually high coin averages per game.

Shoot-a-Line takes a maximum of six coins per game, one for each card.

# 40 at Atlantic School

NEW YORK—Some 40 route mechanics attended a service school sponsored by the Atlantic-New York Corporation here Saturday (3). Ed Jorgenson, field service engineer for the Bally Coffee Division of the Seeburg Corporation, was in charge of the all-day session.

# Beer City Receipts Top Snowdrifts

Continued from page 43

Sea," Billy Vaughn, and Elvis Presley's newest, "Good Luck Charm." "Love Letters," Kitty Lester, has shown good coin luring ability. Also big, says Krenz, has been a local waxing, "Manuel," b-w "Black Magic and Witchcraft," by the Comic Books, on the Citation label.

Ken Zastrow, Milwaukee Amusement Company record buyer, listed a number of items racking up equally good results, with "Tuff" by Ace Cameron, on Hi label, doing particularly well.

"Once a record gets acceptance and receives steady air play, you can use it in any location," says Ken Zastrow.

Two tunes selected by Zastrow, in anticipation of heavy play, are "Lover, Please" by Clyde McPhatter and "Crawl," Willie Mitchell, on Hi Records.

Other items revealing strength, says Zastrow, are "Love Letters," by Kitty Lester, and "If a Woman Answers," Leroy Van Dyke.

# Brubeck Trend

According to one-stopper Jerry Glasman, Third Street Radio Doctors, operators have been rediscovering Dave Brubeck. Demand for Brubeck's re-issues and his newest singles has stepped up markedly. Topping the list are Brubeck's "Take Five," "Unsquare Dance" and "Trolley Song."

The really big ones this week, adds Jerry Glasman, are "Cow Cow Boogie," b-w "Rocking Chair" by Sir Charles Thompson, and

"Play That Thing," Marla Winn. Operator favorites listed by Jimmy Mayer, Record City, are "Two of a Kind," Sue Thompson; "Slow Twistin'," Chubby Checker, and "Boogie Twist," by Paul Gallis, on Heartbeat.

# FOR SALE GAMES

Barrel-O-Fun	\$445.00
Barrel-O-Fun '62	645.00
Gottlieb Tournament	65.00
Gottlieb Jubilee	65.00
Chi Coin Capri	65.00
Bally Circus	65.00

# PHONOGRAPH

AMI Continental 200	\$545.00
AMI 6 120	245.00
AMI Lyric Stereo 100	465.00
AMI H200	295.00
Seeburg V200	180.00
Seeburg 222	635.00
Seeburg KD	345.00
Seeburg C	155.00
Seeburg 6	235.00
Wurlitzer 1700	195.00
Wurlitzer 1800	245.00
Seeburg Wall Boxes, 3W1	37.50
AMI Wall Boxes, 200 Sec.	55.00
AMI 120 Sel. Wall Boxes	35.00

Call, Write or Cable Cable: LEWJO

We are now distributors for Smokeshoppe and Gottlieb.

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## FOR SALE GAMES

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WMS. SPACE SHIP 1P	WRITE
WMS. METRO 2P	WRITE
WMS. SKILL BALL 1P	\$295.00
WMS. RESERVE 1P	295.00
GOT. BIG CASINO 1P	325.00
WMS. GUSHER 1P	125.00

## MUSIC

AMI CONT. 1-200 STEREO	\$725.00
AMI LYRIC 100 STEREO	595.00
AMI K100A STEREO	595.00
AMI J-200E STEREO	575.00
AMI J-120 STEREO	575.00
AMI 6-200	245.00
AMI 6-120	275.00
ROCK-OLA 1438	150.00
ROCK-OLA 1455	295.00
ROCK-OLA 1465	375.00
WUR. 1800	235.00
WUR. 2200	375.00
SEEBURG M100G	295.00
SEEBURG V-200	195.00
SEEBURG VL-200	275.00
SEEBURG V-200L	225.00

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COIN MACHINE EXCHANGE, INC.  
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UNITED MANUFACTURING CO.  
3401 N. California Ave., Chicago 18, Ill.

## UNITED'S BASEBALL FOR '62 IS HERE! BONUS BASEBALL

Featuring the profit-making BONUS FEATURE to assure you of top earning power!

ORDER TODAY!  
UNITED—First . . . with the BEST!

## ADVANCE Automatic SALES CO.

1350 Howard Street  
San Francisco, Calif.



## ATLAS . . . Reconditioned—Guaranteed

### MUSIC • GAMES • VENDING

VENDING		MUSIC	
ROWE L-1000, 4 Flavor	\$595	A.M.I. J-200 E (50c)	\$445
ROWE COMMANDER, 11-Col. (Man.)	95	A.M.I. F-120	225
ROWE AMBASSADOR, 14-Col. Clg.	175	A.M.I. I-120 (50c)	445
STONER D-500 COFFEE/CHOC.	295	A.M.I. K-100 (50c)	495
WITTENBERG Ref., 24-Sel.	545	ROCK-OLA 1448	275
DUGRENIER K-14 (Man.)	175	ROCK-OLA 1454	295
CONTINENTAL 30-Col. Clg.	195	ROCK-OLA 1455	295
SEEBURG 800-E2 Clg.	215	ROCK-OLA 1458	395
SEEBURG 800-E1 Clg.	185	SEEBURG Q100-SH (50c)	745
		SEEBURG 222-SH (50c)	745
		SEEBURG 100-R	375
		WURLITZER 1800	275
		WURLITZER 2100 (50c)	325
		WURLITZER 2150 (50c)	325
		WURLITZER 2000 (50c)	275
		WURLITZER 2200 (50c)	375

1/2 Deposit, Balance Sight Draft

Headquarters for VALLEY POOL TABLES  
Parts and Accessories  
Complete Stock—Immediate Shipment

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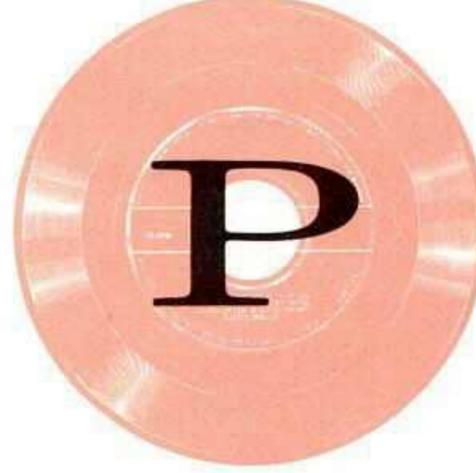
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Has no equal for boosting phonograph earnings

# WURLITZER TEN TOP TUNES FEATURE

. . . for more details read facing page

# THE WURLITZER



generates  
new highs in  
earning power



Patrons get the Ten Top Tunes at the press of a single button. This Wurlitzer exclusive is a veritable powerhouse that produces an ever-increasing flow of fifty-cent coins. Add this to a galaxy of other wonderful features—and the Wurlitzer 2600 naturally becomes your best investment in automatic music. Ask your Wurlitzer Distributor to fill you in on the full story of this fabulous money maker.

## WURLITZER 2600

THE WURLITZER COMPANY  
NORTH TONAWANDA, NEW YORK

Backed by 106 years of Musical Experience

# FEATURE

# BOUNCY BIG SINGLE



45 RPM

RCA VICTOR  
47-8004



Caterina

**PERRY  
COMO**

The Island  
of  
Forgotten  
Lovers

#8004 His first single of '62... a lilting, light-hearted melody with "hit" all over it! Backed by a catchy ballad, "Island of Forgotten Lovers." For instant action, order now... order big!

**RCA VICTOR**



THE MOST TRUSTED NAME IN SOUND

