

December 15, 1962

BILLBOARD MUSIC WEEK

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

PAGE ONE RECORDS



Dealers Beam As Yule Cheer Arrives Early

SINGLES

★ NATIONAL BREAKOUTS

SANTA CLAUS IS COMING TO TOWN, Four Seasons, Vee Jay 478
IT'S UP TO YOU, Rick Nelson, Imperial 5901
WHITE CHRISTMAS, Bing Crosby, Decca 23778

★ 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 parentheses.

LITTLE TIN SOLDIER . . .
Toy Dolls, Era 3093 (Pattern, ASCAP) (Boston, Pittsburgh)

FLY ME TO THE MOON—BOSSA NOVA . . .
Joe Harnell & His Ork., Kapp 497 (Almanac, ASCAP) (New York)

DOES HE MEAN THAT MUCH TO YOU? . . .
Eddy Arnold, RCA Victor 8102 (Ross Jungnickel, ASCAP) (Chicago)

FROM A JACK TO A KING . . .
Ned Miller, Fabor 114 (Dandelion, BMI) (Boston)

SAILOR BOY . . .
Cathy Carr, Laurie 3147 (Dorsey, ASCAP) (Chicago)

NEVER LET YOU GO . . .
Five Discs, Cheer 4002 (Original, BMI) (New York)

ALVIN'S HARMONICA . . .
David Seville & the Chipmunks, Liberty 55250 (Monarch, ASCAP) (Chicago)

WALKIN' THROUGH A CEMETERY . . .
Claudine Clark, Chancellor 1124 (Lyn Eve, BMI) (Pittsburgh)

SHIMMY SHIMMY WATUSI . . .
Buttons, Columbia 42618 (Tree, BMI) (Chicago)

HUSH HEART . . .
Baby Washington, Sue 769 (Saturn, BMI) (Pittsburgh)

MOLLY . . .
Bobby Goldsboro, Laurie 3148 (Aldon, BMI) (Baltimore)

LOVER COME BACK TO ME . . .
Cleftones, Gee 1079 (Harms, ASCAP) (Pittsburgh)

NEW ON THE HOT 100

56. **SANTA CLAUS IS COMING TO TOWN** . . .
Four Seasons, Vee Jay 478
58. **IT'S UP TO YOU** . . .
Rick Nelson, Imperial 5901
70. **WHITE CHRISTMAS** . . .
Bing Crosby, Decca 23778
75. **THE CHRISTMAS SONG** . . .
Nat King Cole, Capitol 3561
77. **SANTA CLAUS IS WATCHING YOU** . . .
Ray Stevens, Mercury 72058
82. **I'M GONNA BE WARM THIS WINTER** . . .
Connie Francis, MGM 13116
83. **YOU'RE GONNA NEED ME** . . .
Barbara Lynn, Jamie 1240
84. **HALF HEAVEN—HALF HEARTACHE** . . .
Gene Pitney, Musicor 1026
85. **SHE'S A TROUBLEMAKER** . . .
Majors, Imperial 5879
88. **ECHO** . . .
Emotions, Kapp 490
89. **ROCKIN' AROUND THE CHRISTMAS TREE** . . .
Brenda Lee, Decca 20777
90. **I FOUND A NEW BABY** . . .
Bobby Darin, Atco 6244
93. **TROUBLE IN MIND** . . .
Aretha Franklin, Columbia 42625
94. **REMEMBER THEN** . . .
Earls, Old Town 1130
96. **LET ME ENTERTAIN YOU** . . .
Ray Anthony, Capitol 4876
97. **JINGLE BELL ROCK** . . .
Bobby Rydell/Chubby Checker, Cameo 205
98. **BIG BOAT** . . .
Peter, Paul & Mary, Warner Bros. 5325
99. **RUDOLPH, THE RED-NOSED REINDEER** . . .
David Seville & the Chipmunks, Liberty 55289
100. **THEME FROM TARAS BULBA (The Wishing Star)** . . .
Jerry Butler, Vee Jay 475

ALBUMS

★ NATIONAL BREAKOUTS

MONO

GYPSY, Sound Track, Warner Bros. B 1480
LIMBO PARTY, Chubby Checker, Parkway P 7020
BEYOND THE FRINGE, Original Cast, Capitol W 1792
SEASON'S GREETINGS FROM PERRY COMO, RCA Victor LPM 2066
SNOWBOUND, Ferrante & Teicher, United Artists UAL 3233

STEREO

FIRST FAMILY, Vaughn Meader, Cadence CLP 25060
WE WISH YOU A MERRY CHRISTMAS, Ray Conniff and His Singers, Columbia CS 8692
BIG BAND BOSSA NOVA, Enoch Light, Command RS 844 SD

★ NEW ACTION LP'S

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

MONO

THE GLORIOUS SOUND OF CHRISTMAS . . .
Philadelphia Orch. (Eugene Ormandy Conducting), Columbia ML 5769

WHAT'S A MATTER BABY . . .
Timi Yuro, Liberty LRP 3263

DINO LATINO . . .
Dean Martin, Reprise R 6054

NEW BEAT BOSSA NOVA . . .
Zoot Sims & His Ork., Colpix CP 435

BIG BAND BOSSA NOVA . . .
Quincy Jones & His Band, Mercury MG 20751

TEENAGE HOUSE PARTY . . .
Sandy Nelson, Imperial LP 9215

SOUND OF CHRISTMAS . . .
Ramsey Lewis Trio, Argo 687

JAZZ MEETS THE BOSSA NOVA . . .
Paul Winter Sextet, Columbia CL 1925

CHRISTMAS WITH THE CHIPMUNKS . . .
Liberty LRP 3256

BIG BAND BOSSA NOVA . . .
Enoch Light & His Ork., Command RS 844

MERRY CHRISTMAS . . .
Bing Crosby/Andrew Sisters, Decca DL 8128

BIG BAND BOSSA NOVA . . .
Stan Getz, Verve V 8494

CHRISTMAS WITH THE EVERLY BROTHERS . . .
Warner Bros. W 1483

THE TOKYO BLUES . . .
Horace Silver Quintet, Blue Note 4110

SNOWBOUND . . .
Sarah Vaughan, Roulette R 52091

STEREO

BOSSA NOVA . . .
Lalo Schiffrin & Ork., Audio Fidelity AF 1981

SNOWBOUND . . .
Ferrante & Teicher, United Artists UAS 6233

BIG BAND BOSSA NOVA . . .
Stan Getz, Verve V6-8494

ALLEY CAT . . .
Bent Fabric, Atco SD 148

BIG BAND BOSSA NOVA . . .
Quincy Jones & His Band, Mercury SR 60751

NEW ON THE TOP LP'S

MONO

102. **GYPSY** . . .
Sound Track, Warner Bros. B 1480

107. **LIMBO PARTY** . . .
Chubby Checker, Parkway P 7020

(Continued on page 8)

Christmas is already here. That was the word last week from dealers across the country as they beamingly told of their hot singles and album business. The dealers were referring not only to sales of specific Christmas items (which were doing nicely), but also to sales in general, which were up in most localities.

On the singles level the biggest Christmas newcomer was the record by the Four Seasons of the old standard "Santa Claus Is Comin' to Town," done in upbeat fashion. Following closely on its heels was another comer, "Santa Claus Is Watching You," by Ray Stevens on Mercury.

The single oldies, of course, were already back in force. Bing Crosby's "White Christmas," which over two decades has racked up sales of 15,000,000 records according to Decca, was selling well again. The Harry Simeone Chorale's version of "Little Drummer Boy" was a hot seller again for the fourth year in a row. And Christmas items by the Chipmunks, Brenda Lee, Bobby Helms, Bobby Rydell, Chubby Checker and Nat Cole, all of which were cut from 3 to 10 years ago, were selling merrily again.

In the album field, too, the oldies were the biggies this Christmas season so far. Sets of carols by Johnny Mathis, Elvis Presley, Ray Conniff, Perry Como, Ramsey Lewis and the Everly Brothers were moving up again. New albums by the Philadelphia Orchestra, Bobby Vee and Bing Crosby (his new one on Warner Bros.) also were cracking the market.

Other Christmas albums starting to get initial action included LP's from other years by the Mormon Tabernacle Choir, Mitch Miller and the Gang, Hugo Winterhalter, Jackie Gleason and Mahalia Jackson.

While the Christmas spirit stole across dealers' counters, the comedy albums and the bossa nova rolled on. Vaughn Meader's "The First Family" album turned into the No. 1 seller in most civilized cities of the U.S.A., and Allan Sherman's folk song set was also keeping its strong across-the-counter movement. Bossa nova sets by Herbie Mann, Laurindo Almeida, Quincy Jones, Zoot Sims, Paul Winters Sextet, Enoch Light and Stan Getz all were getting action.

The Limbo, too, was continuing its rise through Chubby Checker's waxing on Parkway. Checker's single hit has been followed by a strong album called "Limbo Party," which jumped into the monaural LP chart this week as a national breakout.

'First Family' Reuniting Pitt Distributors & Long-Lost Friends

PITTSBURGH—"The First Family" is making news in Pittsburgh, as it is everywhere else, and here there's another factor besides the album's high sales level. Fenway Records, which has the Cadence line here, reports the album has brought back a lot of old, long-lost customer friends.

"Let's face it" said Fenway's Nick Cenci, "like most other distributors, we've lost accounts through one-stops and transshippers. But when you get a real hot one like this, just watch them come back. The fact is, they can't get nearly enough copies through transshippers and other local sources, to fill their own demand. A hit album has actually forced them back to us. They can't get the stuff any other way."

Meanwhile, at National Record Mart, the city's biggest retail disk chain, the feeling was that sales of "The First Family" were already tailing off, at least slightly, due to heavy discounting in various outlets throughout the city. A spokesman for the firm said that deep discounting of the album in the greater Pittsburgh area had contributed to a "devaluing" process, thus tending to slow sales.

The National Record Mart chain in recent weeks has also embarked on a heavy radio advertising schedule, following the lead of certain manufacturers, who have been using radio spots on albums with considerable success in various markets.

National has bought the entire five-hour nightly Chuck Brinkman deejay show on KQV and is using these commercials to plug an assortment of albums. Brinkman, who recently returned to the station from a hitch in the Armed Forces, has

(Continued on page 8)

150 Best Selling

MONAURAL LP's

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

This Week	Last Week	Title, Artist, Label	Wks. on Chart
11	1	THE FIRST FAMILY Vaughn Meader, Cadence CLP 3060	2
2	1	MY SON, THE FOLK SINGER Allan Sherman, Warner Bros. W 1475	7
3	3	JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V 8432	14
4	4	WEST SIDE STORY Sound Track, Columbia OL 5670	60
5	2	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. 2 Ray Charles, ABC-Paramount ABC 435	7
6	5	PETER, PAUL AND MARY Warner Bros. W 1449	34
7	27	GIRLS! GIRLS! GIRLS! Elvis Presley, RCA Victor LPM 2621	2
8	6	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABC 410	35
9	7	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CL 1869	24
10	10	JOAN BAEZ IN CONCERT Vanguard VRS 9112	8
11	8	SHERRY AND 11 OTHERS Four Seasons, Vee Jay LP 1053	8
12	12	THE MUSIC MAN Sound Track, Warner Bros. B 1459	19
13	9	RAMBLIN' ROSE Nat King Cole, Capitol T 1793	13
14	14	ALLEY CAT Bert Fabric, Atco 148	8
15	13	RAPTURE Johnny Mathis, Columbia CL 1915	8
16	20	STOP THE WORLD—I WANT TO GET OFF Original Cast, London AMS 88001	4
17	16	THE STRIPPER AND OTHER FUN SONGS FOR THE FAMILY David Rose & Ork, MGM E 4062	25
18	15	HATARI! Henry Mancini, RCA Victor LPM 2559	22
19	18	RAY CHARLES GREATEST HITS ABC-Paramount ABC 415	18
20	43	MR. PRESIDENT Original Cast, Columbia KOL 5870	3
21	23	OLIVER Original Cast, RCA Victor LSCD 2004	6
22	36	BUDDY HOLLY STORY Coral CRL 57279	101
23	19	JOAN BAEZ, VOL. I Vanguard VRS 9078	42
24	25	JOSE JIMENEZ TALKS TO TEENAGERS OF ALL AGES Bill Dana, Kapp KL 1304	10
25	32	ALL THE HITS FOR YOUR DANCING PARTY Chubby Checker, Parkway P 7014	8
26	34	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	156
27	17	A TASTE OF HONEY Martin Denny, Liberty LRP 3237	12
28	28	SERGIO FRANCHI RCA Victor LM 2640	4
29	22	THE BEST OF SAM COOKE RCA Victor LPM 2625	9
30	21	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809	32
31	30	MANY MOODS OF BELAFONTE Harry Belafonte, RCA Victor LPM 2574	9
32	24	JOAN BAEZ, VOL. II Vanguard VRS 9094	55
33	50	VLADIMIR HOROWITZ Columbia KL 5771	4
34	40	SURFIN' SAFARI! Beach Boys, Capitol T 1808	4
35	46	TWO OF US Robert Goulet, Columbia CL 1826	16
36	45	WARM AND WILLING Andy Williams, Columbia CL 1879	9
37	31	BOBBY VEE'S GOLDEN GREATS Liberty LRP 3245	7
38	76	MONSTER MASH Bobby (Boris) Pickett & Crypt Kickers, Garpax GPK 57001	7
39	39	CAMELOT Original Cast, Columbia KOL 5620	99
40	69	BASHIN'—THE UNPREDICTABLE JIMMY SMITH Verve V 8474	29
41	35	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133	241
42	42	SINGING THE BLUES Brook Benton, Mercury MG 20740	8
43	55	WHAT KIND OF FOOL AM I AND OTHER SHOW STOPPERS Sammy Davis Jr., Reprise R 6051	9
44	51	MONSTER MASH John Zacherly, Parkway P 7081	6
45	38	TIME OUT Dave Brubeck, Columbia CL 1397	102
46	53	IT KEEPS RIGHT ON A-HURTIN' Johnny Tillotson, Cadence CLP 3058	21
47	26	THE TWO SIDES OF THE SMOTHERS BROTHERS Mercury MG 20675	9
48	49	ONLY LOVE CAN BREAK A HEART Gene Pitney, Musicor MM 2003	3
49	41	GREEN ONIONS Booker T & the MG's, Stax 701	6
50	66	WEST SIDE STORY Original Cast, Columbia OL 5230	114

This Week	Last Week	Title, Artist, Label	Wks. on Chart
51	48	THE BEST OF THE KINGSTON TRIO Capitol T 1705	28
52	44	RUSTY WARREN IN ORBIT Jubilee JGM 3044	7
53	74	HEAVENLY Johnny Mathis, Columbia CL 1351	169
54	52	THE NEW CHRISTY MINSTRELS Columbia CL 1872	9
55	29	ROY ORBISON'S GREATEST HITS Monument M 4009	16
56	57	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	110
57	59	NO STRINGS Original Cast, Capitol O 1695	35
58	68	I'VE GOT A WOMAN Jimmy McGriff, See LP 1012	3
59	60	MY FAIR LADY Original Cast, Columbia OL 5090	349
60	62	ALL THE WAY Frank Sinatra, Capitol W 1558	50
61	54	SOMETHING SPECIAL Kingston Trio, Capitol T 1747	17
62	37	BRENDA, THAT'S ALL Brenda Lee, Decca DL 4326	7
63	77	OLDIES BUT GOODIES, VOL. I Various Artists, Original Sound 3001	167
64	33	ALL ALONE Frank Sinatra, Reprise R 1007	6
65	67	BY REQUEST Perry Como, RCA Victor LPM 2567	12
66	78	BONANZA Various Artists, RCA Victor LPM 2583	4
67	70	OLDIES BUT GOODIES, VOL. IV Various Artists, Original Sound OSR 5003	27
68	65	PATCHES Dickey Lee, Smash SG 27020	6
69	71	PORTRAIT IN MUSIC George Maharis, Epic LN 24021	15
70	47	POT LUCK Elvis Presley, RCA Victor LPM 2523	23
71	63	HERBIE MANN AT THE VILLAGE GATE Atlantic 1380	21
72	56	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LPM 2362	62
73	98	A SONG FOR YOUNG LOVE Letterman, Capitol T 1669	43
74	99	ROME ADVENTURE Sound Track, Warner Bros. W 1458	27
75	79	RUSTY WARREN BOUNCES BACK Jubilee JGM 3039	42
76	83	THE TENDER, THE MOVING, THE SWINGING ARETHA FRANKLIN Columbia CL 1876	5
77	64	JIM, TONY & BOB, THE LETTERMEN Capitol T 1761	10
78	80	TONY BENNETT AT CARNEGIE HALL Columbia CL 23	10
79	110	MUSIC MAN Original Cast, Capitol WAO 990	234
80	89	THAT HAPPY FEELING Bert Kaempfert & His Ork, Decca DL 4305	12
81	61	RAY CHARLES STORY Atlantic 2-900	19
82	134	MERRY CHRISTMAS Johnny Mathis, Columbia CL 1195	2
83	58	MOM'S MABLEY BREAKS IT UP Chess LP 1472	16
84	81	ROSES ARE RED Bobby Vinton, Epic LN 24020	20
85	96	SUGAR 'N' SPICE Peggy Lee, Capitol T 1772	5
86	75	A SWINGIN' SAFARI Billy Vaughn & His Ork, Dot DLP 3458	14
87	82	I HAVE BUT ONE HEART Jerry Vale, Columbia CL 1797	17
88	85	JUDY AT CARNEGIE HALL Judy Garland, Capitol WBO 1569	72
89	90	ROUTE 66 THEME & OTHER GREAT TV THEMES Nelson Riddle & His Ork, Capitol T 1771	9
90	148	WE WISH YOU A MERRY CHRISTMAS Ray Conniff & His Singers, Columbia CL 1892	2
91	94	FOR THE HERO MINDED Peter Nero, RCA Victor LPM 2536	24
92	92	EARL GRANT AT BASIN STREET EAST Decca DL 4299	3
93	95	GOING TO THE VENTURES DANCE PARTY I Decca BLP 2017	4
94	97	THE BUTTON-DOWN MIND ON TV Bob Newhart, Warner Bros. W 1467	15
95	84	MOON RIVER & OTHER GREAT MOVIE THEMES Mantovani, London LL 3261	7
96	127	ROBERTINO Kapp KL 1293	3
97	88	I'LL WALK WITH GOD Mario Lanza, RCA Victor LM 2607	11
98	115	SONGS FOR SINNERS Rusty Warren, Jubilee JLP 2024	39
99	113	DEVIL WOMAN Merry Robbins, Columbia CL 1918	7
100	107	OHI LOOK AT ME NOW Bobby Darin, Capitol T 1791	5

This Week	Last Week	Title, Artist, Label	Wks. on Chart
101	121	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6006	157
102	—	GYPSY Sound Track, Warner Bros. B 1480	1
103	118	BLUE HAWAII Elvis Presley, RCA Victor LPM 2426	60
104	102	ANDY WILLIAMS BEST Cadence CLP 3054	19
105	103	PAUL ANKA SINGS HIS BIG 15 ABC-Paramount ABC 323	128
106	106	SANDY NELSON GOLDEN HITS Imperial LP 9202	3
107	—	LIMBO PARTY Chubby Checker, Parkway P 7020	1
108	112	—GYPSY Original Cast, Columbia OL 5420	106
109	72	TWIST AND SHOUT Isley Brothers, Wand 653	12
110	120	ALL THE HITS BY ALL THE STARS Various Artists, Parkway P 7013	4
111	86	DO THE TWIST Ray Charles, Atlantic 8054	52
112	101	FOLK MATINEE Limeliters, RCA Victor LPM 2547	12
113	130	HOLIDAY SING ALONG WITH MITCH Mitch Miller & the Gang, Columbia CL 1701	2
114	114	ALLEY CAT—GREEN ONIONS Bill Justis, Smash MGS 27021	4
115	143	ELVIS' CHRISTMAS ALBUM Elvis Presley, RCA Victor LOC 1035	2
116	73	COUNTRY MUSIC CONNIE STYLE Connie Francis, MGM E 4079	10
117	124	EXCITING VOICE OF AL MARTINO Capitol T 1774	3
118	87	LET THERE BE DRUMS Sandy Nelson, Imperial LP 9159	48
119	—	BEYOND THE FRINGE Original Cast, Capitol W 1792	1
120	136	HELLO YOUNG LOVERS Nancy Wilson, Capitol T 1767	10
121	93	GLORIA LYNNE AT BASIN STREET EAST Everest LPRR 5137	19
122	105	ALWAYS YOU Robert Goulet, Columbia CL 1676	36
123	—	SEASON'S GREETINGS FROM PERRY COMO RCA Victor LPM 2066	1
124	104	ENCORE OF GOLDEN HITS Platters, Mercury MG 20472	144
125	—	SHOWBOUNDED Ferrante & Teicher, United Artists UAL 2333	1
126	100	RIGHT NOW Herbie Mann, Atlantic 1384	4
127	111	PORTRAIT OF JOHNNY Johnny Mathis, Columbia CL 1644	57
128	150	YOUR TWIST PARTY Chubby Checker, Parkway P 7007	54
129	—	VIVA BOSSA NOVA Laurindo Almeida & the Bossa Nova All Stars, Capitol T 1739	1
130	116	GEORGE MAHARIS SINGS! Epic LN 24001	29
131	122	BOBBY VEE MEETS THE CRICKETS Liberty LRP 3228	22
132	126	DRINKING AGAIN Dinah Washington, Roulette R 25183	9
133	149	MIDNIGHT SPECIAL Jimmy Smith, Blue Note 4078	44
134	—	YOU BELONG TO ME Burgess, Coed LPC 905	1
135	128	DID YOU EVER! Dave Gardner, RCA Victor LPM 2498	12
136	129	GEORGE CHAKIRIS Capitol T 1750	16
137	137	THE BEST OF IRVING BERLIN'S SONGS FROM "MR. PRESIDENT" Perry Como, RCA Victor LPM 2630	2
138	132	DON'T WORRY 'BOUT ME Billy Eckstine, Mercury MG 20736	5
139	131	IT'S JUST MY FUNNY WAY OF LAUGHIN' Burl Ives, Decca DL 4279	29
140	108	BABY ELEPHANT WALK Lawrence Welk, Dot DLP 3457	14
141	109	SINATRA & SWINGIN' BRASS Frank Sinatra, Reprise R 1005	16
142	123	THE GOLDEN HITS OF THE EVERLY BROTHERS Warner Bros. W 1471	17
143	141	BENNY GOODMAN IN MOSCOW RCA Victor LOC 6008	6
144	125	SINATRA SINGS . . . OF LOVE AND THINGS Capitol W 1729	18
145	117	BO DIDDLEY Checker LP 2984	4
146	144	MARILYN Marilyn Monroe, 20th Fox FXG 5000	9
147	—	MERRY CHRISTMAS FROM BOBBY VEE Liberty LRP 3267	1
148	—	NEW FRONTIER Kingston Trio, Capitol T 1809	1
149	—	DION SINGS HIS GREATEST HITS Laurie LLP 2013	1
150	91	THE LIVELY ONES Vic Damone, Capitol T 1748	10

50 Best Selling

STEREO LP's

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	WEST SIDE STORY Sound Track, Columbia OS 2070	57
2	2	JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V6-8432	11
3	3	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. 2 Ray Charles, ABC-Paramount ABC 435	6
4	4	THE MUSIC MAN Sound Track, Warner Bros. BS 1459	19
5	9	PETER, PAUL AND MARY Warner Bros. WS 1449	21
6	10	STOP THE WORLD—I WANT TO GET OFF Original Cast, London AMS 88001	4
7	7	MY SON, THE FOLK SINGER Allan Sherman, Warner Bros. WS 1475	6
8	5	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CS 8669	13
9	8	RAMBLIN' ROSE Nat King Cole, Capitol ST 1793	12
10	36	GIRLS! GIRLS! GIRLS! Elvis Presley, RCA Victor LSP 2621	2
11	6	A TASTE OF HONEY Martin Denny, Liberty LST 7237	11
12	12	RAPTURE Johnny Mathis, Columbia CS 8715	7
13	22	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CS 8609	29
14	15	OLIVER Original Cast, RCA Victor LSCD 2004	7
15	13	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABCS 410	31
16	20	MR. PRESIDENT Original Cast, Columbia KOS 3270	3
17	23	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	144
18	14	VLADIMIR HOROWITZ Columbia KS 6371	6
19	21	WEST SIDE STORY Original Cast, Columbia OS 2001	76
20	18	CAROUSEL Alfred Drake & Roberta Peters, Command RS 843 50	6
21	16	CAMELOT Original Cast, Columbia KOS 2031	99
22	11	HATARI! Henry Mancini, RCA Victor LSP 2559	22
23	38	SERGIO FRANCHI RCA Victor LSC 2640	3
24	25	THE STRIPPER & OTHER FUN SONGS FOR THE FAMILY David Rose & His Ork, MGM SE 4062	24
25	19	TIME OUT Dave Brubeck, Columbia CS 8192	71
26	34	ALL ALONE Frank Sinatra, Reprise RP-1007	4
27	26	WARM AND WILLING Andy Williams, Columbia CS 8679	3
28	30	THE NEW CHRISTY MINSTRELS Columbia CS 8672	8
29	31	MUSIC MAN Original Cast, Capitol SWAO 990	105
30	33	THAT HAPPY FEELING Bert Kaempfert & His Ork, Decca DL 74305	12
31	40	VIVA BOSSA NOVA Laurindo Almeida & the Bossa Nova All Stars, Capitol ST 1739	2
32	24	MOON RIVER & OTHER GREAT MOVIE THEMES Mantovani, London PS 249	8
33	41	THE MANY MOODS OF BELAFONTE Harry Belafonte, RCA Victor LSP 2574	8
34	50	WHAT KIND OF A FOOL AM I & OTHER SHOW STOPPERS Sammy Davis Jr., Reprise RP-6051	5
35	45	CARIBBEAN GUITAR Chet Atkins, RCA Victor LSP 3349	8
36	46	HERBIE MANN AT THE VILLAGE GATE Atlantic 1380	8
37	—	FIRST FAMILY Vaughn Meader, Cadence CLP 3060	1
38	17	JOAN BAEZ IN CONCERT Vanguard VSR 2122	6
39	27	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LSP 2362	60
40	37	TONY BENNETT AT CARNEGIE HALL Columbia CS 823	3
41	29	TWO OF US Robert Goulet, Columbia CS 8626	6
42	35	A SWINGIN' SAFARI Billy Vaughn & His Ork, Dot DLP 25458	12
43	28	SOMETHING SPECIAL Kingston Trio, Capitol ST 1747	18
44	32	BY REQUEST Perry Como, RCA Victor LSP 2567	4
45	42	JUDY AT CARNEGIE HALL Judy Garland, Capitol SWBO 1569	72
46	47	ROME ADVENTURE Sound Track, Warner Bros. WS 1458	25
47	—	WE WISH YOU A MERRY CHRISTMAS Ray Conniff & His Singers, Columbia CS 8692	1
48	44	SUGAR 'N' SPICE Peggy Lee, Capitol ST 1772	5
49	—	BIG BAND BOSSA NOVA Ewech Light & His Ork, Command RS 844 50	1
50	48	MR. P	

Page 1 story

●●● Billboard December 8

CHRISTMAS SNEAKS IN BEHIND 'FIRST FAMILY'

New Christmas singles starting to perk in various markets include Ray Stevens' "Santa Claus Is Watching You," and there was some action and a good deal of radio play on the new Harry Simeone Chorale recording, "Do You Hear What I Hear?"

2

Christmas Hits

Ray Stevens
"Santa Claus is Watching You"
72058

Harry Simeone Chorale
"Do You Hear What I Hear"
72065

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★ STAR PERFORMERS—Selections registering greatest upward progress this week.				S Indicates that 45 r.p.m. stereo single version is available.				△ Indicates that 33 1/3 r.p.m. mono single version is available.				A Indicates that 33 1/3 r.p.m. stereo single version is available.										
THIS WEEK	1 Wk. Ago	2 Wks. Ago	3 Wks. Ago	TITLE	Artist, Label & Number	Weeks On Chart	THIS WEEK	1 Wk. Ago	2 Wks. Ago	3 Wks. Ago	TITLE	Artist, Label & Number	Weeks On Chart	THIS WEEK	1 Wk. Ago	2 Wks. Ago	3 Wks. Ago	TITLE	Artist, Label & Number	Weeks On Chart		
1	1	1	1	BIG GIRLS DON'T CRY	Four Seasons, Vee Jay 465	9	35	55	81	—	TELL HIM	Exciters, United Artists 544	3	67	77	84	—	THE LOVE OF A BOY	Timi Yuro, Liberty 55519	3		
2	2	2	2	RETURN TO SENDER	Elvis Presley, RCA Victor 8106	9	36	53	94	—	EVERYBODY LOVES A LOVER	Shirley Bassey, Scepter 1243	3	68	76	—	—	TROUBLE IS MY MIDDLE NAME	Bobby Vinton, Epic 9561	2		
3	3	3	4	BOBBY'S GIRL	Marcie Blane, Seville 120	9	37	72	—	—	PEPINO THE ITALIAN MOUSE	Lou Monte, Reprise 20106	2	69	62	74	80	—	BABY HAS GONE BYE BYE	George Maharis, Epic 9555	5	
4	8	4	6	LIMBO ROCK	Chubby Checker, Parkway 849	15	38	66	—	—	LITTLE DRUMMER BOY	Harry Simeone Chorus, 20th Fox 121	2	70	—	—	—	WHITE CHRISTMAS	Bing Crosby, Decca 23778	1		
5	7	13	18	TELSTAR	Tornadoes, London 9561	7	39	21	10	5	NEXT DOOR TO AN ANGEL	Neil Sedaka, RCA Victor 8086	11	71	88	—	—	SOME KINDA FUN	Chris Montez, Monogram 597	2		
6	4	6	7	DON'T HANG UP	Orions, Cameo 231	10	40	49	53	57	COMIN' HOME BABY	Mel Torme, Atlantic 2165	7	72	85	95	—	—	ME AND MY SHADOW	Frank Sinatra & Sammy Davis Jr., Reprise 20128	3	
7	6	7	11	THE LONELY BULL	Tijuana Brass, A. & M. 703	8	41	52	76	82	SHUTTERS AND BOARDS	Jerry Wallace, Challenge 9171	5	73	79	82	87	—	I MAY NOT LIVE TO SEE TOMORROW	Brinn Hyland, ABC-Paramount 10374	4	
8	5	8	10	RIDE!	Dee Dee Sharp, Cameo 230	9	42	70	—	—	THE NIGHT HAS A THOUSAND EYES	Bobby Vee, Liberty 55521	2	74	86	92	—	—	GONNA RAISE A RUCKUS TONIGHT	Jimmy Dean, Columbia 42600	3	
9	10	16	17	RELEASE ME	"Little Esther" Phillips, Lenox 5555	8	43	27	17	13	ONLY LOVE CAN BREAK A HEART	Gene Pitney, Musicor 1022	14	75	—	—	—	THE CHRISTMAS SONG	Nat King Cole, Capitol 3561	1		
10	20	41	54	GO AWAY LITTLE GIRL	Steve Lawrence, Columbia 42601	6	44	39	49	55	MARY ANN REGRETS	Burt Ives, Decca 31433	7	76	90	91	—	—	STRANGE I KNOW	Marvelettes, Tamla 54072	3	
11	22	40	50	YOU ARE MY SUNSHINE	Ray Charles, ABC-Paramount 10375	5	45	58	70	81	UP ON THE ROOF	Drifters, Atlantic 2162	7	77	—	—	—	SANTA CLAUS IS WATCHING YOU	Ray Stevens, Mercury 72058	1		
12	15	20	30	RUMORS	Johnny Crawford, Del-Fi 4188	7	46	50	35	38	I LEFT MY HEART IN SAN FRANCISCO	Tony Bennett, Columbia 42332	19	78	83	—	—	—	DESAFINADO	Pat Thomas, MGM 13102	2	
13	16	19	29	KEEP YOUR HANDS OFF MY BABY	Little Eva, Dimension 1003	7	47	65	73	—	LET'S KISS AND MAKE UP	Bobby Vinton, Epic 9561	3	79	87	—	—	—	YOU'VE REALLY GOT A HOLD ON ME	Miracles, Tamla 54073	2	
14	14	27	39	LOVE CAME TO ME	Dion, Laurie 3145	6	48	51	46	51	STUBBORN KIND OF FELLOW	Marvin Gaye, Tamla 54068	9	80	81	—	—	—	MY WIFE CAN'T COOK	Lonnie Russ, 4 J 501	2	
15	24	42	65	HOTEL HAPPINESS	Brook Benton, Mercury 72055	4	49	74	—	—	I SAW LINDA YESTERDAY	Dickey Lee, Smash 1791	2	81	84	—	—	—	THE BALLAD OF JED CLAMPETT	Lester Flatt & Earl Scruggs, Columbia 42606	2	
16	12	18	22	(DANCE WITH THE) GUITAR MAN	Duane Eddy, RCA Victor 8087	11	50	47	36	37	LOVERS BY NIGHT, STRANGERS BY DAY	Fleetwoods, Dolton 62	10	82	—	—	—	—	I'M GONNA BE WARM THIS WINTER	Connie Francis, MGM 13116	1	
17	25	30	41	DEAR LONELY HEARTS	Nat King Cole, Capitol 4879	6	51	63	77	—	TEN LITTLE INDIANS	Beach Boys, Capitol 4880	3	83	—	—	—	—	YOU'RE GONNA NEED ME	Barbara Lynn, Jamle 1240	1	
18	9	5	3	ALL ALONE AM I	Brenda Lee, Decca 31424	12	52	57	60	69	YOU THREW A LUCKY PUNCH	Gene (Duke of Earl) Chandler, Vee Jay 468	4	84	—	—	—	—	HALF HEAVEN—HALF HEARTACHE	Gene Pitney, Musicor 1026	1	
19	11	9	8	HE'S A REBEL	Crystal, Phillies 106	15	53	56	63	73	DIDDLE-DE-DUM	Belmonts, Sabina 507	5	85	—	—	—	—	93 SHE'S A TROUBLEMAKER	Majors, Imperial 5879	2	
20	23	37	40	LET'S GO	outers, Warner Bros. 5283	7	54	60	67	72	THAT'S LIFE	Gabriel & the Angels, Swan 4118	6	86	96	—	—	—	TWILIGHT TIME	Andy Williams, Cadence 1433	2	
21	13	14	19	MY OWN TRUE LOVE	Dupree, Coed 571	9	55	73	86	—	SEE SEE RIDER	LaVern Baker, Atlantic 2167	3	87	99	—	—	—	JINGLE BELL ROCK	Bobby Helms, Decca 30513	2	
22	29	34	46	CHAINS	Cookies, Dimension 1002	6	56	—	—	—	SANTA CLAUS IS COMING TO TOWN	Four Seasons, Vee Jay 478	1	88	—	—	—	—	ECHO	Emotions, Kapp 490	2	
23	31	45	66	RUBY ANN	Marty Robbins, Columbia 42614	5	57	80	—	—	MONSTERS' HOLIDAY	Bobby (Boris) Pickett & the Crypt Kickers, Garpax 44171	2	89	—	—	—	—	ROCKIN' AROUND THE CHRISTMAS TREE	Brenda Lee, Decca 20777	1	
24	18	15	15	DESAFINADO	Stan Getz and Charlie Byrd, Verve 10260	12	58	—	—	—	IT'S UP TO YOU	Rick Nelson, Imperial 5901	1	90	—	—	—	—	I FOUND A NEW BABY	Bobby Darin, Atoe 6244	1	
25	30	44	64	ZIP-A-DEE-DOO-DAH	Bob B. Soxx & the Blue Jeans, Phillies 107	5	59	92	—	—	THE CHIPMUNK SONG	David Seville & the Chipmunks, Liberty 55250	2	91	94	—	—	—	CAST YOUR FATE TO THE WIND	Vince Guaraldi Trio, Fantasy 563	2	
26	19	23	36	ESO BESO	Paul Anka, RCA Victor 8097	7	60	75	78	100	CONEY ISLAND BABY	Exciters, Blast 205	4	92	93	100	—	—	LIMELIGHT	Mr. Acker Bilk, Atoe 6238	3	
27	33	50	61	THE PUSH AND KICK	Mark Valentino, Swan 4121	6	61	78	—	—	DON'T MAKE ME OVER	Dionne Warwick, Scepter 1239	2	93	—	—	—	—	TROUBLE IN MIND	Aretha Franklin, Columbia 42625	1	
28	26	28	34	WIGGLE WOBBLE	Les Cooper, Everlast 5019	9	62	68	80	90	DON'T GO NEAR THE ESKIMOS	Ben Colder, MGM 13104	4	94	—	—	—	—	REMEMBER THEN	Earls, Old Town 1130	1	
29	17	12	12	THE CHA-CHA-CHA	Bobby Rydell, Cameo 228	10	63	64	75	77	A LITTLE BIT NOW	Majors, Imperial 5879	5	95	97	—	—	—	THREE HEARTS IN A TANGLE	James Brown & the Famous Flames, King 5701	2	
30	35	48	63	YOUR CHEATING HEART	Ray Charles, ABC-Paramount 10375	5	64	61	61	74	I LOST MY BABY	Joey Dee, Roulette 4456	7	96	—	—	—	—	LET ME ENTERTAIN YOU	Ray Anthony, Capitol 4876	1	
31	44	56	67	SPANISH LACE	Gene McDaniels, Liberty 55510	6	65	71	83	—	ROAD HOG	John D. Loudermilk, RCA Victor 8101	3	97	—	—	—	—	JINGLE BELL ROCK	Bobby Rydell/Chubby Checker, Cameo 205	1	
32	45	55	75	MY DAD	Paul Petersen, Colpix 663	5	66	69	72	85	RAINBOW AT MIDNIGHT	Jimmie Rodgers, Dot 16407	4	98	—	—	—	—	BIG BOAT	Peter, Paul & Mary, Warner Bros. 5325	1	
33	43	64	—	TWO LOVERS	Mary Wells, Motown 1035	3								99	—	—	—	—	RUDOLPH, THE RED-NOSED REINDEER	David Seville & the Chipmunks, Liberty 55289	1	
34	28	24	28	I CAN'T HELP IT	Johnny Tillotson, Cadence 1432	8								100	—	—	—	—	—	THEME FROM TARAS BULBA (The Wishing Star)	Jerry Butler, Vee Jay 475	1

HOT 100—A TO Z—(Publisher-Licensee)

All Alone Am I (Duchess, BMI)	18	I Saw Linda Yesterday (Jack, BMI)	49	Road Hog (Acuff-Rose, BMI)	65
Baby Has Gone Bye Bye (Dymar, ASCAP)	69	I'm Gonna Be Warm This Winter (Merna, BMI)	82	Rockin' Around the Christmas Tree (St. Nicholas, ASCAP)	89
Ballad of Jed Clampett (Carolltome, BMI)	81	It's Up to You (Four Star, BMI)	58	Ruby Ann (Marion, BMI)	23
Big Boat (Pepmar, ASCAP)	98	Jingle Bell Rock—Helm (Cornell, ASCAP)	87	Rudolph, the Red-Nosed Reindeer (St. Nicholas, ASCAP)	99
Big Girls Don't Cry (Bobob, ASCAP)	1	Jingle Bell Rock—Rydell-Checker (Cornell, ASCAP)	97	Rumors (Aldon, BMI)	12
Bobby's Girl (A. M. E., BMI)	1	Keep Your Hands Off My Baby (Aldon, BMI)	13	Santa Claus Is Coming to Town (Feist, ASCAP)	56
Cast Your Fate to the Wind (Friendship, BMI)	3	Let Me Entertain You (Williamson-Stratford, ASCAP)	96	Santa Claus Is Watching You (Lowery, BMI)	77
Cha-Cha-Cha, The (Fajob-Kalman, ASCAP)	29	Let's Go (Wrist-Giant, BMI)	20	See See Rider (Cotillion, BMI)	55
Chains (Aldon, BMI)	22	Let's Kiss and Make Up (Trio, BMI)	47	She's a Troublemaker (Travis-Riffenhouse, BMI)	85
Chipmunk Song, The (Monarch, ASCAP)	59	Limbo Rock (Four Star Twist, BMI)	4	Shutters and Beards (Camp & Canyon, BMI)	41
Christmas Song, The (Morris, ASCAP)	75	Limelight (Bourne, ASCAP)	92	Some Kinda Fun (Rendell, BMI)	71
Comin' Home Baby (Melotone, BMI)	40	Little Bit Now, A (Travis-Riffenhouse, BMI)	63	Spanish Lace (St. Louis, BMI)	31
Coney Island Baby (Original, BMI)	60	Little Drummer Boy (Delaware-Mills, ASCAP)	38	Strange I Know (Jobete, BMI)	76
(Dance With the) Guitar Man (Linduane, BMI)	16	Lonely Bull, The (Almo, ASCAP)	7	Stubborn Kind of Fellow (Jobete, BMI)	35
Dear Lonely Hearts (Swaco-Cetra, BMI)	17	Love Came to Me (Schwartz-Dial, ASCAP)	14	Telstar (Campbell Connolly, ASCAP)	5
Desafinado—Getz & Byrd (Hollis-Bendig, BMI)	24	Love of a Boy, The (U. S. Songs, ASCAP)	67	Ten Little Indians (Sea of Tunes, BMI)	51
Desafinado—Thomas (Hollis-Bendig, BMI)	78	Lovers by Night, Strangers by Day (January, BMI)	50	That's Life (Mary Hill-Missile, BMI)	54
Diddle-De-Dee (Glendon, ASCAP)	53	Mary Ann Regrets (Pamper, BMI)	44	Theme From Taras Bulba (The Wishing Star) (United Artists, ASCAP)	100
Don't Go Near the Eskimos (Buttercup, BMI)	62	Me and My Shadow (Bourne, ASCAP)	72	Three Hearts in a Tangle (Sonlo, BMI)	95
Don't Hang Up (Kalmann, ASCAP)	6	Monsters' Holiday (Garpax-Underwood, BMI)	57	Trouble in Mind (Leeds, ASCAP)	93
Don't Make Me Over (Bacharach-Jac, ASCAP)	4	My Dad (Aldon, BMI)	32	Trouble Is My Middle Name (January, BMI)	68
Echo (Spare Rib, BMI)	88	My Own True Love (Remick, ASCAP)	21	Twilight Time (Pergie, BMI)	86
Eso Beso (Flanka, ASCAP)	26	My Wife Can't Cook (Lajesse, BMI)	80	Two Lovers (Jobete, BMI)	33
Everybody Loves a Lover (Korwin, ASCAP)	36	Next Door to an Angel (Aldon, BMI)	39	Up on the Roof (Aldon, BMI)	45
Go Away Little Girl (Aldon, BMI)	10	Night Has a Thousand Eyes, The (Blen-Mabs, ASCAP)	42	White Christmas (Berlin, ASCAP)	70
Gonna Raise a Ruckus Tonight (Plainview, BMI)	74	Only Love Can Break a Heart (Arch, ASCAP)	43	Wiggle Wobble (Bob-Dan, BMI)	28
Half a Rebel (January, BMI)	84	Pepino the Italian Mouse (Romance-Ding Dong, BMI)	37	You Are My Sunshine (Peer Int'l, BMI)	11
Hotel Happiness (Dayben-Manson, ASCAP)	15	Push and Kick, The (Claridge, ASCAP)	27	You Threw a Lucky Punch (Jobete, BMI)	52
I Can't Help It (Acuff-Rose, BMI)	34	Rainbow at Midnight (Shapiro-Bernstein, ASCAP)	66	You're Gonna Need Me (Dandelion-Crazy Cajun, BMI)	83
I Found a New Baby (Pickwick, ASCAP)	90	Release Me (Four Star, BMI)	9	You've Really Got a Hold on Me (Jobete, BMI)	79
I Left My Heart in San Francisco (General, ASCAP)	46	Remember Then (Maureen, BMI)	94	Your Cheating Heart (Fred Rose, BMI)	30
I Lost My Baby (Planetary, ASCAP)	64	Return to Sender (Presley, BMI)	2	Zip-A-Dee-Dee-Dah (Jay, ASCAP)	25
I May Not Live to See Tomorrow (Pogo, ASCAP)	73	Ride! (Woodcrest-Check-Colt, BMI)	8		

BUBBLING UNDER THE HOT 100

101. ALVIN'S HARMONICA	David Seville & the Chipmunks, Liberty 55250
102. DESAFINADO	Ella Fitzgerald, Verve 10274
103. MY MAN—HE'S A LOVIN' MAN	Betty Lavett, Atlantic 2160
104. HEY, GODD LOOKIN'	Connie Stevens, Warner Bros. 5318
105. LOVESICK BLUES	Frank Ifield, Vee Jay 477
106. JELLY BREAD	Booker T. & the MG's, Stax 131
107. STILL WATER RUNS DEEP	Brook Benton, Mercury 72055
108. THERE'LL BE NO TEARDROPS TONIGHT	Adam Wade, Epic 9555
109. THE 2,000 POUND BEE	Ventures, Dolton 67
110. THE END OF THE WORLD	Skeeter Davis, RCA Victor 8089
111. GO TIGER, GO!	Guy Mitchell, Jay 270
112. ZERO-ZERO	Lawrence Walk, Dot 16420
113. LET ME GO THE RIGHT WAY	Supremes, Motown 1034
114. GETTING READY FOR THE HEARTBREAK	Chuck Kauger, Wand 128
115. FROM A JACK TO A KING	Neil Miller, Faber 114
116. THEME FROM TARAS BULBA (The Wishing Star)	Ferrante & Teicher, United Artists 537
117. HUSH HEART	Baby Washington, Sue 769
118. FROM THE BOTTOM OF MY HEART (Damm, Damm, Damm)	Dean Martin, Reprise 20116
119. THIS LAND IS YOUR LAND	Christy Minstrel, Columbia 42592
120. DOES HE MEAN THAT MUCH TO YOU?	Eddy Arnold, RCA Victor 8102
121. THE LONGEST DAY (Instrumental)	Mitch Miller, His Ork & Chorus, Columbia 42585
122. JOEY'S SONG	Bill Black's Combo, Hi 2059
123. WOULD IT MAKE ANY DIFFERENCE TO YOU	Ella Fitzgerald, Verve 10274
124. CAST YOUR FATE TO THE WIND	Martin Denny, Liberty 55514
125. MOLLY	Bobby Goldsboro, Laurie 3130
126. MINSTREL AND QUEEN	Impressions, ABC-Paramount 10357
127. MIND OVER MATTER	Molan Strong, Fortune 546
128. FLY ME TO THE MOON—BOSSA NOVA	Joe Harrell & His Ork, Kapp 497
129. STARDUST BOSSA NOVA	Ella Fitzgerald, Verve 10274
130. THE BEST MAN CRIED	Clyde McPhatter, Mercury 72052
131. I'M SO LONESOME I COULD CRY	Johnny Tillotson, Cadence 1432
132. THE JITTERBUG	Dovells, Parkway 855
133. MATILDA	String-A-Longs, Dot 16393

Radio in New Record Programming Era?

JANUARY 12, 1963 • SIXTY-NINTH YEAR • 50 CENTS

Billboard

The International Music-Record Newsweekly

Radio-TV Programming • Phono-Tape Merchandising • Coin Machine Operating

Ratings' Face-Loss Shakes Stations

By MILDRED HALL

WASHINGTON—A revolution in radio and TV programming could begin as a result of consent orders agreed to last week by three top rating services. The audience-measuring companies signed an order indicating they would not misrepresent the accuracy of their measurements and would not use survey techniques which cause "bias or error" in their future rating reports.

Rating firms which signed FTC's consent agreements—Pulse, Nielsen and C-E-I-R (parent of ARB)—will be off the government's hook with the addition of new text and explanatory matter in their reports, spelling out just how the measurements are made and what the limitations are. However, the damage to the "image" of ratings—particularly as the basic guide to radio programming, or as a quick method of inflating a radio station's value with an eye toward a fast capital-gains killing—may have been done.

Consent agreements do not constitute admission of guilt. But broadcasters, programmers, talent, advertisers and time-buyers who have treated rating numbers as mathematical gospel may be less easily swayed in the future. Music programmers, who have been forced to schedule records with an eye toward boosting program ratings, may be more free to exercise their personal judgment.

Broadcasters Complain

During payola hearings in 1960, broadcasters complained to the House Commerce Committee that the rating services forced them into Top-40-type programming because these stations were given "top ratings," and advertisers flocked to them at the expense of stations given lower ratings. It was noted by an angry Rep. John Moss (D., Calif.), at the time, that the rating services were doing a disservice to both advertisers and broadcasters by forcing a program base on a completely unselective basis, although certain advertisers would be far better off taking time on a special

(Continued on page 8)

Decca \$1 Mil. Gets Rick

HOLLYWOOD—Rick Nelson last week signed a 20-year contract with Decca Records which guarantees him more than a million dollars in disk revenue, Billboard learned. The contract, after a month of intensive negotiation, was officially in effect at 3 p.m. Thursday (3) when Decca signatures were affixed to the paper in New York. A separate contract, providing for two films featuring Rick (for Decca's sister firm, Universal Pictures), also was signed.

By LEE ZHITO

Thus was ended one of the hottest bidding battles by record labels of recent years trying to get a top-selling artist. As exclusively reported by Billboard (October 27), bids for Nelson started flying last fall when it was learned that the young singer's contract with Lew Chudd's Imperial Records was expiring December 31. Labels seeking Nelson were Capitol, Challenge, Columbia, Dot, Everest and RCA Victor.

Decca was a late entry in the bidding. It opened its negotiations the last week of November. Ozzie Bargains

Throughout the hot scramble for Rick, the singer's father, Ozzie Nelson, who has guided his son's career, held out for a guaranteed \$1,000 a week over

a 25-year period. The reported Universal Pictures' deal may more than make up for the remaining five years at \$1,000 a week previously demanded.

Actually, the \$1,000-per-week (Continued on page 8)

Cameo Leans On Its Limbo

PHILADELPHIA — Cameo-Parkway Records, which started out 1962 with a slew of hot twist singles and LP's, thinks it has an even hotter dance going for it as 1963 begins. That would be the limbo. The Chubby Checker single dinking of "Let's Limbo," on Parkway, has passed the 1,600,000 mark according to the firm, and the LP, which was issued only two months ago, is now over the 200,000 sales figure, firm said.

Cameo-Parkway would up its hottest year in 1962. Firm had a total of 17 singles on Cameo or Parkway in the top 50 of Billboard's "Hot 100" chart, best showing in its history.

(Continued on page 8)

Gloria Lynne Gets 100G in 3-Year Everest Contract

HOLLYWOOD — Everest Records last week tore up its existing contract with Gloria Lynne to sign her to a new three-year pact, guaranteeing her \$100,000. The label paid her a bonus of \$20,000 to sign the new agreement. Her existing deal was due to expire in October 1963.

Terms of her new Everest deal call for a minimum of three LP's plus two single sessions per year. The songstress' new LP release for the label, now being shipped, is "Gloria Lynne at the Las Vegas Thunderbird," which Everest's President Bernie Solomon claims an advance order of 40,000.

CHARLES CUTS NEW SINGLES

HOLLYWOOD — The first Ray Charles' single session in over a year was held here last week. Charles had not cut any singles disks in that time because his last three singles were taken from his hot country and western LP's, Volumes I & II. The Charles date, held last Thursday (3), was done without strings, unlike Charles 1962 smashes "I Can't Stop Loving You" and "You Don't Know Me." And the songs were not ballads. Sid Feller, ABC-Paramount a.&r. director, handled the sessions.

West Germans Eye Our Copyright Move

By OMER ANDERSON

FRANKFURT — West Germany's music trade will post strong observer delegations to Washington for the convening of the 88th Congress Wednesday (9).

But the Germans will be as divided in their sympathies and interests as the segments of the American trade likely to be affected by Congressional action to amend the 1909 Copyright Act.

West German phonograph operators are sending observers to Washington with the idea of getting material for use in trying to influence revision of the German copyright law, which

like the U. S. Copyright Act is a jumble of long-outdated legislation stemming from the turn of the century.

The Germans hope to work with the Music Operators of America in seeking an international approach to the writing of copyright legislation. The Germans will attempt with due circumspection to get the view across to American Congressmen that, as one German operator official remarked, "It is, after all, one world, and it is time that the various legislating bodies in the Western nations at least took cognizance of the fact."

(Continued on page 40)



BRENDA LEE IS SEEN grasping a favorite stuffed animal, one of 50 saved from destruction when fire gutted her home in Nashville. Soon after this picture was taken, Brenda re-entered the flaming house in a vain effort to save pet poodle Cee Cee. See story on page 6.



SINGLES

★ NATIONAL BREAKOUTS

No National Breakouts This Week.

★ REGIONAL BREAKOUTS

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

THE DOG . . .

Rufus Thomas, Stax 130 (East, BMI) (Washington, Memphis-Nashville)

MISERLOU . . .

Dick Dale and the Del-Tones, Del-tone 5019 (Colonial, BMI) (Los Angeles)

MAMA-OOM-MOW-MOW . . .

Rivingtons, Liberty 55528 (Beechwood, BMI) (Philadelphia)

BO-TIME . . .

Mar-Keys, Stax 133 (East, BMI) (Memphis-Nashville)

COME TO ME . . .

Richard (Popcorn) Wylie, Epic 9543 (Popmore, BMI) (Atlanta)

I'LL BE LOVING YOU . . .

James Darren, Colpix 664 (Spanka, BMI) (New Orleans)

ANY OTHER WAY . . .

Jackie Shane, Sue 776 (East-Bais, BMI) (Washington)

BLAME IT ON THE BOSSA NOVA . . .

Eydie Gorme, Columbia 42661 (Aldon, BMI) (Pittsburgh)

BLACK PEPPER WILL MAKE YOU SNEEZE . . .

Roy Lee Johnson, Okeh 7160 (Lowery, BMI) (Washington)

FLY ME TO THE MOON . . .

Mark Murphy, Riverside 4526 (Almanac, ASCAP) (Buffalo)

GO HOME GIRL . . .

Arthur Alexander, Dot 16425 (Painted Desert, BMI) (Baltimore)

(Continued on page 8)

ALBUMS

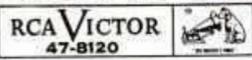
Page One Albums will be found in the LP Review Section of this issue

TWO NEW SMASH SINGLES ON
AMY/MALA

LONE TEEN RANGER and
LITTLE RED RIDING HOOD (AND THE WOLF)

... Turn to
Page 11
and Look
at the Action!

MANCINI SCORES AGAIN!

HENRY MANCINI 45 RPM
**Days of Wine
and Roses** 
Seventy Six Trombones



HIT SINGLE FROM THE NEW HENRY MANCINI-
SCORED FILM **'DAYS OF WINE AND ROSES!'***
GO BIG ON "OUR MAN" MANCINI! **# 8120**

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RCA VICTOR



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BIG HIT SINGLES

- #16407 **Rainbow At Midnight / Rhumba Boogie** **Jimmie Rodgers**
- #16420 **Zero-Zero / Night Theme** **Lawrence Welk**
- #16416 **Mexican Joe / In The Room** **Pat Boone**
- #16417 **Down Yonder / I'm Waitin'** **Billy Vaughn**
- #16423 **Bei Mir Bist Du Schoen / Lida Rose** **The Lennon Sisters**
- #16410 **The Little Drummer Boy** **The Jack Halloran Singers**
- #16422 **A' Wanderin' / I Been Ramblin'** **The Fairmount Singers**
- #16393 **Matilda** **The String-A-Longs**
- #16404 **Ballin' The Jack / Ragtime Johnny** **Johnny Maddox**
- #16387 **Anna ^{GO TO HIM} / I Hang My Head And Cry** **Arthur Alexander**
- #16406 **Blues Stay Away From Me / Every Step Of The Way** **Pat & Shirley Boone**
- #16413 **Break Down And Cry / She's Stayin' Inside With Me** **Fabian**
- #16421 **Boss** **The Rumlbers**
- #16419 **On The Longest Day / The Only Cure** **Sonny James**

HOT ALBUMS ON DOT

STEREO DLP NO.	MONO DLP NO.	ALBUM TITLE	ARTIST
25016	3016	THE GOLDEN INSTRUMENTALS	Billy Vaughn
25068	3068	HYMNS WE LOVE	Pat Boone
25071	3071	PAT'S GREAT HITS	Pat Boone
25100	3100	SAIL ALONG, SILV'RY MOON	Billy Vaughn
25118	3118	STAR DUST	Pat Boone
25157	3157	THE MILLS BROTHERS' GREAT HITS	
25165	3165	BLUE HAWAII	Billy Vaughn
25249	3249	RAGTIME PIANO GAL	Jo Ann Castle
25276	3276	THEME FROM A SUMMER PLACE	Billy Vaughn
25292	3292	THE LENNON SISTERS SING 12 GREAT HITS	
25359	3359	CALCUTTA	Lawrence Welk
25406	3406	THE ANDREWS SISTERS' GREATEST HITS	
25412	3412	MOON RIVER	Lawrence Welk

STEREO DLP NO.	MONO DLP NO.	ALBUM TITLE	ARTIST
25432	3432	A LAWRENCE WELK SING-A-LONG PARTY	
25442	3442	THE SHIFTING WHISPERING SANDS	Billy Vaughn
25450	3450	GREATEST ORGAN HITS	Jerry Burke
25453	3453	NO ONE WILL EVER KNOW	Jimmie Rodgers
25460	3460	CHEROKEELY SWINGS!	Keely Smith
25463	3463	MATILDA	The String-A-Longs
25475	3475	I LOVE YOU TRULY	Pat and Shirley Boone
25455	3455	PAT BOONE'S GOLDEN HITS	Pat Boone
25457	3457	BABY ELEPHANT WALK	Lawrence Welk
25458	3458	A SWINGIN' SAFARI	Billy Vaughn
25447	3447	THE WRIGHT TOUCH	George Wright
25428	3428	YOUNG WORLD	Lawrence Welk
25389	3389	YELLOW BIRD	Lawrence Welk

CHRISTMAS ALBUMS

STEREO DLP NO.	MONO DLP NO.	ALBUM TITLE	ARTIST
	3083	CHRISTMAS CHIMES	Dr. Charles S. Kendall
25148	3148	CHRISTMAS CAROLS	Billy Vaughn
25222	3222	WHITE CHRISTMAS	Pat Boone
25225	3225	CHRISTMAS ORGAN AND CHIMES	Dr. Charles S. Kendall & Dr. Norman S. Wright
25232	3232	MERRY CHRISTMAS	The Mills Brothers

STEREO DLP NO.	MONO DLP NO.	ALBUM TITLE	ARTIST
25233	3233	THE LITTLE DRUMMER BOY	The Jack Halloran Singers
25343	3343	CHRISTMAS WITH THE LENNON SISTERS	
25345	3345	A KEELY CHRISTMAS	Keely Smith
25397	3397	SILENT NIGHT	Lawrence Welk
25479	3479	CHRISTMAS TIME	George Wright

ARMADA Meet Draws Top Industry Figures

DETROIT—Dramatic, eleventh-hour developments have contributed to turning the scheduled board meeting of the American Record Merchants and Distributors Association (ARMADA) here Monday and Tuesday (10-11) into a disk industry summit meeting.

At presstime Friday (7) it was learned that the meeting will be attended by top representatives of the National Association of Record Merchandisers (NARM) and the Record One - Stop Association (ROSA) in addition to the president of the Society of Record Dealers (SORD) and several top diskery execs.

Representing NARM will be executive director Jules Malamud. Irv Perlman, of I. J. Morgan one-stop in Philadelphia, president of ROSA, has also accepted an invitation to attend. Earlier, SORD President Andy Anderson of the Record Center, Chicago, had also made known his plans to attend. In addition, it was expected that Mercury Vice-President Kenny Myers and Lenny Sachs, sales chief of

Atlantic-Atco, would also be present.

In view of the numerous guests expected, ARMADA announced a last-minute change of plans for its meeting schedule.

The board meeting was originally expected to take two full days. Now, Monday will be given over entirely to informal talk between ARMADA board members and the visitors, touching upon many common problems. Tuesday will be held aside for the private board meeting as originally planned.

A key point of discussion may well be the matter of pricing and discounts as brought out in a plank

of the ARMADA platform adopted last August at a Chicago meeting. The plank held that the industry should "seek a livable plan of discount between distributors, rack jobbers and one-stops, whereby all can prosper."

In addition to the invited guests, attending the meeting will be ARMADA President Heilicher, Vice-President Johnny Kaplan, Treasurer Harry Schwartz, and Bob Chatton, Henry Droz, Al Sherman, Jimmy Martin, Carl Glaser, Jake Friedman, Irwin Fink, Bill Shockett, Bud Lampe and ARMADA executive secretary, Paul Ackerman.

Chipmunk Yule Chirping Brings in Plenty of Nuts

HOLLYWOOD — Liberty Records is reaping a Chipmunk sales bonanza as a result of its all-out pre-Yuletide drive, according to Don Bohanan, its national sales director. Bohanan told BMW that the label already has sold more than \$800,000 (at manufacturer's price) in Chipmunk product, and expects to pass the million dollar mark by Christmas.

Liberty launched its Chipmunk Christmas sales program last month, adding a new LP ("Christmas with the Chipmunks"), and two EP's (one is entitled the same as the album, and the other, "The Chipmunk Songbook") to its existing catalog of five Chipmunk LP's and two EP's. The program provided a 15 per cent cash discount, a 100 per cent exchange privilege, plus two equal payments, deferred to December 10 and January 10.

It buttressed its Chipmunk drive TV spot announcements following "The Alvin Show" in 37 key markets, with the plugs hitting the air during the last two weeks in November and the first two weeks in December. The "Alvin" show is on the CBS-TV network Saturday mornings (10-10:30).

Buys TV Spots

As disk sales promoting experiment—and one which should pay off in additional product moved—

Liberty has purchased a TV saturation spot announcement campaign here on Station KTTV, aired during that station's daily morning line-up of children's programs. The *(Continued on page 10)*

SHOE TIME

Thom McAn Puts Kick in Bossa

NEW YORK—Colpix is getting into samba-beat step with Thom McAn Shoes to promote bossa nova products of both firms.

The deal: Thom McAn, which has 1,300 stores in the U. S., will place album jackets of Colpix's "New Beat-Bossa Nova" Zoot Sims LP in its windows. And the shoe chain's radio-TV spots for men's and women's "bossa nova shoes"—a fashion item introduced in November—will be tagged with plugs for the Sims album.

Colpix also has a joint promotion going with the 105 Fred Astaire Dance Studios for free bossa nova dance certificates for album purchasers who, presumably all set with their record and their footgear, are now ready to learn the dance.



BOBBY VINTON, right, gets Billboard Music Week award from TV's Dick Clark. Award names the Epic Records singer as America's Disk Jockeys' Most Promising Male Vocalist of 1962. Vinton appeared on Clark show to promote latest album, "Roses Are Red," and his single, "Let's Kiss and Make Up."

Dot Branches to Handle 2 Labels

HOLLYWOOD—Distribution of World Pacific and Horizon lines will be handled by Dot Records branches in nine markets, according to a deal concluded here last week between Dot President Randy Wood and Dick Bock, W.P. president. Since W.P. handles national distribution for Dave Hubert's Horizon label, the Dot-owned outlets in the specified markets will automatically acquire that label as well.

Markets which W.P. is switching its distribution to the Dot branches includes Nashville, Dallas, Houston, Memphis, New Orleans, St. Louis, Kansas City, Atlanta, and Pittsburgh. Bock said that this move was prompted by his desire to strengthen his distribution in these markets, the majority of which are in the South. Bock said he plans to continue to his present distributors in all markets and has no intention of turning over his entire distribution to Dot.

Discrimination Against I-Stops No. 1 Topic at ROSA Meeting

CHICAGO — Alleged preferential treatment of rack jobbers as against one-stops and what to do about it was a prime topic of conversation at a meeting of the Record One-Stop Association (ROSA), newest industry trade group, at the Sahara Inn here last week.

Various speakers brought out that one-stops create hits and for the most part pay their bills and therefore should not be placed in the position of having another marketing entity favored in terms of pricing. It was decided to compile figures which will indicate to manufacturers the sizable portion of the business being done by one stops, particularly in singles.

Another topic discussed was the matter of free goods and the necessity of getting enough to properly promote a record.

"We're not attempting in any way to by-pass distributors," ran one comment. "We simply want our share of these free goods. We don't like to see distributors just swallow up the free goods as a device for enabling them to give other people lower prices."

More than 20 leading one-stops, including five new members, were represented at the meeting. In addition, representatives of RCA Victor, Liberty, Atlantic and Capitol also were there. Another meeting is being planned for March 1963.

COMMAND LEGIT BOW 'SCANDAL'

NEW YORK — Command Records first venture into the world of legit will be a three LP de luxe package of the current revival of Richard Sheridan comedy "The School for Scandal." Set, which was waxed by Enoch Light in London last month, will retail for \$14.95. Package was directed by Sir John Gielgud, who also directed the show. It has played nine months in London, is now in Philadelphia, and will open in New York January 24.

Chi Runs Amok Over 'First Family' Shipping

By NICK BIRO

CHICAGO—The steam rolling sales pace of "The First Family" has turned the Midwest into a hotbed of discord, with charges and counter-charges of trans-shipment and improper pricing.

A spokesman for M-S Distributing Company, Cadence outlet here, estimated that some 50,000 copies of the album had come into the city from such out-of-town sources as St. Louis, Detroit and Milwaukee.

M-S, in turn, is being charged with trans-shipment to Kansas City, Mo., at a time when the album was not even made available to stores here.

Complain of Price

Adding to the furor, dealers and

one-stops are complaining that the Chicago distributor is only giving a 10 per cent discount despite a nationally advertised Cadence deal of "four free with 25," which works out to 13.1 per cent.

The trans-shipment r h u b a r b started when key dealers and one-stops here received an anonymous letter charging that M-S had sent more than 1,000 "The First Family" albums to Jenkins Music Company, Kansas City, Mo., via air freight, Braniff Airlines.

Bearing a Kansas City postmark, the letter asked, "Had you wondered why you couldn't get 'The First Family' last Tuesday and Wednesday (Nov. 21 and 22)? Your local distributor decided his regular customers could wait . . ." said the

letter, citing the Kansas City shipment.

Urged Action

It concluded urging a phone call or letter to Cadence Records to "help stop unethical dealings such as this."

Paul Levy, Midwest Distributing Company, St. Louis (Cadence distributor for the Kansas City area), had a great deal more to say.

Emphasizing he had nothing to do with the letter and didn't even know who sent it, Levy gave BMW the following account:

"As of Wednesday, I had sent 50 'The First Family' albums to our Kansas City branch, all I could get. That same afternoon, Jenkins received a 20-lot (500 albums) shipment of the album from M-S. The

shipment arrived on Braniff Airlines at 4:36 p.m. and the labels were clearly marked M-S.

Album advertised

"Jenkins had been advertising it was the exclusive dealer for 'The First Family' as early as Tuesday (20), at a time when they didn't even have a copy of the album.

"Later Wednesday evening, Jenkins received another 20-lot shipment, and on Friday (23) received a 60-lot order. In all, they received 2,500 albums. All the boxes were clearly marked with the M-S label."

Levy said he wasn't able to begin his own quantity shipments until Friday (23).

He said he had copies of all the M-S shipping labels and had even sent one set to Bud Dolinger and

Archie Bleyer, Cadence general manager and president, respectively, who he described as "very upset" over the news.

Fight Fire With Fire

Levy said he had already started "fighting fire with fire" and was shipping "substantial quantities" of the album to Chicago accounts from St. Louis. He said he wouldn't stop until he felt he had gotten back his lost sales.

Several Chicago dealers and one-stops confirmed that they were buying from Levy. One, considered one of the city's leading users, answered simply: "Why not? The price is right. Besides, M-S won't even give us the full Cadence deal."

Just how much merit there is to *(Continued on page 10)*

Copy Cats Bare Claws Playing Follow-Meader

NEW YORK—A major battle shaped up at week's end between Laurie and Roulette Records over albums calculated to cash in on the success of "Cadence's "First Family" record-breaker. What made the pitched battle particularly intriguing was the fact that the two albums in question had a common topic and virtually the same title. At week's end the companies exchanged wires, each threatening the other with possible law suits.

Roulette's "At Home With That Other Family," dealing with the Krushchev family in the Kremlin, was written and recorded last Monday and Tuesday (3-4) and finished dubs for deejays were on their way out to key stations late Wednesday (5).

Laurie recorded its "The Other Family" with the same basic cast of characters a few

days earlier on Thursday night (29). Dubs were ready Monday and Tuesday of last week, with album cover slicks following on Wednesday. Red eyes, sweat and short tempers characterized the atmosphere at both diskeries as each, aware of the other's plans, raced to outdo the opposition.

At week's end, results were in doubt as most precincts had not yet reported in. Extravagant claims of shipments and deejay play were being made on both sides with lots of road activity going on.

Meanwhile, it was apparent that the comedy follow-up activity would not stop with these two albums. Reports were out that comic Nipsy Russel was cutting a set called "The Last Family," while another label was going everybody one better by a brush attempt to cash in on not one but two, current smash titles. The set was to carry the title "My Son, the President."

4 LABELS OPEN BIDDING FOR LOUDON DISK RIGHTS

NEW YORK—Four record labels have made bids for the right to release recorded material by Dorothy Loudon. The offers came on the heels of the comedienne's smash appearance on the Garry Moore TV show Tuesday (4) which drew rave notices from many of the country's TV critics.

The artist's rep, Paul Rosen of NRB Agency, would not name the companies which had made offers for the artist's services, but he did say that the four firms included majors and major independents.

Miss Loudon's appearance on the Moore show has electrified the TV industry in much the same way "The First Family" album did to the disk trade. She has been signed by Moore for 16 more appearances on the show. This same procedure shot Carol Burnett to stardom on the very same TV show a short while back. Many think that in Miss Loudon, Moore has a successor to Miss Burnett.

Dorothy Loudon is no stranger to New York's night club whirl. She has been a favorite of the hip, exclusive club set for at least six years having worked clubs like Bon Soir and the Blue Angel. As a matter of fact, she has an LP on Coral titled "Dorothy Loudon at the Blue Angel."

Prior to her smash outing on the Moore show, Miss Loudon drew the brightest reviews from the ill-fated musical comedy "Nowhere to Go But Up" which closed a short time ago on Broadway.

Everest Etches Lynne's First

HOLLYWOOD—Everest Records last week held its first recording session with Gloria Lynne. She is the best selling singer the label has had since Bernie Solomon took over ownership of the company more than a year ago. She recorded an album, "Gloria Lynne at the Las Vegas Thunderbird." The songstress has been booked into the Thunderbird for a three-week engagement.

The firm also acquired rights to the holiday album by the Sistine Choir of St. Peter's Cathedral in Rome, under terms of a five-year leasing arrangement, and will issue it under its own label.

The LP is comprised of selections from the films, "Christ Is Born" and "Christ Is Risen," produced by International Television Productions, Inc.

Rights to the album belonged to Mitch Hamilburg, with whom Everest's president, Bernie Solomon, concluded the leasing arrangement. The disk previously had been handled by Mickey Goldsen under his Criterion banner.

The album repertoire lends itself for marketing both during the Christmas and Easter holiday seasons.

Livingston Heads Academy Award

HOLLYWOOD—Capitol President Alan Livingston will serve as moderator of a panel discussion. "The Big Debate: Artists vs. A.&R. Men," to be staged here by the local chapter of the National Academy of Recording Arts and Sciences. It will be held 8:30 p.m., Monday (10) at CBS Television City. Lou Bush, George Shearing and Jo Stafford will plead the artists' side, with Liberty's Snuffy Garret, Capitol's Voyle Gilmore, and Columbia's Irving Townsend defending the a.&r. men's cause.

2 HALLS FULL FOR 'MY SON AT CARNEGIE'

NEW YORK—Ticket demand for Allan Sherman's first Carnegie Hall concert December 28 was hot, heavy and overwhelming, so he is booked for another Carnegie special three days later, New Year's Eve. Sherman was originally to have been at the Academy of Music in Philly that night, but his personal managers, Durgom-Katz, fixed a postponement. The New Christy Minstrels have joined Sherman's concert tour company and will be on hand for both Carnegie dates as well as for his subsequent cross-country tour early in the new year.

JFK Album Closes in on 3 Million

NEW YORK—The Allan Sherman album of "My Son, the Folk Singer" has passed the one million mark. And the Vaughn Meader album of "The First Family" was, at press time, coming close to the three million mark, with about 2,750,000 LP's sold, according to a company spokesman.

The take-home pay of both Sherman and Meader on these two albums should put them into nice tax brackets. Sherman is getting close to 40 cents an album (the 60-cent figure previously reported was inflated). Meader is reportedly getting 50 cents an LP, but he has to split with his writers and producers.

It is interesting to note that the sale of the Meader LP is equal to or better than the sale of the Chipmunk single of three years ago, when the little creatures sold 3,000,000 copies of "The Chipmunk Song" in a little more than three weeks.

Bids Fly High For Jimmy Smith

NEW YORK—Three record firms are strongly bidding to land Jimmy Smith when his pact with Blue Note expires in February. Clarence Avant, Smith's manager, says the firms are Mercury, Verve and Reprise.

Avant is asking for a three-year contract, with guarantees of \$150,000, or \$50,000 a year. If Avant gets that, it would put Smith at the top as a jazz artist as far as royalties go, and would, in fact, put him on a guarantee level comparable to many top pop acts.

Meanwhile Smith changed booking agencies last month. He is now with Joe Glaser's Associated Booking Corporation. He was formerly handled by Shaw Artists.

LOYAL SON

Sherman Says No to TV Till After Moore Show

HOLLYWOOD—Allan Sherman, one of show business' most sought after personalities since his "My Son, the Folk Singer" LP hit, is turning a deaf ear to all other TV offers until he makes his TV debut on the Garry Moore Show. Moore is Sherman's former boss, whom he had served as writer and producer. He will tape the Moore show on January 4 in New York.

Following the Moore debut, Sherman will then entertain the offers he has received from the Ed Sullivan, Jack Paar and Perry Como shows.

Sherman has signed the new Christy Minstrels to accompany him on his upcoming concert tour of the East, providing the Coast-

born folk singing group their first in-person exposure to audiences outside of Southern California. Sherman has been breaking in his concert material doing benefit performances locally.

Dates set so far for the Sherman-Christy tour are: Hartford (Dec. 26), Boston (27), New York's Carnegie Hall (28), Newark (29), Baltimore (30).

Limbo Game Firm Eyes Disk Stores

HOLLYWOOD—The Wham-O Manufacturing Company, one of the leading game manufacturers, is setting its sights on disk dealers and record racks as a means of marketing its new "Limbo" game as a natural tie-in with the current limbo dance craze. Wham-O's "Limbo" package comes complete with the limbo side standards and cross-bar under which the limbo dancers are supposed to wriggle, plus a 45 single of limbo music. It lists for \$2.98 with dealers getting a 40 per cent mark up.

Wham-O appointed Guy Ward Associates, Beverly Hills firm specializing in disk distributor relations, to set up a national network of record distributors. The Ward firm tested the "Limbo" game locally with Pep Distributing of Los Angeles. The results proved to be so rewarding that Wham-O decided to go national thru disk distributors. Ward Associates is now in the process of appointing disk distributors in other markets.

Smash Signs Toni Fisher

CHICAGO—Toni Fisher was signed to a long-term contract by Smash Records last week, representing a new policy for the year-old diskery.

Irving B. Green, president of Mercury Record Corporation, parent company of Smash, said that up to now the label had depended mainly on masters and building unknown artists.

Green termed Miss Fisher the first name artist to be signed, adding that additional name artists, including several young television stars, will be added soon.

Also planned is an expansion of the LP catalog for both the Smash and Fontana labels.

Willson Show Might Do an 'Oliver,' Open on Coast

NEW YORK—There is a 50-50 possibility that the Meredith Willson musical version of "Miracle on 34th Street" will open on the West Coast in San Francisco in the spring of 1963—months before it is due to open on Broadway in September.

Stuart Ostrow, producer of the show, is now negotiating with Edwin Lester, head of the Civic Light Opera Company of Los Angeles, who wants to book the show into the Curran Theater in San Francisco for seven weeks, and then put it on for another seven weeks in Los Angeles.

Whether the deal goes through, according to Ostrow, depends on the size of guarantee and on whether the director, choreographer, designer and stars will be available for a 22-week out-of-

town stay. For in addition to San Francisco and Los Angeles the show would also play Detroit and another Eastern city for a stay before coming into Manhattan.

Sound Reasons

Ostrow likes the idea of playing 14 weeks on the Coast because it could give the show a chance to come into New York with most or all of its nut paid off. In addition, Ostrow is intrigued with the idea of issuing an original cast album of a show prior to its New York opening. The original cast waxing of "Oliver," issued while the English show was on the Coast, is already a smash and the musical will not open in New York for another fortnight.

If the deal with Lester does not come off, then "The Miracle on 34th Street" will have a normal Eastern pre-broadway run. Ostrow, however, still feels that the original cast would even help pre-sell the show.

Indies Bid, Too

Though there has been talk with record companies about the cast rights to the new Meredith Willson show (which is as yet untitled), nothing has been set. Ostrow did say that besides the majors' interest, a number of indie labels have come up with sizable offers for recording rights.

Right now, Ostrow has tentative plans for another musical after the Willson show gets on the boards. This will not be the show that he closed in Philadelphia last spring, "We Take the Town." Ostrow said the new one would have a Mexican locale.

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Slim Rose's Teen One-Stop to Seek Order in Oldies' Chaos

By REN GREVATT

NEW YORK—Old group rock and roll hits continue to sell at an increasing pace, a fact responsible for a major new development in this field, according to Irving (Swingin' Slim) Rose, prime purveyor of this merchandise here, through his Times Square Records Store.

Rose is expanding his normal retail operation into an all-label one-stop for the venerable group rock hits, a move which he feels will tend to eliminate some of the evil practices which he says have crept into this field.

Rose, until now, has dealt largely in original versions of the old hits. On many of these, there is a fancy price involved with the size of the price depending on the relative rarity of the disk. On the other hand, Rose has frequently found

J-G Beefs Up Promo Dept.

NEW YORK—Jay-Gee Records has expanded its promotion department to handle its own subsidiaries labels, Jubilee and Josie, and to help push the other labels that Jay-Gee now has. Jay-Gee now distributes for 21 labels both nationally and internationally.

Steve Blaine, head of Jay-Gee, said that the firm is taking on more and more small labels for distribution, with Jay-Gee acting like a movie company that handles outside product. Jay-Gee, says Blaine, will finance a new label, offer pressing through its Monarch Record Manufacturing Company plant on the West Coast, and handle national distribution through its Cosnat distributorships owned by its parent company.

The expanded promotion set-up is under Murray Deutch, national promotion director.

Promotion men under Deutch are: Harry Goldstein, West Coast; Sal Licata, Upstate, New York; Noel Wallis, in the South; Fred Demann, Midwest; Dick Foster, San Francisco. Other promotion men include Mickey Eichner, New York; Bill Roberts, Pittsburgh; Jim Patton, Los Angeles; Mel Knar, Detroit, Paul Baio, Chicago. Rick Willard out of New York handles all Jay-Gee r.&b. promotion work.

Local 47 Return Member Seals

HOLLYWOOD — Members of Hollywood's once strife-torn Musicians Union (AFM Local 47) last week gave the incumbent administration a resounding vote of confidence by re-electing President John Tranchitella and his slate of officers.

The election enjoyed a large turnout despite the fact that no major issues were at stake. The only important contest existed between incumbent Vice-President Max Herman and his challenger, Henry David. Herman won easily with 1,753 against David's 302. Herman also bettered David for Convention Delegate, winning by a margin of 1,702 to 432.

Others winning included Dale Brown, Edward Cano and Bob Elliott, trustees; Al Gayle, Gotthofer, Joyce Collins, Armando Herrera and Rene Hall, directors; Don Wight, Charles Gonzales, Harvey Brooks, William Nadel, Hugh McNutt and Don Linder, trial board members.

himself in the position of having stirred up so much action on a given old disk, through a radio show he recently did on a local indie station, that it was necessary to locate the original manufacturer of the master and arrange for a re-pressing of the record.

The very nature of the business, however, has bred what might be called "a bad scene" with regard to the oldies. The fact is that in many cases, the small indie label which originally produced the hit may long since have been out of business, its owners having retired to a business of a saner nature. Then when demand develops for an old hit, an opportunistic disk maker may simply make a new master from a copy of the original record, put the disk on his own label and press merrily away.

Rose also alluded to what he called "counterfeiting" for album usage in collections of old hits.

"Often they don't try to find the owner at all," he said. "They figure the guy is probably long out of business anyway and the odds are with them that they'll never be called on it. They figure if they do get a call, that's time enough to try to make some kind of deal."

Liberty Pulls in Field Staff for National Meeting

HOLLYWOOD — Liberty Records will hold for the first time ever a national sales meeting during the weekend of December 15 at its Hollywood headquarters. The label's national sales director Don Boanan is calling in all of the firm's division men, including district sales managers and promotion people.

High points of discussion will be the upcoming January restocking program. Liberty's a.&r. department will sit in on separate discussions with the field men showing new products and soliciting ideas for forthcoming product.

Among those attending will be Joe Zalepcki, of New York covering the East Coast; Dick Bowman, covering the South; Rick Frieo, Chicago-Midwest; Lee Mendel, Los Angeles-West Coast. Promotion staff men on hand will be Ted Feigan, New York; Joe Sadd, Charleston-South; Ray Hill, Cincinnati-Midwest; Bud Dain, Los Angeles-West Coast.

The full headquarters staff, headed by President Al Bennett, will attend.

The situation is so bad sometimes that on several occasions the same record has come out on more than one label."

Corrective Measures

Rose feels that by opening a one-stop, supplying stores throughout the area with the needed product, he'll be in a position to arrange for re-releases in an orderly manner and get the product out and in stores before somebody else can jump on the bandwagon.

"I also feel that this will immediately open a number of new retail outlets for records," Rose said. "I have many young people who correspond with me and act, in a way, as sub-distributors for their areas, on an informal basis up to now. But now, when they can be assured of a steady flow of records, they can operate as a regular store. I expect that my new one-stop for oldies will result in at least 50 new retail record

(Continued on page 40)

Local 10 Vote Upends Petrillo

CHICAGO—James C. Petrillo's 40-year tenure as president of Local 10, Chicago Federation of Musicians, was ended last week with a surprise defeat by Bernard (Barney) Richards, a comparative union unknown.

Petrillo's defeat is expected to increase restlessness in the AFM and change local union relations with the Chicago Orchestral Association. Petrillo was sometimes criticized for alleged curbs on symphony men.

The 71-year-old union leader was defeated by a margin of 95 votes out of over 3,000 cast in the election. A recount is certain.

Richards was supported by the Chicago Musicians for Union Democracy, which also elected six other major candidates. Of the incumbents running with Petrillo, only two survived, H. Leo Nye, recording secretary, and Daniel A. Garamoni, a director.

Rudolph Nashan, a member of the Chicago Symphony and a CMUD candidate, defeated Carl A. Baumann for vice-president; Ervin Trisko, CMUD, defeated Petrillo's son, James J., the incumbent financial secretary.

Elected to the board were Dom Geraci, Harold D. Klatz, Mary Kay Motherway and Joseph I. Golan, all CMUD members. The CMUD group also elected its candidates to a number of lesser posts.

FOR TEENERS

DJ Survey Picks Library Of All-Time All-Timers

NEW YORK—"Basic libraries" of records selected by a magazine are nothing new, but now there's a "basic pop album library for teen-agers." It's the brainchild of Myles Eiten, pop records editor of Dell's *Ingenué* magazine, who conducted a poll among leading deejays in 33 major U. S. markets.

Results of the poll are printed in the magazine's current (December) issue. The idea behind the poll, Eiten states in an accompanying article, was to develop a basic library for teensters, which "encompasses the nucleus of an enjoyable collection, enjoyable again and again, tomorrow and a generation from tomorrow."

Winner of top male-singer honors in the deejay poll was "Elvis' Golden Records," with Frank Sinatra's "Songs for Swingin' Lovers" and Ray Charles' "Modern Sounds in Country & Western Music" grabbing the place and show honors. Among the thrushes, "Connie Francis' Greatest Hits" set the pace, with a tie for second between "Sincerely Brenda Lee" and Ella Fitzgerald's "The George Gershwin Song Book."

Final tabulations limited the list to one album per artist, although Elvis, for example, scored votes for five of his albums, as did Sinatra. Album chosen for each artist was the one garnering most deejay votes. Full "Ingenué" library appears below:

MALE VOCALISTS

1. "Elvis' Golden Records," Elvis Presley (RCA Victor).
2. "Songs for Swingin' Lovers," Frank Sinatra (Capitol).
3. "Modern Sounds in Country & Western Music," Ray Charles (ABC-Paramount).

4. "Pat's Great Hits," Pat Boone (Dot).
5. "Moon River," Andy Williams (Columbia).
6. "Roses Are Red," Bobby Vinton (Epic).
7. "Paul Anka Sings His Big 15," Paul Anka (ABC-Paramount).
8. "Johnny's Greatest Hits," Johnny Mathis (Columbia).
9. "Your Twist Party," Chubby Checker (Parkway).
10. "Ramblin' Rose," Nat King Cole (Capitol).

FEMALE VOCALISTS

1. "Connie Francis' Greatest Hits," Connie Francis (MGM).
2. "Sincerely Brenda Lee" (Decca).
3. "The George Gershwin Song Book," Ella Fitzgerald (Verve).
4. "Judy at Carnegie Hall," Judy Garland (Capitol).

VOCAL GROUPS

1. "The Kingston Trio," the Kingston Trio (Capitol).
2. "A Song for Young Love," The Lettermen (Capitol).
3. "Something Wonderful," Ray Charles Singers (Command).
4. "Sing Along With Mitch," Mitch Miller (Columbia).
5. "Encore of Golden Hits," The Platters (Mercury).
6. "Down by the Station," The Four Preps (Capitol).

ORCHESTRAL

1. "S Continental," Ray Conniff (Columbia).
2. "Young World," Lawrence Welk (Dot).
3. "Happy Hunting," Hugo Winterhalter (RCA Victor).
4. "Goodies But Gassers," Jimmy Dorsey (Epic).
5. "If the Big Bands Were Here Today," Bernie Lowe (Cameo).
6. "Oooooo!" Jackie Gleason (Capitol).

SHOWS & FILMS

1. "West Side Story," Sound Track (Columbia).
2. "Sound of Music," Percy Faith (Columbia).
3. "South Pacific," Sound Track (RCA Victor).
4. "My Fair Lady," Original Cast (Columbia).

INDUSTRY BRIEFS

Decca's Quarterly Dividend

NEW YORK — Decca Records, Inc., has declared a regular quarterly dividend of 30 cents per share on capital stock. This will be payable December 28.

Bernie Y. Leaves Cosnat

NEW YORK — Bernie Yudofsky is leaving the Cosnat distributor organization after an 11-year association. Yudofsky joined Cosnat as a salesman originally and two years ago was made branch manager of the New York outlet. He has not made plans at present but is considering a number of offers.

One-Stop Names Davenport

SAN FRANCISCO—Bob Davenport has been named manager of the San Francisco branch of West-

ern One-Stops, Inc., of Emeryville, Calif. He had been manager of the record department of the R. F. Jones Company, juke box distributor.

Local 6 Business Agent Dies

OAKLAND — Albert Morris, business representative of Musicians Union Local 6, Oakland, for the past 30 years, died of a heart attack. He was 69.

A drummer and a xylophone player in San Francisco during vaudeville days, Morris became business agent in 1932.

Distributor Switch

BOSTON—The Chess, Checker and Argo Lines switched distributors here last week. Don Dumont's Distributing firm is now handling the Brother Chess' labels for this area.

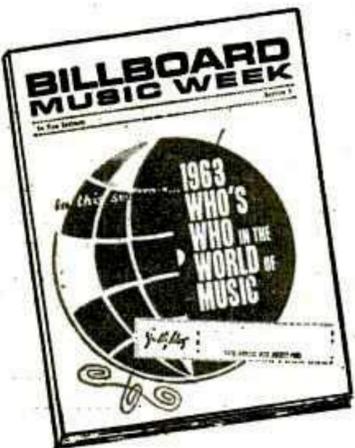
Bob Morgan Promoted

NEW YORK—Bob Morgan has been promoted to the post of executive producer for Epic Records and its Okeh subsidiary. Formerly serving as a producer for both

(Continued on page 40)

802 Elects Full Incumbent Card

NEW YORK — Local 802 here re-elected the full card of its incumbent officers Wednesday (4). These included Al Manuti, president; Al Knopf, vice-president; Max L. Arons, secretary, and Hy Jaffe, treasurer. The incumbent's defeated their opposition by a large margin. This was evidenced by the 4,400 votes scored by Manuti against the combined total of 1,800 racked up by his two nearest rivals.



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WEEKLY MARKET ANALYSIS

Continued from page 1

been doing exceptionally well on the night-time scene here, featuring, among other programming gimmicks, the so-called "record battle" gambit.

The show has been building well since Brinkman's return and National execs say sponsorship has brought a solid increase in store traffic.

Disk pick of the week at KQV, leading pop outlet, is "My Coloring Book," by Kitty Kallen on RCA Victor, a fact which assures the side of 24 plays a day for seven days. Traders here feel this can "make" the record. . . . In town last week was Dick Drury, who recently left WIL in St. Louis to return here. Drury promised an important announcement as to his future status shortly.

FUNNY COINCIDENCE DEPT.

CHICAGO—Something of a local mystery surrounds the Villa Venice, a hitherto-obscure night club which recently reopened with such blockbuster attractions as Frank Sinatra, Eddie Fisher, Sammy Davis Jr., and Dean Martin as headliners.

The Villa Venice is located in Northbrook, Ill., and is not particularly handy to Chicago club-goers. However, under ownership of Leo Olsen, the club began to blossom in early November and has been attracting considerable attention.

But, it seems, there has been more than big names to lure Windy City sports to the area. Sources in the Illinois State Attorney's office have revealed that a big-time floating crap game has been going full blast in a location not more than a quarter-mile away from the Villa Venice. No connection was cited between the entertainers at the club and the sub rosa crap game, which quickly folded its operations.

Guild Hears Celler On Copyright Act

NEW YORK—The annual meeting of the American Guild of Authors and Composers (AGAC), held here recently, was highlighted by a speech by Congressman Emanuel Celler on proposed revisions of the Copyright Act, and a report on royalty collections to date this year.

Celler told the AGAC membership that he would again introduce legislation in Congress designed to change clauses in the copyright act which exempt juke box operators from royalty payments. Other proposed changes in the law were also brought out by Celler.

In his annual report to the mem-

Sister Tharpe Signs To Do Todd Albums

NEW YORK—Paul Cohen, head of Todd Records, has signed Rosetta Tharpe to a five-year contract. Todd will do two religious albums by Rosetta and intends to team Joe Henderson and Sister Tharpe in a religious album in the spring.

bership, AGAC President Burton Lane noted that collections from publishers this year have already passed the \$1,500,000 mark with the year-end count expected to hit \$2,000,000. As disclosed in an earlier AGAC report, Lane reiterated that at least \$100,000 of the total was "found" money.

LATE SPOTLIGHTS

Pop

AT HOME WITH THAT OTHER FAMILY



Various Artists. Roulette R 25203—A hot rush album that could be a logical follow-up to the current "First Family" smash. Recorded last week, it has two major tracks. "The Tour of the Kremlin" and "The Premier's Press Conference" both of which are modeled on similar episodes in "The First Family." Other funny spots can be found in "Nick and Dick," "The Booking Agent" "Nick and Ben" and "The Cosmonaut's Wife." Not up to the laugh level of the original "First Family" but it should do plenty of business just the same.



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NEW ON THE TOP LP'S

Continued from page 1

- 119. BEYOND THE FRINGE . . . Original Cast, Capitol W 1792
- 123. SEASON'S GREETINGS FROM PERRY COMO . . . RCA Victor LPM 2066
- 125. SNOWBOUND . . . Ferrante & Teicher, United Artists UAL 3233
- 129. VIVA BOSSA NOVA . . . Laurindo Almeida & the Bossa Nova All Stars, Capitol T 1759
- 134. YOU BELONG TO ME . . . Duprees, Coed LPC 905
- 147. MERRY CHRISTMAS FROM BOBBY VEE . . . Liberty LRP 3267
- 148. NEW FRONTIER . . . Kingston Trio, Capitol T 1809
- 149. DION SINGS HIS GREATEST HITS . . . Laurie LLP 2013

STEREO

- 37. FIRST FAMILY . . . Vaughn Meader, Cadence CLP 25060
- 47. WE WISH YOU A MERRY CHRISTMAS . . . Ray Conniff & His Singers, Columbia CS 8692
- 49. BIG BAND BOSSA NOVA . . . Enoch Light, Command RS 844 5D

Ivan Mogull Gets 4-Star TV Jobs

NEW YORK — Ivan Mogull, owner of Harvard Music and Ivan Mogull Music, is the new international and East Coast representative for Four Star Television's publishing firms, BNP Music (ASCAP) and Four Star Television Music, (BMI). He was appointed to the new post by Tom McDermott, head of Four Star TV.

Mogull will activate Four Star's TV theme songs and other music and will acquire pop material record masters and songs for release on BNP Records, which Mogull will handle out of New York. He will co-ordinate his Four Star activities with Herschell Burke Gilbert in California, Four Star Television's studio executive in charge of music. Mogull will continue to operate his own firms both domestically and internationally.

Tele-Records Awaits State Tax Rulings

HOLLYWOOD — Tele-Records, the disk-by-wire plan, scheduled to kick off December 1, has been forced to postpone its starting date until mid-January, BMW learned last week. Don Orsatti, president of the firm, told BMW that the delay is to await sales tax rulings from several States.

According to Orsatti, Tele-Record had applied for the necessary tax rulings many months ago, and that while most of them had complied, the several stragglers are holding up the company from going into operation.

He said the problem is whether sales tax is to be charged at the point of purchase or destination. He said there are no standard regulations among the States.

PERILS OF STARDOM

They Still Want to Pay You What You Used to Be Worth

SAN FRANCISCO—A few weeks ago when Vaughn Meader was just another gag man on the luncheon club circuit he was delighted to hit big with a shot at the hungry i. Owner Enrico Banducci signed Meader

at \$750 per week to start January 28. There was an option for an additional four weeks at \$1,250.

After the Meader record hit and the comic was in demand everywhere on a name-your-own price basis, his agent tried to get him out of the hungry i contract. Banducci asked for \$100,000 to cancel the contract. Meanwhile, Gene Norman, owner of Hollywood's Crescendo, came up with a counter offer: four weeks at the hungry i and four weeks at the Crescendo at \$5,000 per week, plus \$5,000 per week additional paid to Banducci.

"That's okay" said Banducci, "but I also want an additional \$50,000. After all, no one asks me to break the contract when I get a loser who costs me \$30,000."

Hearst, Decca Debut Spoken Word Series

NEW YORK — Decca Records and Good Housekeeping magazine have hooked up in a special promotion for a forthcoming series of spoken word records. The albums will feature literary classics produced specifically for Decca and Hearst Publishing by Fermac Audio, Ltd.

The series, which has been under wraps from over a year, will kick off with the first album in the set by James Mason. The actor will read "Oliver Twist" on the first disk. Other albums set and ready to go feature such acting luminaries as Raymond Massey, Basil Rathbone and Maurice Evans. Besides the readings, the disks will also contain specially recorded musical backgrounds composed by Tony Mottola.

The records will carry a special seal created for the works, and the disks will be advertised widely in Good Housekeeping and other consumer publications and will be sold through the usual retail channels at suggested list prices of \$4.98 mono and \$5.98 stereo.

Mercury Head Off to Europe

CHICAGO — Mercury Records President Irving B. Green left for a series of European meetings last week with top officials of its affiliate and parent companies.

Green will be working on 1963 policies with executives of Philips Phonographic Industries and Deutsche Grammophon Gesellschaft at scheduled meetings in Baarn, Holland, and Hamburg, Germany.

He'll also meet with a number of top Philips and Fontana artists throughout Europe.

On December 11 and 12 in Baarn, Green will discuss pop product with Dr. Walter Betcke, director of Deutsche Grammophon Gesellschaft, and Hans Voight, also of DGG; Les Gould, representing Philips of England; Tony van de Haar, representing Philips of Baarn, and Will Langenberg, president of Philips Phonographic Industries.

Classical product will be discussed in Hamburg, December 13-14, at meetings with: T. Haertel, DGG president; Professor Schiller, DGG; Gould; Langenberg; George Mayerstein, Philips Phonographic Societe of France president, and John MacLeod, coordinator of classical product for Philips and DGG.

Green will meet with Nana Mouskouri, Fontana, and Charles Brassens, Philips, both of whom are featured holiday artists, at the Olympia, Paris. Arrangements will be made for Miss Mouskouri's personal appearance and recording trip to the U. S. in 1963.

In Paris sessions have been scheduled with Johnny Hallyday and Juliette Greco to examine new European production and recording techniques.

In London Green is slated to meet with the Springfields and Roy Castle to arrange for U. S. trips for the artists.

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BILL GAVIN'S PERSONAL PICKS

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VARIETY

"A TOP SINGLE"

Produced by Leiber and Stoller



THE PROUDEST NAME IN ENTERTAINMENT

Chicago Runs Amok Over 'First Family' Shipping Woes

• Continued from page 4

charges of M-S trans-shipping is difficult to tell. Marvin McDermott, vice-president, said he didn't even want to dignify the Kansas City charges by commenting on them.

30,000 From Detroit
Pointing to Chicago, however, he noted that Chicago Drug (large rack user) has received 30,000 copies of the album. "We didn't sell them one. They all came out of Detroit."

"Does this mean that we (M-S) should start selling in Detroit," said McDermott, alluding to Levy's reference of wanting to get even. He added that M-S had no such intention.

"The Walgreen stores here all have 'The First Family' albums that were bought out of town," said McDermott.

He cited another case where a pick-up of albums was "made in Milwaukee by someone with a 1963 Chevrolet station wagon bearing Illinois license plates 749-691."

Says Discount Justified
Commenting on M-S' 10 per cent discount instead of the 13.1 per

cent advertised by Cadence, McDermott said he felt it was justified in view of the distributorship's past policy with dealers.

"We often hold deals open for dealers long after the manufacturer's deal has expired. Many times we offer a program on albums that are not even part of a manufacturer's deal. We've always dealt fairly with our customers and our long history in business substantiates this." (M-S is one of the oldest and largest independent dealers in the city.)

McDermott said he felt that many of the people that were doing the biggest complaining now were people that didn't even bother doing business with his firm at other times.

He characterized "The First Family" as the "biggest album ever to hit the industry." He noted that Cadence had sold just under 2.5 million in less than three weeks and

that M-S had moved almost 185,000 of the albums as of the middle of last week.

It's not too surprising that the album has opened up many of the industry ills, he said.

Meanwhile dealers in Chicago were put out to say the least. Criticism covered everything from the trans-shipping of the album to the low prices being charged by many of the discount stores.

One big one-stop owner said: "It's the sort of thing that leaves a bad taste in your mouth."

Another termed the whole thing "a tragic testimonial of the type of illegal pricing practices rampant in the record industry."

Prices on the album were as low as \$2.44, with few but the traditional mama and papa stores trying to sell at list.

Public to Get Voice in FTC

WASHINGTON—The consumer will have a representative at staff level in the Federal Trade Commission. The Commission last week designated Gale P. Gotschall, presently assistant to the director of the Bureau of Deceptive Practices as its new consumer relations representative.

Gotschall will act as liaison man to establish "closer contact" between the Commission and the consumer public, including various consumer groups. The new watchman for consumer interests will have the job of keeping the public informed of FTC's moves affecting them, particularly in protection from unfair and deceptive trade practices. Gotschall will also serve as liaison link between the agency and the President's Consumer Advisory Council.

Angel Shifts Ad Account

HOLLYWOOD — Angel Records, the Capitol long-hair sister label, is transferring its advertising activities to the East Coast. The Angel account will be moved to the New York advertising agency of Alfred Auerbach Association. The account has been handled by Parsons-Roberts in Beverly Hills. Account will be under the personal supervision of Alfred Auerbach.

Fabian Seeks New Manager

PHILADELPHIA — Fabian Forte, better known as Fabian, is down to his last \$100,000, and he wants a new manager, Judge Harold D. Daylor, of Orphans' Court, was told this week.

The guardians of the 19-year-old entertainer filed a petition with the court for approval of Jack Spina, of Beverly Hills, Calif., and New York, as Fabian's manager.

Accounts filed with the court show Fabian has been paid \$717,402 during his four-year career as a rock and roll singer. Of this, \$122,200 was paid out for booking agent commissions, payroll taxes and travel expenses. Fabian still has \$166,662 in the bank, but he owes enough to bring his bankroll down to just under \$100,000.

Judge Saylor took the petition for approval of a contract with Spina under advisement. The contract would assign 10 per cent of Fabian's gross income to Spina until Fabian is 21 in February, 1964.

Spina is manager for Pat Boone and other entertainers. Fabian's former manager was MDB Enterprises, Inc., but his contract with this firm was terminated by an agreement last June.

The former South Philadelphia teen-age star must receive approval from Orphans' Court for expenditures and contracts until he is 21.

Nobody's Saying Anything in the Case Of the Record Company and Its Loan

NEW YORK — What might be cooking at J. J. Frankel's Recording Artists Corporation and Jaymo Products, parent firms of the Artia and Parliament labels, could not be ascertained last week.

Information was that Frankel's firm was the one referred to last week by factoring firm Century Industries Company when it disclosed that "a phonograph record company" had obtained loans totaling \$1,100,000 secured by \$1,650,000 of accounts receivable, but that only \$650,000 of these accounts receivable appeared to be good.

Frankel could not be reached

Irish Company Seeks Impact

NEW YORK—Glenside Records, one of Ireland's leading record manufacturers, is making a concerted bid for wider representation in the United States. The label, through its new New York rep, Victor Devine, is currently investigating ways in which its product might be better exploited and distributed in the U. S. A number of labels and major retail marketing outlets have evidenced interest in working out a distributing arrangement.

Glenside has only eight LP titles available, but Devine pointed out that the label has a catalog of some 500 pieces of material; titles that need only be put in album form.

Naturally, the majority of the Glenside material deals with the music of Ireland, its reels, set dances and singers, but, in addition, Glenside also has some spoken-word material in its catalog.

Among the outstanding sides in the Glenside repertoire is "Come Down the Mountain Katie Daly," by Eamon O'Shea. This disk achieved a listing as one of the biggest single sellers of the year in Ireland and it appears in one of current Glenside LP's "Songs of the Old Land."

The Royal Showband also had a strong recording of the tune, on another label, but Glenside shared in the royalties, for the tune has been copyrighted by Walton's, the Dublin publisher, the parent firm.

Walton's also makes harps, and the market here is being investigated for this product. American interest in home musical instruction and performance has prompted the firm to seek a market for a line of medium priced harps. Among them are the miniature version of the instrument which retails at \$64.50; the Brian Boru, \$229.50, and the Bardic, \$395.50.

by phone last week, and the Century Industries people would not comment. Meanwhile, all publisher agreements with the Frankel disk firms have been discontinued by the Harry Fox office.

It is not known whether Century will take any quick steps to recover the loan, or will work out extended payment plans with the Frankel firms.

Racker Opens New Northwest Offices

SAN FRANCISCO — Monroe Goodman, president of Record Service, Inc., and Tip Top Music Company, Inc., this week announced the opening of two new offices in Portland and Seattle. The rack jobbing firm now has seven outlets.

Al Zangrillo, formerly a driver-salesman with the company, has been promoted to manager of the Portland office. Bob Jones, who was with another rack jobber in San Francisco, now manages the Seattle office. Additional outlets are in Los Angeles, Sacramento, San Diego and Phoenix.

Heavy shipments to the Northwest prompted Goodman to open the new branches. Both company names are used interchangeably.

NEWS REVIEW

Church Disks For Children

NEW YORK—All Saints Records has recently released 12 special 45 r.p.m. disks for Catholic children. The items have been produced by the Maryknoll Fathers with Hugo Winterhalter as musical director. The disks are being distributed by Affiliated Publishers Inc.

Most of the sides deal with catechism subjects and employ narrator as well as cast of characters and lovely musical background. Three of the 45 disks are kiddie sides that deal with non-religious subjects. These, too, are done in narrative style.

Titles of the records are: "Our Lady of Guadalupe," (7000), "Saint Therese, the Little Flower" (7001), "The Story of Creation" (7002), "The Christ Child" (7003), "The Holy Family" (7004), "God's Angel" (7005), "The Boy Jesus" (7006), "Holy Mary" (7007), "Jesus, Our Loving Saviour" (7008), "Come to the Party" (7009), "Ha-Ha Harry, Willie the Weeper" (7010), "The Going Places Frog" (7011).

JACK MAHER

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- 4 Change in bowel or bladder habits.
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- 6 Indigestion or difficulty in swallowing.
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Coming January 5

Chipmunk Chirping Brings in Nuts

• Continued from page 4

spots—consisting of 10, 20 and 60-second announcements—are being paid for by the record company without co-op money from either distributors or dealers. It is part of a \$50,000 advertising and promotional campaign put behind the Chipmunk drive to get it into sales orbit before the holiday season.

According to Bohanan, Liberty moved 314,000 Chipmunk LP's as of last week. Of an even more spectacular nature, Bohanan said his label has moved as of last week a total of 107,708 EP's, indicating that the EP market is far from dead.

In addition to the LP and EP Chipmunk wares, Liberty has two Chipmunk singles out as part of its special Christmas singles release. The latter include the now-classic "Chipmunk Song" b/w "Alvin's Harmonica," "Rudolph the Red-Nosed Reindeer."

If Liberty hits its million-dollar mark in Chipmunk sales, as Bohanan is confident it will, this will write still another glowing page in the spectacular sales book of Ross Bagdasarian's Chipmunk creation.

Nom de Disk
Bagdasarian, using the nom de disk of David Seville, burst upon the platter scene four years ago with his "Chipmunk Song" single, selling close to 4,000,000 copies during the first time around. The record has passed the 5,000,000 mark, according to Bohanan.

As a result of that record, Bagdasarian has gone into product merchandising of his Chipmunk characters licensing manufacturers of more than 100 different items for the kid market. This phase of Bagdasarian's operation was climaxed earlier this year with a network TV show featuring the Chipmunks in animated cartoon form.

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ME
MIRACLES**

Tamla #54073

**STRANGE
I
KNOW
THE
MARVELETTES**

Tamla #54072

**LET
ME GO
THE RIGHT
WAY**

**THE
SUPREMES
Motown #1034**

**SHAKE
SHERRY
THE
CONTOURS**

Gordy #7012

**STUBBORN
KIND OF
FELLOW**

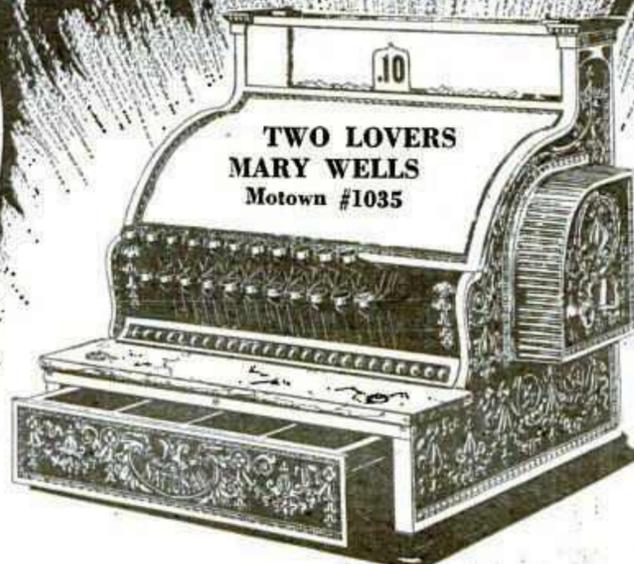
**MARVIN
GAYE
Tamla #54068**

**PARADISE
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Rusty Warren: Red, Hot and Blue



RUSTY

NEW YORK — While two guys named Allan Sherman and Vaughan Meader are selling comedy records as if they're going out of style, a lass named Rusty Warren is establishing herself as comedienne champ. And, in the confusion, she is perhaps even challenging the male funnymen as well.

Right now Miss Warren has four albums on Billboard's mono LP chart, an .800 batting average, for she has cut only five for Jubilee. But it is the sales of the five albums that have made her the fem comic champ. Her second album, "Knockers Up," has sold more than 1,500,000, according to Jubilee exec Steve Blaine. Her first album for the label, "Songs for Sinners," has passed the million mark. Jerry Blaine, of Jubilee, presented Rusty with two gold platters for these sets only a week ago. Her third LP, "Sinsational," is about 600,000. And her fourth, "Rusty Warren Bounces Back," is reportedly at the 500,000 mark. Her newest album, "Rusty Warren in Orbit," is said by Blaine to be her fastest seller to date. It has been out about a month or so and already has sold 200,000 copies.

Gals Heard From

Rusty Warren is not the only comedienne on disks who is giving the male hot shots a good fight. The venerable Moms Mabley comes up with hit after hit LP, though Moms has never had four on the LP charts at one time. Belle Barth cracked the million mark with her first

album, and went over 500,000 on her second. And Pearl Williams has also had a solid seller on her first release. But Miss Warren's sales appear to be the all-time record.

The comedienne's sales are remarkable in light of her rare air exposure on her disks. Her material is not for children, though she eschews the four and five-letter goodies, and stays away from salacious material. Yet in spite of the air blackout her records sell strong, her club dates are usually sellouts, and her "Knockers Up Club" has nearly 70,000 members.

The "Knockers Up Club" is a gimmick that was started by the record label. For 25 cents and a coupon from one of her albums you can join the club and get a membership scroll.

The people joined, according to Blaine, are from all walks of life, including judges and doctors as well as more common folk.

Rusty's Horizons

Blaine and Murray Deutsch, promotion head of the label, said that it can be expected that soon Rusty Warren will branch out into other phases of show business besides comedy. Miss Warren is a pianist, too, having studied piano seriously as a youngster.

Meanwhile, her record sales have kicked up her club money to a new high. She is now getting, according to Blaine, more than \$7,500 for a week's club work. But her record money should keep her in furs even without the club loot. She is getting 10 per cent royalty per LP. That means 10 per cent of the list on a lot of records, close to 4,000,000 in fact.

TALENT TOPICS

New York

The Highwaymen, the folk-pleasing folk singers who stumbled on their speciality when they were fraternity brothers at Wesleyan U. in Middletown, Conn., made New York for the first time this week when they opened at Blue Angel. At college two summers ago they recorded "Michael" as a gag. United Artists recorded it, it sold a million and they made a bundle. The kids didn't quit college, but waited until they were graduated this spring before taking national bookings and now they head for a national tour (35 colleges) and a date at the hungry i in San Francisco in February.

Among performers accompanying Bob Hope's company in annual Christmas tour of military bases and hospitals is Anita Bryant. Tour goes to Pacific this time, December 19-30. . . . Meg Myles is the Christmas package at the Living Room. . . . Basin Street East has Count Basie, Joe Williams and Nipsey Russell. . . . Jazz singers Lambert, Hendricks and Bavan at Village Vanguard.

Ferrante and Teicher (at \$3.85 top) turned away more than 500 at Dayton Memorial Hall concert. It was third standing-room-only show for the hall, the Limelitters and Liberace having done it earlier. . . . Chancellor Records' Mark Valentino making Coast dates in Los Angeles this week and next (December 10-20).

Steve Lawrence has collaborated with John Lehman on title song for Danny Kaye picture, "The Man From the Diners Club," and he'll also do sound track and single for Columbia of the record. With Eydie, Lawrence goes to Diplomat in Miami in February. . . . Onetime Whiskeyhill Singer Judy Henske signed by Elektra's Jac Holzman for first album. Girl, 23, has been working on Coast as solo. . . . Dion brings on his new nightclub act at Diplomat in Miami next week (19), sharing billing with Jack E. Leonard. Next month Dion's contract with Laurie records runs out and he joins Columbia.

Guy Lombardo opens at American Hotel's little (350 capacity) Royal Box on December 20, but he'll shift to the big Imperial Ballroom (1500) for his

(Continued on page 39)

LIVE REVIEWS

NIGHT CLUB

Bossa as Bossa Should Be

Pessimists who had bossa nova down for the count after the Carnegie Hall debacle two weeks ago (21) had to change their tune after a near-perfect performance by practically the same company of Brazilian musicians at the Village Gate this past Monday (3).

No little credit for the excellence of the performance went to Herbie Mann, who sat in on flute on a number of tunes, and introduced each of the acts. Mann has been a close American ally of bossa nova for some time and recently went to Brazil to record with some of these same musicians for Atlantic.

The show was a well-balanced talent outing that showcased the flamboyant sound of Mann and the swinging Sergio Mendes Sextet against the soft, subtle and plaintive singing of Joao Gilberto. The Mendes group set the room on fire with hard driving bossa that leaned heavily on chords and feeling allied with the bop jazz style. Gilberto's intimate singing style flowed in sweet, sad rivulets through the audience softening the hearts it touched.

Luis Bonfa, Brazilian star of the Carnegie show, contributed some fast-fingered guitar, but over-all he was less effective. Three composer-guitarists from the South American nation were also on hand, Sergio Ricardo, Roberto Menescal and Carlos Lyra, and their portion was nicely done. It appeared the applause they drew was more for their composing than their singing accomplishments.

JACK MAHER

SUPPER CLUB

Dear Keeley: Please Project

It isn't easy to split up a winning act, go out as a single, and come up with the same magic you had with a partner. Some performers can do it right away; others have to flounder until they work out their own act. This is where Kelley Smith stands as a single right now, based on her current stint at the Royal Box at New York's Americana Hotel. Keeley is the same attractive lass she was with Louis Prima, and she sings

(Continued on page 24)

TV GUEST APPEARANCES BY RECORD TALENT

The national network TV guest appearances listed below provide outstanding promotional opportunities for alert, aggressive record dealers and, for all others who can benefit from the exposure of these record artists to millions of consumers. This chart should be used as a calendar around which to plan window, counter and other displays by which the TV appearances can be merchandised to the record-buying public.

DECEMBER 11-17

(All Times Eastern Standard)

TUESDAY 11—KIRBY STONE FOUR

The Columbia quartet entertains on the Today show this morning (NBC-TV, Monday through Friday, 7-9 a.m.). Their latest LP is tagged "Get That Ball!"

TUESDAY 11—CHARLIE MANNA

The Decca comedy recording artist guests on the Merv Griffin show today (NBC-TV, Monday through Friday, 2-2:55 p.m.). Manna's current LP effort is "Manna Live."

TUESDAY 11—JACK JONES

Jones makes another visit to the Westinghouse tape-syndicated Steve Allen show (now seen in 25 cities). His latest Kapp album is "Gift of Love."

TUESDAY 11—ANITA GILLETTE, STEVE LAWRENCE

Both visit the Garry Moore show (CBS-TV, 10-11 p.m.). Miss Gillette is featured in the new Broadway musical, "Mr. President." The original cast album on Columbia is scoring well on both the Top Mono and Stereo LP charts. Steve Lawrence's latest Columbia single "Go Away Little Girl" leaps into the No. 10 slot on the Hot 100 this week.

WEDNESDAY 12—SHELLEY BERMAN

Berman guests on the Merv Griffin show this afternoon (NBC-TV, Monday through Friday, 2-2:55 p.m.). The Verve comedy recording artist is still getting sales on his "Personal Appearance" album.

WEDNESDAY 12—LOU MONTE

Lou Monte sings his hot Reprise platter "Pepino, the Italian Mouse" on the Westinghouse tape-syndicated Steve Allen show this night. The fast-moving single streaks into the No. 37 position on the Hot 100 this week.

THURSDAY 13—JOANIE SOMMERS

Miss Sommers gets further TV exposure this week as she sings her latest Warner Bros. single "Bobby's Hobbies" and "Good-bye Joey" on the Tennessee Ernie Ford show (ABC-TV, 12-12:30 p.m.).

FRIDAY 14—JONATHAN WINTERS

Another Verve comedy recording artist, Jonathan Winters, gets TV time this week. Winters performs on the Today show this morning (NBC-TV, Monday through Friday, 7-9 p.m.). His latest album is "Another Day Another World."

FRIDAY 14—JONATHAN WINTERS, ROBERT MERRILL

Winters gets still more video time with a guest appearance on the Jack Paar show (NBC-TV, 10-11 p.m.). Metropolitan opera star and RCA Victor recording artist Robert Merrill also visits here.

SUNDAY 16—XAVIER CUGAT, ABBEY LANE, BARBARA STREISAND, LIBERACE, CLANCY BROS., & TOMMY MAKEM

All perform on the Ed Sullivan show (CBS-TV, 8-9 p.m.). Xavier Cugat and Abbey Lane's current Mercury LP is "Twist With Cugat"; Liberace is represented on Coral with an LP tagged "Rhapsody by Candlelight"; the Clancy Brothers and Tommy Makem have a new Columbia album called "Boys Won't Leave the Girls Alone!" Miss Streisand of "I Can Get It Wholesale" fame—original cast album available on Columbia—will sing her new Columbia single "My Coloring Book."

SUNDAY 16—HOWARD KEEL, PATRICE MUNSEL

Both guest star on the "Voice of Firestone" (ABC-TV, 10-10:30 p.m.). Keel has recordings available on both MGM and RCA Victor, and Miss Munsel is currently represented with a Philips pop LP titled "Unpredictable."

MONDAY 17—AL HIRT

RCA Victor's Al Hirt guests on the Tonight show (NBC-TV, Monday through Friday, 11:15 p.m.-1 a.m.). His latest Victor single is "Theme From the Eleventh Hour" b.w. "Song From Two for the Seesaw."

ARTISTS' BIOGRAPHIES

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

THE EXCITORS (United Artists)

PERSONAL MANAGER: R.R. & S. Productions in New York. **NAMES:** Brenda Reid, lead; Carol Johnson, alto; Lillian Walker, Herbert Rooney. **AGES:** Brenda and Carol, 17; Lillian, 19; Herbert, 21. **HOME TOWN:** Jamaica, N. Y. **EDUCATION:** Brenda, Carol and Lillian are seniors in high school. Herbert Rooney is now a composer and record producer. **BACKGROUND:** The girls originally belonged to another



singing group in Jamaica, N. Y., while Herbert Rooney was a member of an all-male group. When both groups disbanded, Rooney formed a new outfit composed only of the girls. He coached them and joined reluctantly when the girls insisted. He's also currently concentrating on material for the group.

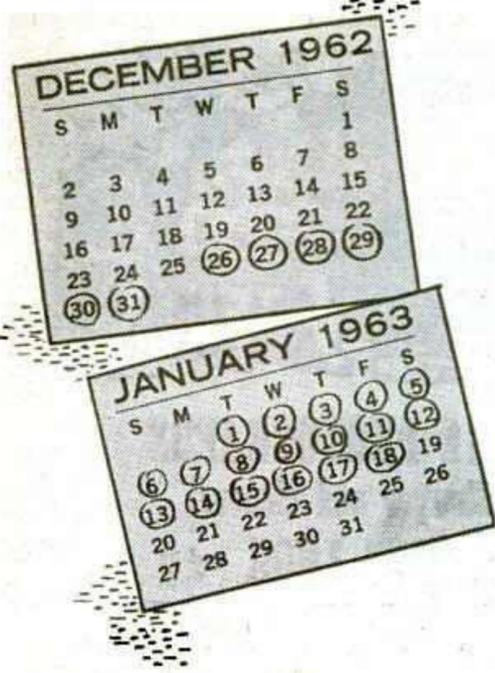
LATEST SINGLE: The Excitors' debut disk for United Artists called "Tell Him" leaps into the No. 35 slot this week on the Hot 100 as a Star Performer.

MARK VALENTINO (Swan)

PERSONAL MANAGER: Bob Marcucci, M.D.B. Enterprises. **REAL NAME:** Anthony Busillo. **BIRTHDAY:** March 12, 1942. **HOME TOWN:** South Philadelphia. **EDUCATION:** High school. **HOBBIES:** Chemistry and guns. **BACKGROUND:** Young Valentino originally wanted to be a scientist, but as time went on his inner desire to make singing a career came out and fortunately his family encouraged him. He sang with a group in high school mostly for benefits and social functions. After high school opportunities came his way to sign with other groups, but Valentino was determined to try it alone. Soon he was signed to a personal-management contract with Bob Marcucci and with Swan Records.



LATEST SINGLE: Valentino's luck continues as his first single for Swan, "The Push and Kick," scores well on the Hot 100. This week the side moves up to the No. 27 slot on the Hot 100.



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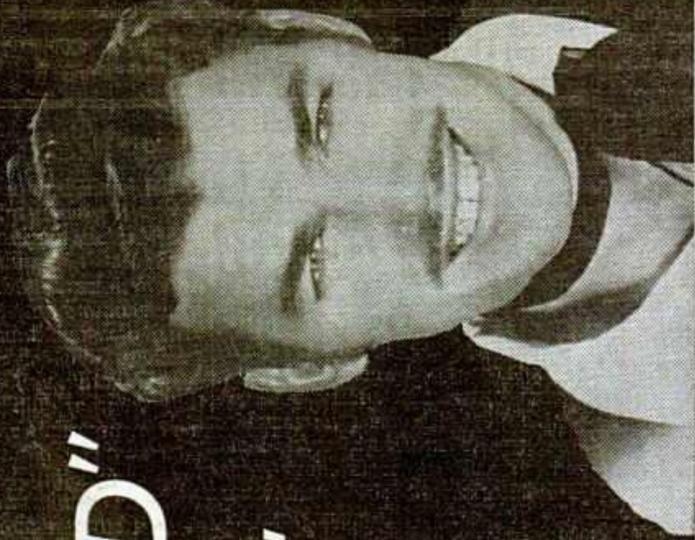
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GAS STATIONS IN UA PROMO DEAL

NEW YORK—Cities Service gasoline stations and United Artists Records have hooked up in a special promotion featuring the label's new "Taras Bulba" original sound-track LP. The service station chain customers will be able to obtain the album for \$1 with a gasoline purchase.

The program will kick off in January 1 in Chicago with some 500 stations participating. An extensive advertising campaign in newspapers and on radio will be utilized. The film stars Tony Curtis and Yul Brynner.

Set NARM Board Meet in New York

NEW YORK—Next meeting of the board of National Association of Record Merchandisers (NARM) is slated for January 5-6 at the Americana in New York, the group's executive director, Jules Malamud, announced last week.

Agenda will include consideration of membership applications and details of the 1963 NARM Convention in San Francisco March 3-7. Presiding will be NARM President Glen C. Becker of Music City Record Racks, Los Angeles.

Magnetic Names Committee Heads

NEW YORK—Three top committee assignments in the Magnetic Recording Industry Association have been announced by MRIA President Bill Gallagher. Gallagher is also marketing vice-president of Columbia Records.

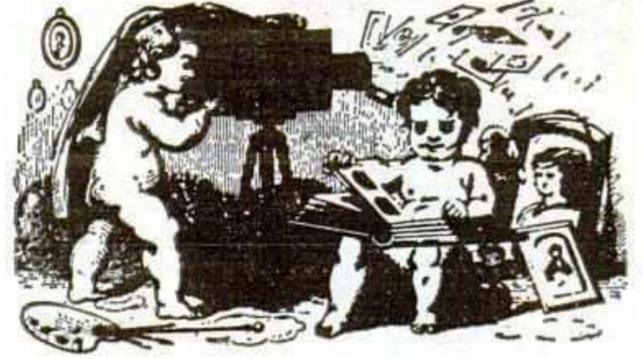
Named to head the finance committee is Ed Walker, marketing manager for tape products at RCA Victor. Herb Brown, former MRIA president, and a vice-president of Ampex, will take over as chairman of the standards committee.

Public Relations committee co-chairman will be Dan Denham, general sales chief for magnetic products at 3-M's, and George Simkowski, Webcor sales manager. MRIA, which now numbers 41 member firms, celebrated its 10th anniversary this year.

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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

Pop

AROUND THE WORLD WITH SANTO AND JOHNNY

Canadian-American CALP 1008 (M); SCALP 1008 (S)—Santo and Johnny have a fine new album here that could rack up good sales with both teens and adults. The boys play songs of various countries, like "Poor People of Paris," "Brazil," "Arrivederci Roma," "Lady of Spain," etc. in the usual fine instrumental manner. Hugo Montenegro and his ork back the boys in fine style.

YOUNG AND LIVELY

Vic Damone. Columbia CL 1912 (M); CS 8712—Vic has another first-rate LP outing here. This one is a winner from his former label affiliation. He's now Capitol. It's a dreamy ballad set that showcases the artists' meaningful singing style against classy backgrounds of strings and piano fills. The singer is poignant on any number of tracks here, among them, "It Had to Be You," "I've Got It Bad," "The Very Thought of You" and "Solitude."

STRINGS AFIRE IN SPAIN

Clebanoff. Mercury PPS 2032 (M); PPS 6032 (S)—This is one of Clebanoff's best yet, so there should be a merry ringing of cash registers. Masterful dynamic arrangements provide the spark, using outstanding soloists with plenty of brass, woodwind and percussion support to the famed strings. Such Latin standards as "Malaguena," "Besame Mucho," "La Paloma," "Jalousie" and "Miserlou" get the fiery Clebanoff treatment, and even "La Cumparsita" turns up with a bossa nova styling. Exciting from start to finish.

RELEASE ME

"Little Esther" Phillips. Lenox LX 227 (M) — "Little Esther," having clicked solidly with the fine country ballad, "Release Me," turns to a flock of other solid country properties just as Ray Charles did, and with admirable results. The sides were all cut in Nashville with a host of the town's top musicians and the Anita Kerry group. Songs include "I Really Don't Want to Know," "Am I That Easy to Forget?" "I Can't Help It," "Just Out of Reach" and "Be Honest With Me." Some truly great performances here, done with real soul.

MAMA SANG A SONG

Walter Brennan. Liberty LRP 3266 (M); LST 7266 (S)—A roundup of a dozen of Walter Brennan's folksy, moral "musical narratives" which includes his successful "Mama Sang a Song" and its original coupling, "Who Will Take Gramma?" Others include "Family Reunion," "Last Will and Testament of Sam Burke" and "Two Rockin' Chairs." Bound to please Brennan fans, and a strong change-of-pace item for deejays and country-oriented stations.

THE VENTURES PLAY TELSTAR: THE LONELY BULL AND OTHERS

Dolton BLP 2019 (M); BST 8019 (S)—The Ventures have an enviable track record on albums. This set, which spotlights the group playing two of the current hit items "Telstar" and "Lonely Bull" should be another winner for the instrumental group. Besides the two current hits, the boys dig down for some other hit material both recent and from the past. Among these tracks are "Mexico," "Green Onions," "Calcutta," "Tequila" and "Apache." Album is a winning item.

TELSTAR

The Sounds of the Tornados. London LL 3279 (M)—The English instrumental combo hit it big with their first single "Telstar" and the boys could have a hit with their first album too. Set contains the original "Telstar" waxing, plus a flock of solid instrumental sides including "Red Roses and a Sky of Blue," "Chasing

Moonbeams," "Popeye Twist," "Earthy," and "The Breeze and I." They have retained their "Telstar" sound and the set has strong possibilities.

DION SINGS LOVE CAME TO ME

Laurie LLP 2015 (M)—Here's a new Dion album that should appeal to his many fans. It features the chanter socking over such as "P.S. I Love You," "Candy Man," "Little Miss Blue," "So Long Friend," "Love Came To Me" and "Little Girl." He is backed by a vocal group on some of the sides and the band swings too. A good collection here and a set with solid potential.

LITTLE ME

Original Broadway Cast. RCA Victor LOC 1078 (M); LSO 1078 (S)—Here's the original cast recording from the current Broadway hit. Sid Caesar, Virginia Martin, and Nancy Andrews, are all here, along with the rest of the fine cast. The score, composed by Cy Coleman and Carolyn Leigh has much to recommend it. The zany material should get a good many laughs. "Dimples," "Goodbye (the Prince's Farewell)" and "Boom-Boom" are just a few of the better nutty tracks. The best of the rouser tunes is "Little Me" which is sung in unflagging style by Miss Martin and Miss Andrews.

Comedy

THE OTHER FAMILY

Larry Foster and Marty Brill. Laurie LC 5000 (M)—As the first out of what could turn out to be a bevy of comedy programs based on the "First Family" smash, this can be expected to garner a generous share of action. The switch is that this is something of a Khrushchev-Kremlin style take of the Kennedy episodes, complete with a press conference, a tour by Mr. K. of the "Red" house, and other humorous items. The whole package was written, produced and gotten out within a week, which must be something of a record. Honesty dictates the statement that it's not as funny as the "First Family," but it does have its moments. Many jocks and buyers will likely pounce on it in the weeks to come.

Religious

GOD AND ME

Marion Williams. Vee Jay LP 5024 (M)—The fabulous voice of Marion Williams, supported by the Stars of Faith, has become a byword not only in the United States but now in Europe, where the group has been on tour with "Black Nativity." Their newest LP, for Vee Jay, will enhance their reputation. An outstanding track that should win much airplay is their unique version of the "Hallelujah Chorus" from Handel's "Messiah," arranged by Marion Williams herself. Most of the other tracks were written by her, and showcase one of the truly great voices and gospel groups of this country.

International

MINA SINGS

Vesuvius LP 4409 (M); ST 4409 (S)—Here's a prime item for dealers handling records in Italian language neighborhoods. Mina is one of the top singing personalities in Europe and this album shows the reasons why. The lass has a strong voice, an ingratiating way and she is backed smartly by clever arrangements that swing when called for and provide lush backing when needed. Mina's European hit, "Moliedo Cafe," is included and there are other fine items like "Soltano Ieri," the American hit "Sway" sung in Italian and "Il Tempo."

(Continued on page 18)

★★★★ TWAS THE NIGHT BEFORE CHRISTMAS

Huey (Piano) Smith and the Clowns. Ace LP 1027—Huey Smith and his combo greet Christmas with a happy collection of rock tunes here, which includes a recitation of "The Night Before Christmas." These are not the usual Christmas songs, but they include such rock and roll items as "Rock and Roll Santa Claus," "Doin' the Santa Claus," "White Christmas Blues" and "Happy New Year." For the teen set.

★★★★ BIG BAND BOSSA NOVA

Oscar Castro-Neves and his Ork. Audio Fidelity AFSD 5983—Neves, playing with a small group, made quite a favorable impression in some appearances in this country recently. Here's a big band outing under the leadership of the pianist that swings and features some sparkling solo work from trumpet, tenor sax, and trombone instrumentalists. The pianist is also featured. "Desafinado," "One Note Samba," and a flock of other bossas are played handsomely here.

★★★★ BROADWAY GOES LATIN

Edmundo Ros and his Ork. London LL 3277 (M); PS 277 (S)—Ros has taken 12 tunes from Broadway musicals and given them exciting and vibrant arrangements in the Latin context. About half of the tunes are from current Broadway winners, while the others are drawn from all-time musical hits like "Summertime" from "Porgy and Bess" and "This Nearly Was Mine" from "South Pacific." Some of the more recent tunes are "The Sweetest Sounds" ("No Strings"), "I'd Do Anything" ("Oliver") and "Once in a Lifetime" ("Stop the World").

★★★★ McKELLAR SINGS McCORMACK

Kenneth McKellar. London TW 91275 (M); SW 99029 (S)—Among fans of the great John McCormack, this album can get much attention. McKellar's deeply expressive and lyrical tenor voice is handsomely suited to this recreation of a bevy of the songs with which the most remembered Irish tenor of them all is identified. The selections, all accompanied by an ensemble of strings and woodwinds, include "Danny Boy," "Maire My Girl," "The Mountains of Mourne" and the well remembered, "I Hear You Calling Me." In the religious vein are "Pans Angelicus" and Schubert's "Ave Maria." A handsome performance.

★★★★ THE LEVEE LOUNGERS AT THE GOLDEN GARTER

Audio Fidelity AFSD 5977 (S) — Honky tonk, barrelhouse, the rhythm of the charleston and hoked-up barroom piano, they're all here in abundance in a happy, carefree album of old-time music. The Levee Loungers were caught live in their native habitat, the Golden Garter in St. Paul, and the crowd whoops it up all the way as the combo of piano, three banjos, drums and tuba pound out such items as "Five Foot Two," "Wait 'Til the Sun Shines Nellie," "If You Knew Susie," etc. A rousing set with splendid stereo effects.

★★★★ MOVIE THEME HITS

Jo Basile, His Accordion and Ork. Audio Fidelity AFSD 5979 (S)—Accordionist Jo Basile has a sizable catalog with A-F and he's always a dependable seller. The music features the accordion on lead with a guitar and rhythm, all beautifully and clearly recorded. The familiar material runs the

(Continued on page 18)

4 HIT LP'S on LONDON RECORDS

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 OLIVER!: As Long As He Needs Me; Where Is Love?; I'd Do Anything; Consider Yourself; Oom-Pah-Pah; Who Will Buy?; others.
 Stereo: PS 270 Mono: LL 3270

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

SINGLES REVIEWS

Pop

SUE THOMPSON



WILLIE CAN (Acuff-Rose, BMI) (2:15)—Miss Thompson has a strong one here. She's scored with boy names before ("Norman" and "James") and this should go, too. It's a strong rhythm side that spots a danceable beat in a medium tempo with good ork and chorus. Second side is "Too Much in Love" (Acuff-Rose, BMI) (2:33). **Hickory 1196**

TRADE MARTIN



SOMETHING IN THE WIND (Winneton, BMI) (2:25)—**HULA HULA DANCIN' DOLL** (Winneton, BMI) (2:42)—Martin had a big one with his last release on the label "That Stranger Used to Be My Girl" and either or both of these should follow suit. The first is a rockaballad that features the lad's multi-tracked voice against strings, voices and tympani. The second is a swinger that should get the kids dancing. **Coed 573**

EDDIE HODGES



SECRET (Aldon, BMI) (2:04)—**SEEIN' IS BELIEVIN'** (Sherman-DeVorzon, BMI) (2:33)—The first two sides on the new label are tops for Eddie. The first is a smart piece of material done in stylish dual-track. The second is a bright rocker with the lad's double-tracked voice spotted against a fem chorus and ork. Either or both here. **Columbia 42469**

KRIS JENSEN



DON'T TAKE HER FROM ME (Acuff-Rose, BMI) (1:45)—**CLAUDETTE** (Acuff-Rose, BMI) (2:07)—Jensen, who had a hit with "Torture" awhile back, offers an effective pleader ballad somewhat in the Bobby Vee style and the chanter could score. On the flip, it's a Roy Orbison-penned tune, with Jensen handing it a happy, upbeat reading, with nice dual-track work. Both sides could happen. **Hickory 1195**

THE CRAWFORD BROS.



GOOD BUDDIES (Aldon, BMI) (2:16)—Bobby Crawford teams up with brother Johnny on this Everly Brothers-style dinking, with a good teen lyric. Johnny's popularity is so strong this side could happen. Watch it. Flip is "You Gotta Wear Shoes" (Maravilla, BMI) (1:54). **Del-Fi 4191**

REX ALLEN



ONLY THE HANGMAN IS WAITING FOR ME (Cedarwood, BMI) (2:33)—**JOHNNY TRAVERS** (Sure-Fire, BMI) (3:16)—A strong pair of sides from the new Rex Allen album. First is a slick Wayne Walker lyric set to the melody of "Streets of Laredo," with Allen giving it lots of sell. Flip is a tragic-ending ballad with enough storyline for a Western movie, but with lots of punch. Watch both sides. **Mercury 72071**

MARION WORTH



TENNESSEE TEARDROPS (Marty's, BMI) (2:58)—**SHAKE ME I RATTLE (SQUEEZE ME I CRY)** (Coliseum, BMI) (2:58)—The thrush who has been identified with the country field, turns in a powerful pop coupling, both done much in the Patti Page groove. First up is a fine Marty Robbins weeper ballad, delivered with much heart. Flip is an old Patti Page hit, done in mighty pleasant style. Watch both. **Columbia 42640**

GIL HAMILTON



MOVE AND GROOVE (Roosevelt, BMI) (2:15)—**WHEN ARE YOU COMING HOME** (Roosevelt, BMI) (2:14)—Here's a fine pairing, which leads off with a wild rocker given an exciting reading and backed by solid combo support. Fine dance rhythm here. Flip is a listenable ballad, also done with class. Both have a good chance. **Vee Jay 479**

Country & Western

GEORGE MORGAN



MACHT NIGHTS (IT MAKES NO DIFFERENCE) (Morgan-Shelley, BMI) (2:15)—**BLUE SNOWFALL** (Regent, BMI) (2:20)—Morgan, always a chart threat, has two listenable sides here. First up is a ballad tune written by himself, and it gets a telling reading. Could hit both country and pop. Flip is a pretty ballad about a lonely man. Two good efforts. **Columbia 42650**

GLENN DOUGLAS



TO WHOM IT MAY CONCERN (Combine, BMI) (2:41)—A strong country chanter is Douglas and he's teamed with a powerful piece of material. It's a story about a man who returns from the dead after his wife has remarried. Watch it. Flip is "Red Bird" (Lowery, BMI) (2:21). **MGM 13108**

SPECIAL MERIT SINGLES

Pop Disk Jockey Programming

BILL TAYLOR

★★★★ **TWILIGHT FANTASY** (Beckie, BMI) (2:30) Penn 117

THE SOUR TONES

★★★★ **COMPLETELY OUT OF TUNE (DESAFINADO)** (Hollis, BMI) (1:53) Terri-Ann 100

Reviews of New Singles

★★★★ **STRONG SALES POTENTIAL**

GARY SITTES

★★★★ **You Doubted Me—MR. PEEKE** 122—Gary Sittes comes through nicely here on his first outing in a long time. The tune is in the pop-country groove and the artist sells it with confidence. Good backing adds to the disk. (PJD, SESAC) (2:27)

★★★★ **Only a Fool Would Say**—Bright little rocker is sold pleasantly by the cat. Side has effective dual-tracking and a nice beat. (PJD, SESAC) (2:33)

HAROLD DORMAN

★★★★ **There On Yonder Hill—SANTO** 9005—Harold Dorman returns to wax after a long absence with a first-rate reading of a big melodic ballad that builds all the way due to a fresh ork arrangement. Watch this one. (Pee Vee-Santo, BMI) (2:31)

★★★★ **In an Instant**—Another strong side by Dorman, again spotlighting the singer in a tender ballad over warm ork and chorus support. Two very attractive sides. (Jack-Big Booper, BMI) (2:42)

RED PRYSOCK

★★★★ **Here We Go—KING** 5704—This side is in the well-defined Prysock groove. It features stompin', gutsy, tenor sax work in a walkin' blues tempo. Solid seller for the r.&b. market. (Lois, BMI) (2:50)

★★★★ **Can't Sit Down**—Here's a power-packed version of the Phil Upchurch hit of awhile back. The side features strong rhythm with potent trombone, sax and organ work. (Conrad, BMI) (2:56)

THE RIBBONS

★★★★ **My Baby Said—MARSH** 202—Slow rockaballad sound that might really score with the kids. The arrangement in support of the singers is also one that might catch their ears, for it employs strings and tuba. (Kavelin-Leib, BMI) (2:25)

★★★★ **Ain't Gonna Kiss Ya**—This is a side by a new girl's group. The singers have that strident sound that's so popular today and they are backed with strings and strong teen beat rhythm. (Kavelin-Leib, BMI) (2:20)

RUBY AND THE ROMANTICS

★★★★ **Our Day Will Come—KAPP** 501—A smart Latin beat underscores this pleasant thrushing job by the gal, aided by a fem chorus. A mighty stylish side, with an impressive arrangement. (Rosewood, ASCAP) (2:33)

★★★★ **Moonlight and Music**—A slow and pulsing rockaballad with triplets, sung persuasively by thrush Ruby. Could get some play. (Highwood, BMI) (2:42)

KING CURTIS

★★★★ **Strollin' Home—CAPITOL** 4891—The horn man blows fine here and leads

the band through a slow rhythm blues job, with fine beat in the backing. An organ moves in later for a nice touch. Solid juke and deejay hop wax. (Kilynn-Eden, BMI) (2:42)

★★★★ **Mess Around**—A slow and sneaky instrumental by the band done as a backing for the mess-around teen dance. Basically a twist rhythm, it could have a lot of appeal for the dancers. (Kilynn-Eden, BMI) (2:35)

CONWAY TWITTY

★★★★ **I Hope, I Think, I Wish—MGM** 13112—Conway Twitty turns in a good job on this attractive tune, which has also been waxed in the country field. This is one of Twitty's best sides in a spell and it has a chance. (Tree, BMI) (2:17)

★★★★ **The Pickup**—Bright rocker is sung stylishly by the chanter over good beat backing. Gimmicky sounds add to the disk. Watch it. (Marielle, BMI) (2:24)

BEN E. KING

★★★★ **Auf Wiederseh'n, My Dear—ATCO** 6246—Tender ballad from King here could get some action. The side sounds good, although not one of the artist's best. He is backed with Latin rhythm and strings. (Advance, ASCAP) (2:06)

★★★★ **Tell Daddy**—The hit team of Goffin and King wrote this one and it's a heart-pleading rockaballad that showcases the lad in front of string and voices. (Aldon, BMI) (2:40)

SANTO AND JOHNNY

★★★★ **Manhattan—CANADIAN-AMERICAN** 148—Slow dreamy ballad from the young man here. It features some classy guitar work against a string backdrop that also utilizes woodwinds. (Marks, BMI) (2:22)

★★★★ **Twistin' Bells**—Swinging twist item that makes use of "Jingle Bells" as a major theme. Side was originally released last year. (Trinity-Climax, BMI) (2:15)

BARBARA McNAIR

★★★★ **Cross Over the Bridge—KC** 109—A solid new rendition of the old Patti Page hit, with organ and ork backing helping to sell it. The rhythm is solid, and this could be a strong side for the thrush. (Laurel, ASCAP) (2:27)

★★★ **Glory Land**—(Gil, BMI) (2:35)

HANNIBAL

★★★★ **I Think We've Met Before—KING** 5706—A bright and happy rocker in the twist groove with Hannibal shouting away with good vocal chorus help. Side has a good beat and solid horn spots. (O-Cal-Jawat, BMI) (2:20)

★★★ **Baby, Please Change Your Mind—(O-Cal, BMI)** (2:24)

VIC SCHOEN

★★★★ **Tightrope—KAPP** 456—Here's a new TV title tune, written by George Dunning, clever of "Theme From Picnic," a few years back. It's slow-paced and pleasantly moody and just the ticket for mood radio segs. (S-G, ASCAP) (2:44)

★★★ **Las Vegas**—(Garland, ASCAP) (2:43)

(Continued on page 20)

FANNY
ADVISE AND CONSENT
GOODBYE AGAIN
JUDGMENT AT NUREMBERG
THE APARTMENT
NEVER ON SUNDAY
THE FOUR HORSEMEN OF THE APOCALYPSE
BARABAS
RETURN TO PLYTON PLACE
THE BIG COUNTRY

MANTOVANI
MOON RIVER
 AND OTHER GREAT FILM THEMES

Moon River; Fanny; Advise and Consent; Goodbye Again; Judgment at Nuremberg; The Apartment; Never on Sunday; The Four Horsemen of the Apocalypse; Barabas; Rocco and His Brothers (Nadia's Theme); Return to Peyton Place; other. Stereo: PS 249 Mono: LL 3261

Mantovani
and his orchestra
AMERICAN WALTZES

LET ME CALL YOU SWEETHEART
 MARCHETA • THE SIDEWALKS OF NEW YORK
 ALICE BLUE GOWN • THE WHIFFENPOOF SONG
 THE WALTZ YOU SAVED FOR ME • CLEMENTINE
 BEAUTIFUL OHIO • SWEETHEART OF SIGMA CHI
 WHEN THE MOON COMES OVER THE MOUNTAIN
 MEET ME IN ST. LOUIS, LOUIS • MISSOURI WALTZ

Beautiful Ohio; Clementine; Alice Blue Gown; Missouri Waltz; Let Me Call You Sweetheart; The Whiffenpoof Song; Sweetheart of Sigma Chi; Meet Me in St. Louis, Louis; Sidewalks of New York; When the Moon Comes Over the Mountain; others. Stereo: PS 248 Mono: LL 3260

Mantovani
SONGS OF PRAISE

 A Mighty Fortress is Our God; Whispering Hope; Jesu Lover of My Soul; The Lord's My Shepherd; Onward, Christian Soldiers; Nearer My God to Thee; Rock of Ages; Beautiful Isle of Somewhere; The Holy City; Eternal Father Strong to Save; others. Stereo: PS 245 Mono: LL 3251

A Mighty Fortress is Our God; Whispering Hope; Jesu Lover of My Soul; The Lord's My Shepherd; Onward, Christian Soldiers; Nearer My God to Thee; Rock of Ages; Beautiful Isle of Somewhere; The Holy City; Eternal Father Strong to Save; others. Stereo: PS 245 Mono: LL 3251

The pick of the new releases:

SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Continued from page 16

SUMMERTIME IN VENICE



Gino Mescoli, His Piano and Ork. Vesuvius LP 4406 (M); ST 4406 (S)—Here's one of the most unashamedly romantic albums you're likely to hear in a long time. A big, string-filled ork is the showcase for Gino Mescoli's piano and some well-timed mandolin accents. Many of the tunes are from movies which have been international successes ("Summertime in Venice," "It Started in Naples," etc.), but all have a romantic Italian feeling. Deejays will find it worth exposing in middle-road pop shows. Some numbers are augmented by a wordless chorus.

Spoken Word

SHAKESPEARE: CYMBELINE (3-12")



Various Artists. Shakespeare Recording Society SRS-S 236 (S) — A wonderful performance of Shakespeare's lesser known "Cymbeline," with a fine cast including Claire Bloom, Boris Karloff, Pamela Brown, John Fraser and Alan Dobie. This is another in the SRS's complete recordings of all of Shakespeare's works and it is another outstanding set in the series. Students and scholars will want this impressive recording.

Spiritual

ONE STEP



Alex Bradford. Vee Jay LP 5023 (M)—Here's a most dramatic and inspiring spiritual album from one of the giants in the spiritual field, Rev. Alex Bradford. The set features Bradford singing some of the moving material from the gospel church against a backing that includes choir with organ, piano and drums accompaniment. The title song "I Left My Sins Behind Me," "Just in Time," "What About You" and "I Wasn't Gonna Tell Nobody" are some of the outstanding tracks.

Children

OLIVER TWIST



James Mason. Decca DL 9107 (M)—James Mason turns in a tour-de-force of narration in this adaptation of Dickens' famous story. Production is by Lyle Engel, with musical backing by Tony Mottola and adaptation by Columbia University's Alice Green Fredman. It's the first in a projected series of "Good Housekeeping Library of Recorded Classics," and has the advantage of the magazine's backing. With current attention on the legit musical "Oliver!" this recording has a strong chance.

SPECIAL MERIT ALBUMS

Pop

BIG DANCE BAND SOUND



Bobby Christian and his Ork. Dauntless DS 4603 (S)—Elaborate and inventive big band arrangements are the keynotes of this set, always propelled by a pronounced jazz beat. The quality of the arrangements is well above the norm as the group goes thru such tunes as "Lazy River," "Time Was," "Do I Worry" and "S'posin'" as well as some

less familiar strains. It's one dance set that has enough musical interest for listening alone.

I WISH YOU LOVE



Caterina Valente and Stanley Black. London LL 3275 (M); PS 275 (S)—Caterina Valente comes through with a flock of wonderful performances here of a strong collection of standards, aided by the Stanley Black ork. The tunes include "If You Go," "Autumn Leaves," "Volare," "April in Portugal" and "Too Soon." The lass continues to show that she is one of the top singers in the business. A fine new album.

Classical

THE CRUCIBLE (2-12")



Various Artists. Composers Recordings CRI 168 (S)—This is the modern American opera which won a Pulitzer Prize for music in the 1961-1962 season, and a New York Critics Circle citation. Based on Arthur Miller's tense drama of Salem witch hunting, "The Crucible," it was set to music by Robert Ward with libretto by Bernard Stambler. Cast is competent, but without any strong name stars. Production is uniformly good. The opera has a lean, tense sound, with overtones of folk and religious music, and should be of considerable interest to collectors of contemporary works.

International

DAS WAREN NOCH ZEITEN, VOL. II



Various Artists. Fiesta FLP 1368 (M)—Here's a panorama of pop tunes that were big hits in Germany during the 1928-1934 period, played with enthusiasm by various orchestras (Egon Kaiser, Wilfried Krueger, et al.) and sung by various vocalists. Musical styles are authentically "Roaring Twenties" or from the early 1930's. Tunes range from tangos like "O Donna Clara" to bright music-hall tunes like "Das Gibt's Nur Einmal." Delightfully nostalgic, and bound to please adult buyers of European extraction.

Reviews of New Albums

Continued from page 16

gamut of pop movie themes like "Summer Place," "La Dolce Vita," "Around the World," "Pepe," "Never on Sunday," and others. Fine stereo listening.

★★★★ ALL ABOARD THE BLUE TRAIN WITH JOHNNY CASH

Sun LP 1270 (M)—Here's a top-notch collection of what are undoubtedly some of Johnny Cash's greatest items and they are all at least three years old and some go back a good bit further. The memorable titles include "There You Go," "So Doggone Lonesome," "The Wreck of the Old '97," "Give My Love to Rose," and the great, "Folsom Prison Blues." The material is just as good as ever today and the Cash fans will treasure the collection.

LOW-PRICED POPULAR

★★★★ MUTINY ON THE BOUNTY
Nicholas Andriano, Film Spectacular Sound Track Ork. Diplomat D 2276—Good instrumental performances of themes from current and recent flicks by the Nicholas Andriano ork. Themes are from "Mutiny on the Bounty," "El Cid," "King of Kings," and the "Four Horsemen of the Apocalypse."

★★★★ SHOWBOAT
Various Artists. Diplomat D 2515 (M)—Pleasant reading of the glorious songs from Jerome Kern's "Showboat," sung by Audrey March, Richard Torgi and Lee Venora. The Kern-Hammerstein songs include "Make Believe," "You Are Love," "Why Do I Love You" and "Ol' Man River." Good low price wax.

★★★ MODERATE SALES POTENTIAL

★★★ LIMBO
Lord Rhumbago and the Caribbeans. Diplomat 2277 (M)

★★★ TRIBUTE TO UNCLE RAY
Little Steve Wonder. Tamla TM 232 (M)

★★★ A HANDFUL OF BLUES
Jerry Adler. Shasta LP 507 (M)

★★★ THE GREAT NEW SOUND OF THE CREW-CUTS
Camay 3002 (M)

★★★ CAVALCADE OF RHYTHMS (3-12")
Various Artists. Pop-Art PA 311, 312, 313 (M)

★★★ BOSSA NOVA
The Brasleros. Diplomat D 2285 (M)

★★★★ STRONG SALES POTENTIAL

JAZZ LP'S

★★★★ GYPSY
Annie Ross and Buddy Bregman and his Ork. World-Pacific WP 1808 (S)—Singer Annie Ross, late of the Lambert Hendricks vocal combine, steps out on her own with this jazz interpretation of many of the tunes from "Gypsy." Set is released in time to tie

in with national release of the movie. Miss Ross is backed nicely by a big, punching band under the direction of Buddy Bregman. "Everything's Coming Up Roses," "Some People," "Small World" and "Together" are some of the better tracks.

★★★★ STAN GETZ GREATEST HITS
Prestige 7256 (M)—These classic Stan Getz performances from more than a decade ago might pick up a few more sales to those jazz and pop collectors who have become enamored of his style through the current bossa nova fad. The album contains some of the best of the earlier Getz with "Long Island Sound," "Crazy Chords," "Small Hotel" and "Indian Summer" only a few of the superb tracks included.

★★★★ AFTER HOURS
Richard Holmes. Pacific Jazz PJ 59 (S)—Organist Richard Holmes has been co-star of a number of LP's on the label, but this is his first outing as star performer in trio form. Included in the group are guitar and drums supplied by two different teams, and the meeting of styles is an advantageous one for all concerned. Besides a number of originals, Holmes hits a solid groove on the Ray Charles epic "Hallelujah, I Love Her So," and the Avery Parish classic "After Hours."

★★★★ STITT MEETS BROTHER JACK
Sonny Stitt with Jack McDuff. Prestige 7244 (M)—Seven fine sides here, some swinging and others quite reflective. Stitt, always a popular man on alto or tenor, devotes himself strictly to tenor on these tracks, staying close to the melody most of the way but adding plenty of his own frills. The set is given an added timely touch with Jack McDuff's fine organ playing, much in the Jimmy Smith vogue. Most of the way it's Stitt out front but whether in a support role or when he's taking a solo, McDuff is highly effective. Also assisting in strictly backing roles are Eddie Diehl, guitar; Art Taylor, drums, and Ray Barretto, congas. Tunes are a mixture of standards and originals.

★★★★ STRONG SALES POTENTIAL

CLASSICAL LP'S

★★★★ TCHAIKOVSKY: THE NUTCRACKER (COMPLETE) (2-12")
London Symphony (Antal Dorati), Mercury SR 2-9013 (S)—The charming Tchaikovsky score is given a knowing reading under the baton of Antal Dorati, who again proves that he has few peers in conducting ballet music. Melodic and familiar, it has the benefit of Mercury's crack engineering and the result places it among the best. Should become a staple of the repertory.

MEN WHO READ BUSINESSPAPERS MEAN BUSINESS

★★★★ STRONG SALES POTENTIAL

SPECIALTY LP'S

INTERNATIONAL

★★★★ EASTERN STANDARD TIME
Oudi Hrant. Near East 45005 (M)—This set will appeal not only to fans of Greek and Turkish music, but its fascinating rhythms should interest jazz musicians as well. Set features Oudi Hrant, the outstanding oud player, in a fine collection of performances of both p.d. and original material. Hrant penned all of the original items here, and they add to his stature. A fascinating album by a master of taxim.

★★★★ EL DEBKE
Naif Agby and his Ork. Audio Fidelity. ASFD 5980—Music of the Middle East, recorded in high fidelity stereo and played with excitement by the Naif Agby ork, makes this an outstanding album of its genre. Agby, a native Lebanese, composed most of the music, along with Sid Frey, head of the A-F label. The rhythmic music is even more intriguing in stereo, and the cover should grab attention.

★★★★ LA VEDOVA ALLEGRA AND PAGANINI
Cesare Gallino, Directors d'Orchestra. Vesuvius LP 1310 (M); ST 1310 (S)—Here's an interesting disk, produced in Italy by the Meazzi label, and featuring excerpts of songs from two operettas by Franz Lehár, "The Merry Widow" and "Paganini." The cast sings the highlight number in Italian and there is a narrator, who also explains the movement of the stories in Italian. Spirited performances both ways with good recorded sound, and the package could have strong appeal in the obvious markets.

★★★★ MARSCHMUSIK
Various Artists. Fiesta FLP 1367—When it comes to the firmly paced, martial sound of a big brass band, it's hard to beat the "German sound." This one's the "Stabsmusik" of the Bundeswehr, one of West Germany's best. They play with authority and precision, a group of German military marches and a few internationally famous march-tempo numbers like "Entry of the Gladiators."

★★★★ GERMAN BRASS AND DRUMS
Musikkorps der Schutzpolizei-Helmut Winkel, Dir. London TW 91279 (M); SW 99279 (S)—Rousing, well-recorded performance by the Berlin Police Band of the traditional "Zapfenstreich" evening military ritual, plus other German-flavored military marches. The band has a firm, brassy sound in traditional Middle-European style, and the record is a real show-off piece for hi-fi equipment.

COUNTRY & WESTERN

★★★★ COUNTRY AND WESTERN BONANZA
Various Artists. Camay 3001 (M)—Here's an interesting collection of reissues of "original performances" by some top country and western names. The tracks have been culled from what would seem a variety of sources, mostly in singles form. Don Gibson, Roy Acuff, Bob Luman and Jimmy Newman are some of the artists included. This set is for collectors especially.

LATIN AMERICAN

★★★★ YO LA VI
Dioris Valladares and his Ork. Alegre LPA 822 (M)—The label has proven one of the hottest in the pachanga field and the performances here by the Valladares ork can get much the same reaction as some of the label's earlier sets. In this case, the band, with good percussion and a nice brass sound, offers a flock of different dance rhythms, including a special bow to strictly American tastes, a twist blues. Other rhythms are the pachanga, merengue, bolero and the bolero mambo. Good sound, with vocals here and there.

CHILDREN'S

★★★★ ICHABOD-RIP VAN WINKLE
Bing Crosby, Walter Huston. Decca DL 9106 (M)—Two distinguished performers—Bing Crosby and the late Walter Huston—are the stars of this album, based on two of Washington Irving's most durable stories. The style is "radio drama," with supporting casts and orchestral backing on both sides. The "Rip Van Winkle" story, incidentally, was adapted by Jerome Lawrence and Robert E. Lee, more recently known for their play, "Inherit the Wind." Music scores are by Victor Young and Wilbur Hatch. Performances are first-rate.

INTERNATIONAL

★★★★ TONY DALLARA SINGS HIS GREATEST HITS
Vesuvius LP 4405 (M); ST 4405 (S)—The emotional conzona style of Tony Dallara that made hits of "Al Di La," "La Novia" and "Come Prima" is offered on this LP of material Dallara recorded originally for Gurtler in Italy. It is released here by Vesuvius and distributed by MGM. It is apt to have above average interest since Dallara's name and style have won acclaim here. The three tunes mentioned are included in the dozen packaged here.

(Continued on page 20)

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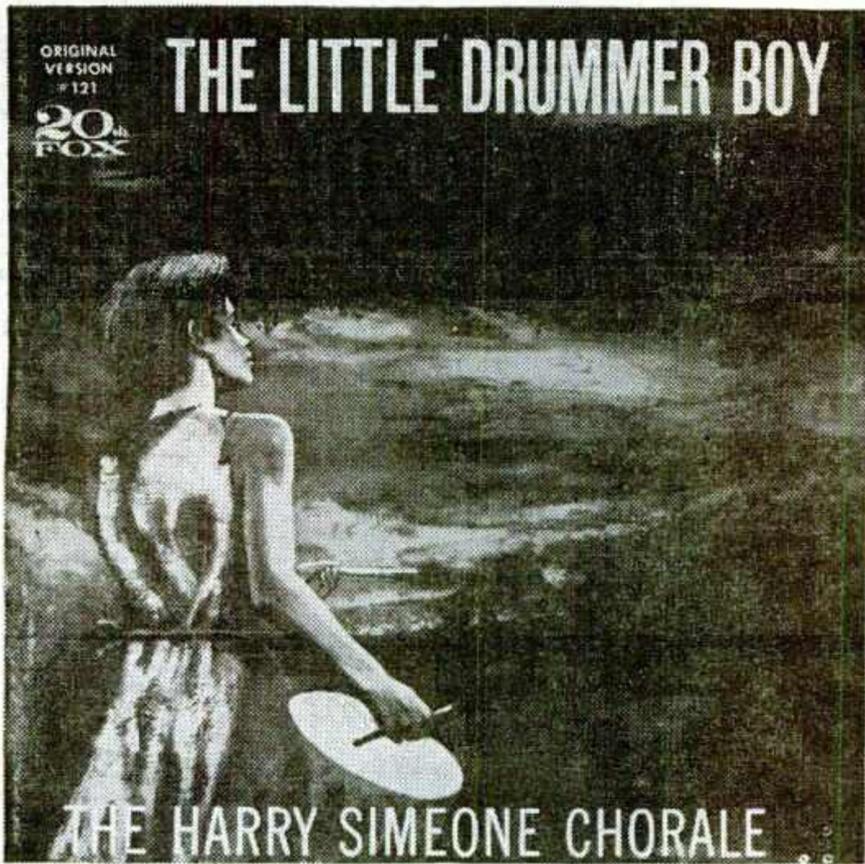
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AMERICA'S
GREATEST
CHRISTMAS
SINGLE!

AMERICA'S GREATEST XMAS ALBUM SET...



2 FOR THE PRICE OF 1



● **Reviews of New Albums**

● *Continued from page 18*

CHRISTMAS

★★★★ **THE CREATIVE WORLD OF STAN KENTON 1962**
Capitol SPRO 2203-2204 (S)—Two Christmas songs and two regular Kenton jazz-styled offerings, the four of which come from three different albums, comprise this sampler of current Kenton wares. From the album, "A Merry Christmas," comes "Good King Wenceslas" and "The 12 Days of Christmas," done in the traditional off-beat Kenton creative jazz arrangements. Also included are "Just in Time" from the album, "Kenton's Broadway" and "Reuben's Blues," from the album (forthcoming) "Adventures in Blues."

★★★★ **MORE GERMAN ARMY CHORUS**
Various Artists. London TW 91273 (M); SW 99028 (S)

★★★★ **MANDOLINO ITALIANO**
Ilter Patacchini. Vesuvius LP 4407 (M); ST 4407 (S)

★★★★ **REFLECTIONS OF GREECE**
Various Artists. Fiesta FLP 1366 (M)

COUNTRY & WESTERN

★★★★ **HILLYBILLY IN PHILLY**
Various Artists. Skyrocket SR 2000 (M)

CHILDREN'S

★★★★ **MARCONI, THE LITTLE PONY**
Frank Luther. United Artists. UAK 61 (M); UAS 61 (S)

LIMITED SALES POTENTIAL

CLASSICAL

IT'S TIME FOR OPERA (3-12")
Various Artists. Pop-Art PA 211, 212, 213 (M)

CHRISTMAS

THE CARDINAL CUSHING CHRISTMAS RECORD
Bill Durkin. In Victa 7112

★★★ **MODERATE SALES POTENTIAL**

JAZZ

★★★ **JAZZ KALEIDOSCOPE**
Bill Marx and the Jazz Octet. Vee Jay LP 3032 (M); SR 3032 (S)

CLASSICAL

★★★ **ALL TIME FAVORITE MASTERPIECES (3-12")**
Various Artists. Pop-Art PA 111, 112, 113 (M)

INTERNATIONAL

★★★ **VIVE LA CHANSON**
Maria Remusat. London TW 91280 (M)

★★★ **YAFFA YARKONI-INTERNATIONAL SONG COLLECTION**
Prestige 13067 (M)

● **Reviews of New Singles**

● *Continued from page 17*

THE VALENTINES

★★★★ **Yes, You Made It That Way—BETHLEHEM 3055**—This is a bright outing for the boy-girl team and they get a good sound somewhat in the Dee Dee Ford and Don Gardner style. Side has strong teen appeal. (Sonlo, BMI) (2:25)

★★★★ **I'll Forget You—(Lois, BMI) (2:31)**

DORA HALL

★★★★ **Hello Faithless—PREMERE 116**—Dora Hall comes through with a very listenable performance of a catchy novelty effort.

aided much by infectious work from the ork. Could get both pop and country action. (Acuff-Rose, BMI) (2:10)

★★★ **You've Got Me Cryin' Again—(Is-ham Jones, ASCAP) (2:25)**

SLIM WHITMAN

★★★★ **The Wayward Wind—IMPERIAL 5900**—The hit of the 1950's by Gogi Grant is sung in stylish fashion here by Slim Whitman over good ork and choral backing. Could grab both pop and country sales. (Warman, BMI) (2:27)

★★★ **Straight From Heaven—(Travis, BMI) (2:12)**

JIVE FIVE

★★★★ **Do You Hear Wedding Bells—BELTON 2029**—Old-fashioned, New York type rock dinking gets an upbeat treatment from the boys over backing with a bright beat. Could pull coins in the East. (Lescay, BMI) (2:12)

★★★ **These Golden Rings—(Lescay, BMI) (2:18)**

GUY PARNELL AND NITE BEATS

★★★★ **Night River Bossa Nova—VEE JAY 480**—Attractive hunk of instrumental material receives an interesting performance by the combo over a rhythmic bossa nova beat. Could get action. (LeBill-Malapi, BMI) (1:53)

★★★ **Easy—(LeBill, BMI) (2:10)**

TED TAYLOR

★★★★ **I'll Release You—OKEH 7165**—Here's the followup to the Little Esther winner, currently on the charts. Taylor sings it in strong high-voiced style against a country-like backing which features fiddles and voices. Could go. (Four-Star) (3:15)

★★★ **Can't Take No More — (Ronnat) (2:35)**

KAY STARR

★★★★ **Swingin' at the Hungry O—CAPITOL 4894**—Cute novelty take-off on the beatniks, bluegrassers and folkies that frequent coffee houses and such. Side is sung with style against male voices and fancy banjo pickin'. (Starstan, BMI) (2:42)

★★★ **Bossa Nova Casanova — (Starstan, BMI) (2:39)**

DODO GREENE

★★★★ **There Must Be a Way—BLUE NOTE 1860**—This is the old ballad handled

in pretty, but strong style by the lass. She's got a good set of pipes and comes through well. Backing by the combo is first-rate. (Laurel, ASCAP)

★★★ **Lonesome Road — (Paramount, ASCAP)**

ELOISE

★★★★ **You Should'a Treated Me Right—WAND 129**—A finger-snappin', gospel-tempo number is given a bright treatment by the singer who really belts it with strong rhythm combo and choral backing. Side could step out. (Saturn, BMI) (2:05)

★★★ **Ooh, Baby—(Fco-Bco, ASCAP) (2:10)**

IKE COLE

★★★★ **I Love You Ida—PERSONALITY 3505**—Nat Cole's brother Ike has a mighty smart reading of the fine oldie here and it's done to a stylish medium rock rhythm with a good chorus assist. This could grab a lot of play. (A.M.C., ASCAP) (2:00)

★★★ **I'm Getting Mighty Lonesome—(Advanced, ASCAP) (2:34)**

THE SKYLINERS

★★★★ **Tell Me—VISCOUNT 104**—Slow rockaballad is sung with conviction here by the lead who has much talent. Side also features fine backing from the rest of the group with strings and strong piano work. (Sky-Rock, ASCAP) (2:34)

★★★ **Comes Love—(Kidd, BMI) (2:29)**

HOWARD CROOK

★★★★ **Limbo Nova — PHILIPS 40088**—Here's a blending of two elements current on the pop scene, the bossa nova and the limbo. The organ plays a leading role in the blues-based melody against stylish guitar and scratcher support. (Renda, BMI) (2:00)

★★★ **Brezzolina—(Old Taylor, BMI) (2:34)**

JOE HENDERSON

★★★★ **Sad Teardrops at Dawn—TODD 1082**—Henderson sells this attractive pop-country disk with warmth over simple backing. It's one of Henderson's best recent outings and could bring him back to the charts. (Copar-Forrest, BMI) (2:20)

★★★ **Cause We're in Love—(Gleam, BMI) (2:31)**

BILL TAYLOR

★★★★ **Twilight Fantasy — PENN 117**—Here's a trumpet man with a big, fat

schmalzy sound who could get a lot of play with this ballad instrumental. Beside the trumpet there's some solid fiddle section work and fine piano in the "Last Date" groove. (Beckie, BMI) (2:30)

★★★ **Border Town—(Beckie, BMI) (2:15)**

SOUR TONES

★★★★ **Completely Out of Tune (Desa-finado)—TERRI-ANN 100**—Here's a gag record that might give jockeys a kick. It showcases flute and piano and rhythm who take the title literally. As they play out of tune, the crowd laughs. (Hollis, BMI) (1:53)

★★★ **Sour Georgia Brown — (Remick, ASCAP) (2:15)**

★★★ **MODERATE SALES POTENTIAL**

THE DYNAMICS

★★★★ **Seems Like Only Yesterday (Dorri, ASCAP) (2:30)**—★★★★ **How Should I Feel? (Dorri, ASCAP) (2:10)**. DECCA 31450

MARY JOHN

★★★★ **You Can Always Count on Me—(2:55)**—★★★★ **Up on a Rainbow (2:02)**. GLENCO 124

JUDY CANOVA

★★★ **Fiddle Around (Bourne, ASCAP) (2:05)**—★★★★ **Mr. Heartache and Mr. Blue (American, BMI) (2:15)**. CHANCEL-LOR 109

MICKEY MOZART QUINTET

★★★ **Call of the Fura (Gretavick, ASCAP) (2:00)**—★★★★ **Drums of Istanbul (Gretavick, ASCAP) (2:28)**. KAPP 466

LITTLE CHERYL WILLIAMS

★★★ **Pocketful of Money (Mured, BMI) (2:12)**—★★★★ **Jim (Mured, BMI) (2:38)**. KAPP 500

BILLY STRANGE

★★★ **Mooncussers (Wonderland, BMI) (1:46)**—★★★★ **Remember April (Leeds, ASCAP) (2:00)**

CLIFF GLEAVES

★★★ **Little Rosa (Cedarwood, BMI) (2:40)**—★★★★ **The Day the Town Cried (Tallorade, BMI) (2:00)**. PARK AVE. 103

THE PHOENIX SINGERS

★★★ **I'm the Man That Built the Bridges (Witmark, ASCAP) (2:33)**—★★★★ **Take Matty and Go (Applesseed, ASCAP) (2:59)**. WARNER BROS. 5328

(Continued on page 22)

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ROULETTE

● **Reviews of New Singles**

● *Continued from page 20*

JO DAVIS
 ★★ Jamaican Holiday (Kirchstein, BMI) (2:00)—★★★ Christmas Vacation (Kirchstein, BMI) (2:25). CUCA 1112

THE PRETENDERS
 ★★ The Day You Are Mine (Lols-Becks, BMI) (2:20)—★★★ Ding Dong Bells (Lols-Becks, BMI) (2:30). BETHLEHEM 3050

THE EMBRACEABLES
 ★★ Destiny (White Cliffs, BMI) (2:17)
 ★★ Come Back (White Cliff, BMI) (2:50). DOVER 4101

BILLY WARD AND HIS DOMINOES
 ★★ Man in the Stained Glass Window (Ward, BMI) (2:20) — ★★ My Fair Weather Friend (Ward, BMI) (2:05). ROZAN 10001

JOHNNY OTIS
 ★★ Somebody Call the Station (O-Cal-Five Point, BMI) (2:20) — ★★ Yes (Ocal, BMI) (2:00). KING 5707

WAYNE COCHRAN
 ★★ Last Kiss (Ferry, BMI)—★★★ Edge of the Sea (Cochran, BMI). AIRE 150

APRIL CLARKE
 ★★ Afraid to Answer (Ashna, BMI) (2:04) — ★★ Happy Birthday, Dear Jesus (By-Nash, BMI) (2:18). DO-RA-ME 1429

JIMMIE JOHN
 ★★ I'm Your Toy (Ashna, BMI) (2:14)
 ★★ They Don't Really Know Me (Ashna, BMI) (2:00). DO-RA-ME 1425

JAN BRADLEY
 ★★ Mama Didn't Lie (Curfom, BMI) (2:10) — ★★ Lovers Like Me (Janjo, BMI) (2:08). FORMAL 1044

NUTTY NED AND MARVIN
 ★★ The Big Trial (Hilary, BMI) (2:01)
 ★★ Comin' Down the Track (Meadowbank, ASCAP) (2:06). ARCH 1812

HOLLYWOOD SAXONS
 ★★ I'm Your Man (Sanco, BMI) (2:20)
 ★★ It's You (Sanco, BMI) (2:11). ELF 103

LITTLE ELEU
 ★★ Kaneka Meka Umi Loa Kea (The Man With the Long White Beard) (1:28)
 ★★ Kani Kani Pela (1:13). MAHALO 1008

SMITTY AND THE STORIES
 ★★ Before You Go (Sanco, BMI) (2:53) — ★★ Under Your Window (Sanco, BMI) (2:00). ELF 102

JEFF AND SUE MITCHELL
 ★★ Buzzy, the Christmas Bee (Marks, BMI) (2:06)—★★★ Fountain of the Bells (Leeds, ASCAP) (2:30). CLICK 728

CURTIS AND THE CREEPERS
 ★★ The Thing (Parts I and II) (Doveia, BMI) (2:20, 1:57). DAUNTLESS 032

SEAN THOMAS
 ★★ I Just Don't Love You Anymore (Check-Colt, BMI) (2:41)—★★★ I'm Going Home (Check-Colt, BMI) (2:35). CAMEO 229

ROXY
 ★★ Mary Lou (Dew, BMI) (2:04)
 ★★ I'm So in Love (Dew, BMI) (2:35). DON-EL 116

JIMMY WALLACE
 ★★ The Meaning of Love (Dew, BMI) (2:11)—★★★ Please Don't Say No (Felst, BMI) (2:23). DON-EL 115

THE BUTANES
 ★★ Don't Forget I Love You (Enrica, BMI) (2:20) — ★★ That's My Desire (Mills, ASCAP) (2:15). ENRICA 1007

ROB DANTE
 ★★ Come Back My Lover (Butts, BMI) (2:26)—★★★ Baby This Is Love (Butts, BMI) (1:58). HARLAN 101

THE EPICS
 ★★ Treble Twist (Vado, ASCAP) (1:53)—★★★ The Crawl (Vado, ASCAP) (2:20). JODY 260

THE ENCHANTMENTS
 ★★ Popeye (The Dance to Do) (Sky-HI, ASCAP) (2:02)—★★★ Lonely Heart (Kidd, BMI) (2:24). ROMAC 1001

LUCY CAMPO
 ★★ Silly Boy (Roosevelt, BMI) (1:44)
 ★★ He Sends Me Presents (Webster, Briarcliff, BMI) (2:02). RCA VICTOR 8121

DENNIS BELL
 ★★ Bel Mir Bist Du Schoen (Harms, ASCAP) (2:00)—★★★ You Don't Need Me Anymore—(Ross Jungnickel, ASCAP) (2:23). RCA VICTOR 8122

more will LIVE
 the more you GIVE

HEART FUND



MISS PRIM AND THE CLASSROOM KIDS
 ★★ The Toddle (Aldon, BMI) (2:25)
 — ★★ Miss Prim's Theme (Aldon, BMI) (2:18). AMY 872

MYRNA MARCH
 ★★ Warm Are Your Lips (Bourne, ASCAP) (3:10) — ★★ Our Love, It Grows (Trio, BMI) (2:15). ROULETTE 4463

LONNIE SATTIN
 ★★ Around the World (Liza, ASCAP) (2:37) — ★★ Speak Low (Chappell, ASCAP) (2:53). SCEPTER 1244

THE DEL VIKINGS
 ★★ An Angel Up in Heaven (Pine Hollow, ASCAP) (2:04)—★★★ The Fishing Chant (Goldsen, ASCAP) (2:15). ABC-PARAMOUNT 10385

JOHNNY PARR
 ★★ Don't Ever Say You're Sorry (Edith, BMI) (2:10) — ★★ I Know a Girl (Edith, BMI) (2:20). LAWN 201

VIC DONNA
 ★★ What Happened to My Little Girl (Selma, BMI) (2:05) — ★★ Everytime (Selma, BMI) (2:10). ABC-PARAMOUNT 10382

BOB NEWKIRK
 ★★ Lover (Famous, ASCAP) (2:12)
 ★★ Small Mistake (Morris, ASCAP) (2:19). PHILIPS 40061

GEORGE DAVIS
 ★★ Out of a Million Girls (Rider, BMI) (2:40)—★★★ Soft Touch (Rider, BMI) (2:20). PHILIPS 40082

ROD LAUREN
 ★★ Mexicali Rose (Cole, BMI) (2:14)
 — ★★ I Ain't You (Rambled, BMI) (2:07). CHANCELLOR 1126

JAYE P. MORGAN
 ★★ Ma (He's Making Eyes at Me) (Mills, ASCAP) (1:49) — ★★ Slowly (Roosevelt, BMI) (1:59). MGM 13114

JOHNNY THUNDER
 ★★ Loop De Loop (Tobit-Ann-Teddy Vann, BMI) (2:12) — ★★ Don't Be Ashamed (Tobit-Ann-Teddy Vann, BMI) (2:40). DIAMOND 129

HAL MOON
 ★★ Lips, Arms and You (Lenox, BMI) (2:20)—★★★ Somewhere in Battle (Lenox, BMI) (2:43). LENOX 1002

STUART FOSTER
 ★★ Nowhere to Go But Up (Chappell, ASCAP) (2:03) — ★★ Baby, Baby (Chappell, ASCAP) (2:03). MOHAWK 133

DOC JAZROC
 ★★ Moody Girl (Valley, ASCAP) (2:27) — ★★ Fish and Chips (Valley, ASCAP) (2:26). WARNER BROS. 5330

THE SHONDELLS
 ★★ Special Delivery (O-Cal-Briarcliff, BMI) (2:20)—★★★ Muscles Bound (O-Cal-Briarcliff, BMI) (2:35). KING 5705

ADA RAY
 ★★ I No Longer Believe in Miracles (Zell's, BMI) (2:19)—★★★ Give Our Love a Chance (Zell's, BMI) (2:17). ZELL'S 253

BILLY HAMLIN
 ★★ If You Ain't Got No Bread (You Might as Well Stay Home in Bed) (Pandora, BMI) (3:15)—★★★ Hard Working Man (Pandora, BMI) (2:17). BETHLEHEM 3053

DICK DALE AND HIS DEL-TONES
 ★★ Peppermint Man (Bloor-Hoffman, BMI) (2:18)—★★★ Surf Beat (Monsour, ASCAP) (2:38). DELTONE 5020

TONY GEE
 ★★ Iron Box (It May Be for You) (Brent, BMI) (2:12) — ★★ Freeze (Brent, BMI) (2:11). TIME 1059

BRICE ARMSTRONG AND THE ALL AMERICAN GHOULS
 ★★ Happy Ghoul Time (Seg-Way-Tune-Kel, BMI) (2:04) — ★★ The Fright Before Christmas (Seg-Way-Tune-Kel, BMI) (2:05). DUCHESS 1020

★ ★ ★ STRONG SALES POTENTIAL

COUNTRY & WESTERN

KAREN WHEELER
 ★★ What About Tomorrow? — EPIC 9540 — Karen Wheeler is the teen-aged daughter of country artist Onie Wheeler, and she sings this ballad in the real weeper tradition. A pleasant debut for the lass. A recitation in the middle is effective. (Cedarwood, BMI) (2:04)

★ ★ ★ Sandyland Farmer — A smart medium rhythm tune by Miss Wheeler dad, Onie Wheeler. Good material with a real bounce to it and the arrangement also has a lot of zip. (Lilly-Jo, BMI) (2:07)

COWBOY COPAS
 ★★ Smoke on the Water—STARDAY 612—Here's a familiar melody about that hallelujah day when the dictators are put to rest. Copas sings it with feeling while he plays guitar and rhythm romps. (Cole, BMI) (2:19)

★ ★ ★ Family Reunion—Fine side for release at this holiday time. The vocal is handled with style while a bluegrass sound fills the background. (Starday, BMI) (2:42)

SONNY BURNS
 ★★ Devil's Disciple—UNITED ARTISTS 520—Chanter bows on the label with a listenable reading of an attractive weeper. Could get some action in the country field. (Glad, BMI) (2:28)

★ ★ ★ I'm Losing My Mind — Another powerful performance by the singer of a tender weeper. Backing is in the current pop-country groove, with good piano work and nice choral support. (Glad, BMI) (2:42)

TOMMY HUNTER
 ★★ Poor Little Bullfrog—CAPITOL 4890—Folk-flavored story-song with a touch of bluegrass sound is sold neatly by singer with ork and chorus backing. Could catch spins. (Jo-Gene, BMI) (2:05)

★ ★ ★ Penny Wishes — (Beechwood, BMI) (2:27)

SPIRITUAL
HARMONIZING FOUR
 ★★ When They Ring Them Bells—VEE JAY 914—The boys sell a moving gospel item with feeling sparked by a strong bass lead. Should appeal to their many fans.

★ ★ ★ When Tears Are Falling—Another soft and meaningful reading by the boys of a new spiritual effort, which also has appeal. Two good sides. (Conrad, BMI) (2:09)

JAZZ
DONALD BYRD
 ★★ Hush—BLUE NOTE 1853—Strong walkin' tempo here from Byrd's group and the band really comes on with a cute down-home sound. This one should be a natural in jazz and r.&b. juke boxes in large metropolitan neighborhoods. (Elgy) (5:35)

★ ★ ★ 6 M's—Here's one of the tracks from Byrd's latest LP for the label. It features classy trumpet work from the leader with strong Herbie Hancock piano and solid Pepper Adams baritone sax blowing. (Elgy) (6:30)

LOU DONALDSON
 ★★ South of the Border — BLUE NOTE 1831—The standard gets a swinging reading in straight, up-tempo four-four here. The alto saxist takes the melody unadorned first time through and lets go on the sound. Fine juke box material. (Shapiro-Bernstein)

★ ★ ★ Polka Dots and Moonbeams—(ABC)

CHRISTMAS
THE ROCKY FELLERS
 ★★ Santa Santa — SCEPTER 1245—Here's an intriguing Christmas ditty done by a little kiddie group in the Caribbean-Mexican dialect. Backing, smart indeed, has strong touches of calypso, Latin and Tex-Mex. This could get a lot of action. (White Castle, BMI) (2:27)

★ ★ ★ Great Big World — (White Castle, BMI)

SACRED
GEORGE BEVERLY SHEA
 ★★ He Is No Stranger — RCA VICTOR 8123—This pretty sacred tune is sung in George Beverly Shea's usual moving style, helped by choral and organ backing. (Shayne, ASCAP) (2:30)

★ ★ ★ Greenwillow Christmas — (Frank ASCAP) (2:39)

★ ★ ★ MODERATE SALES POTENTIAL

CHRISTMAS
JOHNNY KAY
 ★★ Christmas Candle (New Ventures) (1:38)—★★★ One Blue Carnation (New Ventures) (2:35). NEW VENTURES 737

THE CONFORTI SISTERS
 ★★ Rockin' Roly-Poly Santa Claus (Auburndale, ASCAP) (2:02)

DONNA CONFORTI
 ★★ Merry Christmas, Santa Claus (Auburndale, ASCAP) (2:05). GLENCO 125

SAMMY MARSHALL
 ★★ Oh, Virginia, Yes, There Is a Santa Claus (Stephonic, BMI) (2:24)
 ★★ There Comes a Night (Enchanted Night) (Stephonic, BMI) (2:07). LARESC 709

CATES SISTERS
 ★★ Don't Leave Me Now (Three C's, BMI) (2:30)—★★★ We've Met Before (Three C's, BMI) (2:45). CHEATHAM 106

KENNY ROBERTS
 ★★ Sing Me a Hurilla' Song (Lols-Tannen, BMI) (2:15)—★★★ Cheer Up (Lols-Tannen, BMI) (2:05). BETHLEHEM 3052

DAVE KENNEDY AND THE AMBASSADORS
 ★★ Peepin' and Hidin' (Lindy Shannon, BMI) (3:17)—★★★ Kiss Me Quick (Lindy Shannon, BMI) (2:38). CUCA 1107

LESTER ROSE
 ★★ Wino Blues (Arlen) (2:25)—★★★ Allmy Blues (Arlen) (2:00). ARLEN 1014

THE CASTAWAYS
 ★★ Caravan (ASCAP) (3:00) — ★★ Carol's Theme (Tripod, ASCAP) (2:30). JIM DANDY 1014

X. LINCOLN
 ★★ Heartaches and Happiness (Van-Jo, BMI) (2:14)—★★★ Stand-In for Her Past (Van-Jo, BMI) (2:04). TIME 1061

CHRISTMAS THREE STAR LARRY FOSTER
 ★★ My Christmas Message to the World (Lady Grace, BMI) (2:33)—★★★ My Son, the Folk Monster (Lady Grace, BMI) (3:09). 20TH FOX 325

JIMMY DONLEY
 ★★ Santa! Don't Pass Me By (Tree Top-Crazy Cajun, BMI) (2:13) — ★★ Think It Over (Tree Top-Crazy Cajun, BMI) (2:40). CHESS 1843

RON MURPHY
 ★★ Christmas Time (Stratford, ASCAP) (2:44) — ★★ This Year (Stratford, ASCAP) (2:38). SUITE 16-109

DON AND THE DOMINOS
 ★★ Whole Lotta Love (Kirchstein, BMI) (2:38) — ★★ Weary Blues (2:35). CUCA 1109

LONNIE WALKER
 ★★ Let's Talk About Us (2:02)—★★★ I Slipped, I Stumbled, I Fell (1:35). CUCA 1111

EDDIE SOVEINE AND THE QUEEN'S MEN
 ★★ Thanks to Our Country (Druid, BMI) (2:58)—★★★ Santa's on His Way (Marleaux, BMI) (1:40). TRUMPET 606

RHYTHM & BLUES
EDDIE BURNS
 ★★ Don't Be Messing With My Bread (Fuqua, BMI) (2:35) — ★★ Orange Driver (Birdsong, BMI) (3:15). HARVEY 118

GAY MEADOWS
 ★★ Limbo (Druid, BMI) (2:44)—★★★ Ugly Chile (Druid, BMI) (2:48). TRUMPET 1313

LIMITED SALES POTENTIAL

LITTLE SAMMY AND THE SHELETTS
 Jackie Please (Mayflower, BMI) (2:30)
 Good-By My Love (Mayflower, BMI) (2:35). RIP-COR 6001

LOYD THUNDER
 Pretending (Teneco, BMI)—Door Knob (Teneco, BMI), AIRE 151

THE PHAETONS
 The Road of Blues (Sound, BMI) (2:35)—I'm So Lonely (Sound, BMI) (2:47). SAHARA 102

CARMEN CARROLL
 Why I Want You (Lelvas, BMI) (2:15)—I'll Hang My Heart on a Christmas Tree (Lelvas, BMI) (3:10). CC&B 107

COUNTRY & WESTERN
CURLEY MONEY
 Oh How I Love You (Commodore, 2:45)
 —Lovers Blues (NuClear) (1:54). RAMBLER 2509

SHARON ARNOLD
 Tennessee Waltz (BMI) (2:18)—I Walk (2:00). CUCA 1110

WELDON AND WANDA ROGERS
 As Long As You Are Mine (Yonah, BMI) (2:13)—How Times Have Changed (Yonah, BMI) (2:15). PEACH 759

TOMMY TUCKER
 No Room Left For Me in Your Heart (Yonah, BMI) (2:40)—Johnny Boy (Yonah, BMI) (1:45). PEACH 760

CHRISTMAS
JIM EASTER
 White Christmas (Berlin, ASCAP) (2:15)
 —Where Is Santa Claus? (Don-De, ASCAP) (2:17). CAP 071

ROBIN SISTERS
 Santa's Little Workshop (Stald, BMI) (1:25)—Chimney Top Twist (Stald, BMI) (1:52). POLARIS 100

JIM MILLS-ADELE SCOTT—THE NOTABLES
 What Is Christmas? (Barister, ASCAP) (2:43)—What Is New Year's (Barister, ASCAP) (2:43). WINDY CITY 11262

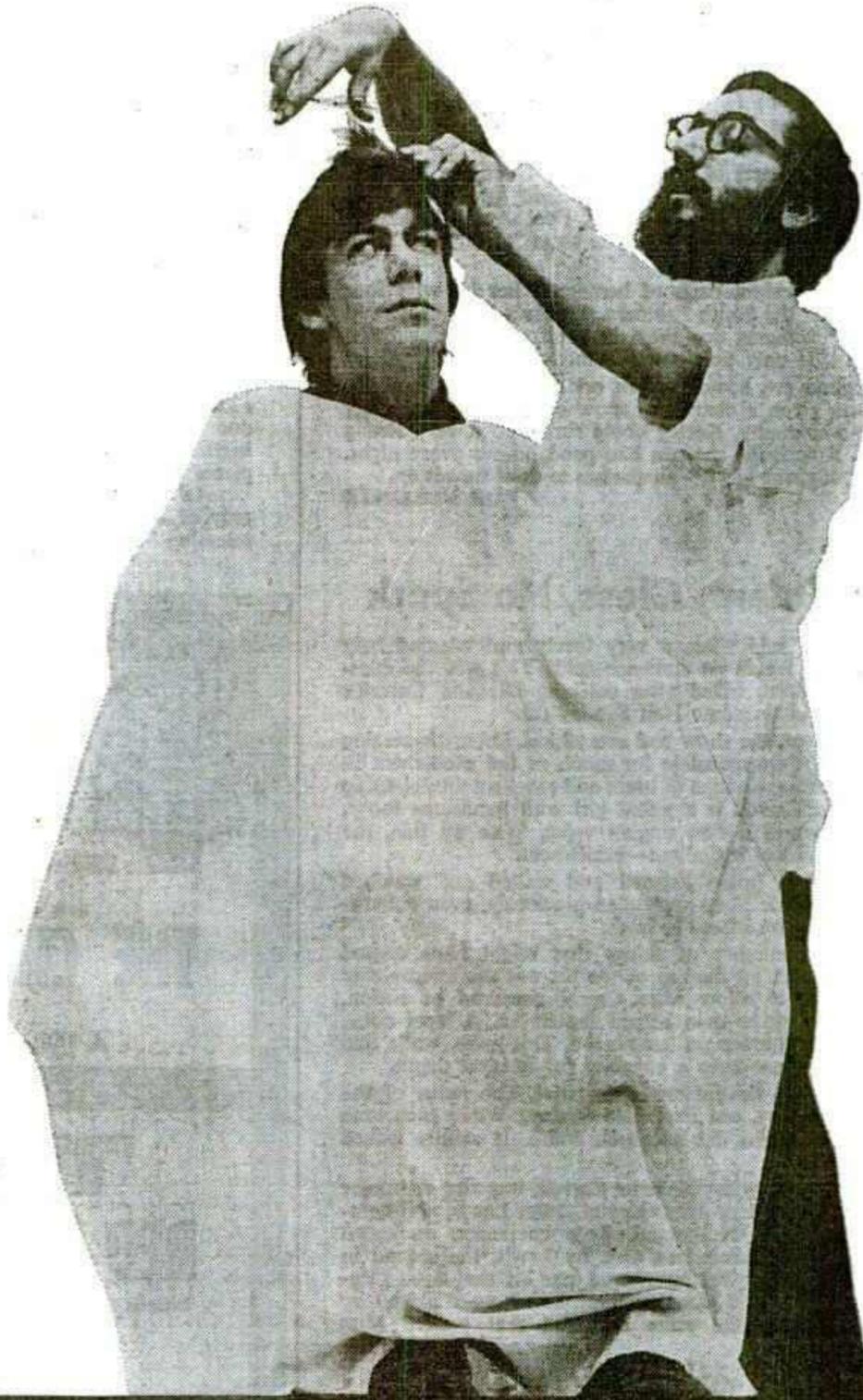


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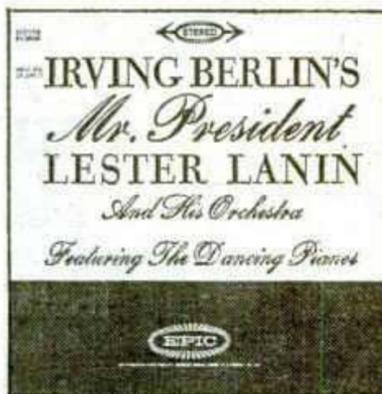


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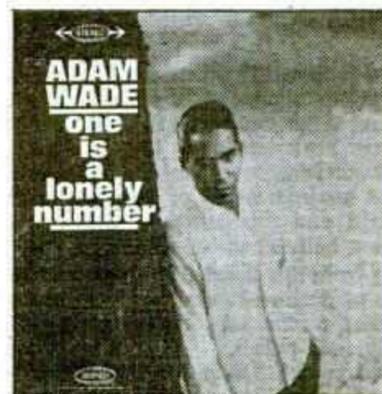
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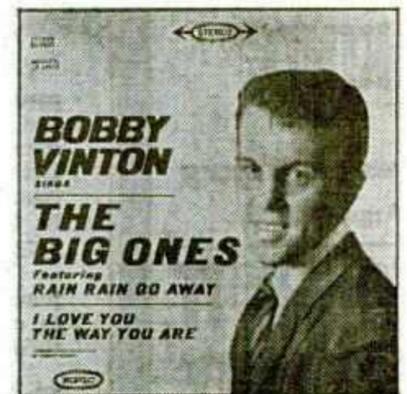
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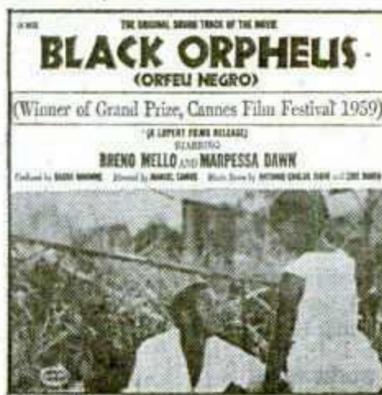
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LIVE REVIEWS

Continued from page 12

as well if not better, showing off her warm piping on a score of standards. But Keeley needs an act.

She also needs projection, that indefinable personality factor that lifts an act from average to sock. As Prima's partner it was acceptable for Keeley to keep her emotions under control and her features immobile; Louis made up for her demeanor with his style of excitement. But as a single this doesn't work, and Keeley's frozen countenance while singing a torch item doesn't help her establish audience rapport.

In an odd way Keeley is profligate with her exceptional talent. There are many fem singers with little of Keeley's vocal stylings who manage to hold an audience spellbound through personality. Keeley's lack of projection forbids this.

The strongest parts of Keeley's current act are her persuasive performances of "God Bless the Child" (the Billie Holiday masterpiece), and "What Kind of Fool Am I," both of which she puts over with emotion. She sings "Child" unaccompanied under a blue spot.

One of the weakest parts of her act is her bit with four young men called the Smith Brothers. The lads get so involved in their arm movements that they detract from their own and Keeley's vocals. If only they would stand and sing.

With a good act, some modern ork arrangement, and the Smith Brothers given a chance to show off their voices rather than their choreography, Keeley could turn into a very strong draw. At the Americana she has had good houses every night. As for personality, she has it—all she has to do is turn it on.

BOB ROLONTZ

CONCERT

Miss C.: Talent, Class, No Spark

What's to be said when a very lovely and talented lady with infinite taste leaves an audience cold? This was the question many must have asked after catching Diahann Carroll's first concert at Philharmonic Hall Sunday (2).

On the face of it, the show had everything. Dramatic staging by Joe Layton (he's responsible for much of the excitement in "No Strings"), a fine selection of tunes and excellent musicianship in support. Miss Carroll is a gifted girl with handsome looks, beautiful clothes and a fine singing voice. With all this, the concert lacked the key ingredient—excitement.

A near sellout house listened and waited and watched the "No Strings" star. They applauded graciously, even enthusiastically, but few were stirred to tears.

There are a number of things that might have caused their disappointment. At the top of the list was the microphone placement which, to allow Miss Carroll freedom of action, actually hindered rather than helped the singer. A lapel mike, without wires, was hidden on her person. This mike, while fine for speaking, does not have a capacity for musical depth.

Then there was the matter of material. Too many of the tunes were of the coy, sad East Side variety. While each tune is a gem, the program did not itself build. It simply lacked dramatic punch.

Sharing the bill with Diahann Carroll was the composer and leader of the Modern Jazz Quartet, John Lewis, and composer-conductor Gary McFarland. Both conducted orchestral selections written by themselves. One by Lewis, the second in a list of "Three Little Feelings," and one of the three "Encounters," by McFarland came off best. These were played by a 40-piece orchestra, the same orchestra that backed Miss Carroll.

JACK MAHER

CONCERT

Stoky Rallies, Comes on Strong

Leopold Stokowski's American Symphony Orchestra, now a permanent group, managed to reveal both its strong potential and its present shortcomings in the third concert of its inaugural series in New York last week (3). In a program of works by Debussy, Frank Martin, Albeniz and Brahms, the orchestra, at first, created an impression of "uncertainty," with little body to the strings and hesitation in the woodwinds during the program's first half. Then—a surprise.

Moving from the clouded mistiness of Debussy to the warm romanticism of Brahms Second Symphony, the orchestra seemed to click under Stokowski's baton, offering a reading full of fluid melody and polish.

Featured soloist Sylvia Marlow proved easily in Martin's "Petite Symphonie Concertante" that she's one of the most accomplished harpsichordists in concert work, playing with style and authority. Featured harpist Nancy Shank wasn't in the same league; her performance was marred by obvious tensions, with the result showing, except for glissandos, in a weakish tone. Pianist Warner S. Bass was slick, but undistinguished.

CHARLES SINCLAIR

CONCERT

Serkin Shows What They Wrote

Rudolf Serkin concerts are an occasion, and his appearance before a full house at Carnegie Hall on Tuesday (4) was no exception. The program consisted of only four selections; there were no encores.

The program itself is a reflection of Serkin. Two works were by Schubert: the A Major Sonata, and the "Wanderer" Fantasy. The other two were by Beethoven: the Sonata in C Sharp Minor, Op 27, No. 2 ("Moonlight") and the Bagatelles, Op. 19. In short,

**Don Kahn Launches
New Pop-Jazz Line**

HOLLYWOOD — Donald Kahn last week launched Rexford Records, a label aiming its singles and LP releases at the midway point between pop and pure jazz. Kahn is son of Gus Kahn and a songwriter in his own right.

Label's initial release is a single, coupling "Casa Nueva" with "El Pancho," featuring Dante Davela. First album, recorded in Milan, Italy, features the jazz-flavored big band of Guilio Libano. The label will be on a regular releasing schedule both singles and LP's.

**UA Appoints Morris
To Int'l Division**

NEW YORK — United Artists Records this week named Steve Morris associate director of its international division. Morris will work closely with director of foreign operations Sidney Shemel.

The label racked up its best year to date in overseas sales, with Al Caiola Gene Pitney, and Ferrante and Teicher among the leaders on the international front. The label's new jazz line is also meeting with much success on the world market.

Label is distributed throughout the world under its own logo.

it was a program not commonly heard, but one that enabled Serkin to put his immense musicality to work.

The "Moonlight" Sonata, for example, is seldom programmed these days because it has been so overdone, but this was in no way reflected in Serkin's approach. Fidelity to the composer's intention was evident throughout, in a performance that was also brilliant technically though the performer is the antithesis of the contemporary steely-fingered school. The Bagatelles, another programming novelty, offer musical as well as pianistic problems, which the pianist explored and exposed for the edification of the audience. The Schubert works, too, were scrutinized so that their very spines were laid bare. Seldom does a listener have an opportunity virtually to analyze the ingredients in a composition as comes when Serkin takes the pieces apart and puts them back together.

Of the works on the program, Serkin disks are available only of the Beethoven sonata. Columbia should well consider releasing his renditions of these other compositions as well.

SAM CHASE

from Johnny Marks:



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**"I HEARD THE BELLS
ON CHRISTMAS DAY"**
New Recordings: Eddy Arnold, Chet Atkins and Bing Crosby, Harry Belafonte, Fred Waring, Sound Spectacular (Victor), Carillon Bells (Decca), Lester Lanin, Dennis Day, Johnny Kaye, Jimmy Timmons, Meadows and Eastman and the Happy Crickets.

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"Smash Rendition"	"Splendid Vocal Treatment"
"Could Be Gold-Discer"	"Should Make Big Noise"

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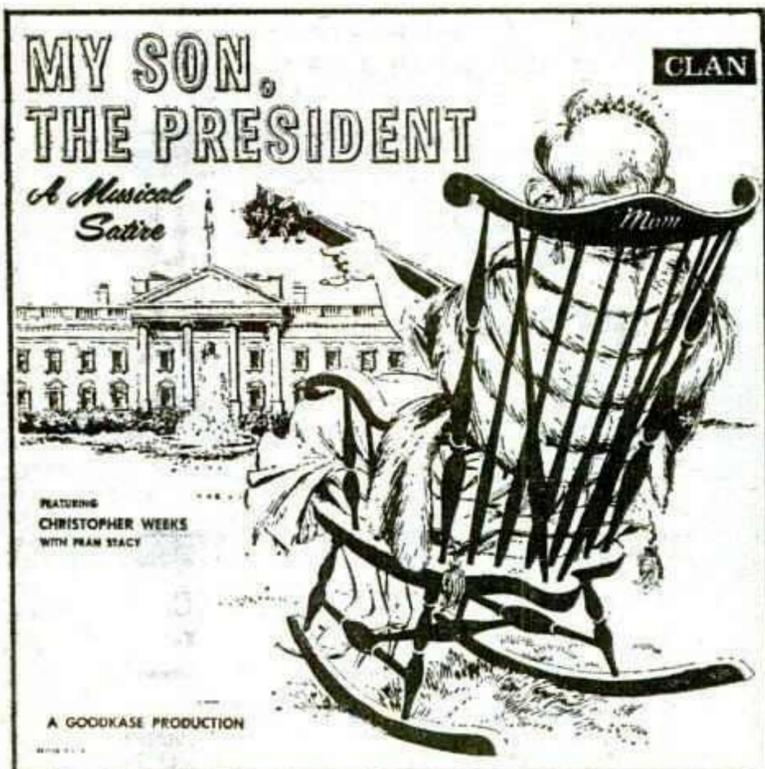
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COUNTRY MUSIC

FOLK TALENT & TUNES

By BILL SACHS

John Mahaffey and Don Richardson Sr., of Crossroads TV Productions, Inc., Springfield, Mo., stopped off in Cincinnati last Monday (3) for a business session with Hal G. Neely, general manager of King Records, and departed early Tuesday (4) for Nashville, where they spent two days making the rounds of recording studios and radio outlets. . . . Folk singer Paul Sykes' new LP on the Horizon label, "I'm Not Kiddin' Ya," recorded recently at the Ice House, popular folk music haunt in Pasadena, Calif., was released last week. Liner notes are by Bob Stane, Ice House promo man, currently on leave of absence at the Playboy Club in Chicago. The new Sykes LP is a gentle spoof of the music he does so well—folk music.

"Red River Valley Round-Up," new Saturday night show, makes its bow at the Fair Park Coliseum, Paris, Tex., January 5, featuring c.&w. and rock and roll music. Station KPLT is sponsoring the weekly show, which will be aired in part by the station. Managing the "Round-Up" is Glenn Hammons, who invites artists touring the territory to write him at KPLT in Paris for a spot on the show. Show's staff band will be helmed by Jimmy Forshee. . . . Lucille Coats, assistant to Harry (Map) Peebles, Wichita, Kan., promoter, was guest of honor at a surprise party held recently at the Playhouse Ballroom, Wichita, on which occasion was awarded a plaque naming her Country Woman of the Year. She was cited for 15 years' service to c.&w. music, much of it spent in handling the bookings for Bob Willis and His Texas Playboys. Participating in the jam session climaxing the party were Johnnie Lee Wills and band, Merl Lindsay and band, Jo-

Ann Bon and her all-girl combo, the Coquettes, Carl Smith, Little Jimmy Dickens, Shawna Lawrence, Martha Carson and Stringbean.

Ott Devine, talent chief of WSM's "Grand Ole Opry," last week announced the following bookings: Flatt and Scruggs, Harrisburg, Ky., December 13; Maysfield, Ky., 14; Faron Young, Austin, Minn., December 10; Rochester, Minn., 11; Mankato, Minn., 12; Jefferson City, Mo., 14; Columbia, Mo., 15; Jersey City, N. J., 19; Lansing, Mich., 29; Saginaw, Mich., 30, and Grand Rapids, Mich., 31; Lonzo and Oscar, Fort Ord, Calif., December 12; Modesto, Calif., 13; Redding, Calif., 14, and Long Beach, Calif., 16; Wilma Lee and Stoney Cooper, Jersey City, N. J., December 19; Bill Anderson, Franklinton, La., December 15; Battle Creek, Mich., 27; Muskegon, Mich., 28; Lansing, Mich., 29; Saginaw, Mich., 30, and Grand Rapids, Mich., 31; Margie Bowes, Florence, Ala., December 13; the Louvin Brothers, Phoenix, Ariz., December 19-20; Dallas, Tex., 22; Billy Walker, Florence, Ala., December 13; Davenport, Ia., 30; the Wilburn Brothers, Madison, Wis., December 11; Florence, Ala., 13, and Somerville, Tenn., 21; Ray Price, Oklahoma City, Okla., December 29; Tulsa, Okla., 31; Bobby Lord, Bradenton, Fla., December 14; Trinidad, Colo., 30, and Manitou Springs, Colo., 31.

More "Grand Ole Opry" bookings as announced by Ott Devine: Ernest Tubb, Pierre Part, La., December 11; Ville Platte, La., 12; Kansas City, Mo., 14-15; Topeka, Kan., 28; Wichita, Kan., 29; Lincoln, Neb., 30, and Omaha, Neb., 31; Jim Reeves, Oklahoma City, Okla., December 31; Carl Butler, Cleveland, Ohio, December 15; Muskegon, Mich., 28; Lansing, Mich., 29; Saginaw, Mich., 30, and Grand Rapids, Mich., 31; Hawkshaw Hawkins, Davenport, Ia., December 30; Stonewall Jackson, Robstown, Tex., December 14; Austin, Tex., 15; Hank Snow, Davenport, Ia., December 30; George Morgan, Oklahoma City, Okla., December 22; Topeka, Kan., 28; Wichita, Kan., 29; Lincoln, Neb., 30; Omaha, Neb., 31; Billy Walker, Davenport, Ia., December 30; Leroy Van Dyke, Dallas, Tex., December 13, and Ferlin Husky, Stamford, Conn., December 14; Baltimore, Md., 14.

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Porter Wagoner and his unit are displaying their wares at the Flame Club, Minneapolis, this week (10-15), with Ferlin Husky set for the same spot for the December 31-January 12 period. . . . The Glaser Brothers are booked through December 26 at the Mint Lounge, Las Vegas. . . . The Cactus Kid Show, featuring Buster Doss, Kay Arnold, Don Brumble, Wendell Ridgeway and Glen Paul, are currently winging it through the New England territory after a successful tour of the Central States area. The unit winds up its present trek in Arkansas and Texas just before the holidays, and January 1 will make Nashville its home base.

Hal Smith and Jimmy Key, of Curtis Artists Productions, Goodlettsville, Tenn., last week announced the signing of Leon McAuliff to an exclusive booking contract, effective January 1. Don Thompson remains as Leon's personal manager. McAuliff's aggregation has long been known as one of the top western show and dance bands in the country. . . . Rocky and Hal are hustling their new release, "Innocent Fun," on the Bafco label, while working nitery dates six nights a week in the Seattle, Wash.-Vancouver, B. C. sector. . . . Johnnie Forrer, formerly on "D" Records, has just cut his first session for Bow & Arrow Records at the Forrer Recording Studios in Houston. Release is slated for mid-January.

Gene Crawford's newest on the Bow & Arrow label couples "Standing at the Chapel" with "Ages and Ages Ago." The latter tune was penned by Roy Drusky. . . . George Hamilton IV is working the California territory through December 23 on dates arranged by Jim McConnell, of Acuff-Rose Artists Corporation, Nashville. . . . Other recent bookings by Jim McConnell put Bobby Lord in Bradenton, Fla., December 14; Carl Butler, Cleveland, Ohio, 15; the Carlisle Trio, Duluth, Ga., 19; Dalton, Ga., 20; Rome, Ga., 21; Calhoun, Ga., 22; Wilma Lee and Stoney Cooper, Jersey City, N. J., 19; George Hamilton IV, Danville, Va., 29; Jimmy Dickens, Cleveland, Ohio, 29; L. D. Keller and His Promenaders, Bobby Lord and the Lonnie Wilson band, Trinidad, Colo., 30; Manitou Springs, Colo., 31. . . . Clyde Beavers and the Eager Beavers, Lester Flatt and Earl Scruggs and the Foggy Mountain Boys co-starred in a country-folk music concert at Vanderbilt University, Nashville, last weekend, sponsored by the Phi Beta Fraternity.

Curtis Now Booking Leon McAuliff Band

NASHVILLE — Leon McAuliff booked for personal appearances exclusively by Curtis Artists Productions, of nearby Goodlettsville, Tenn. The firm is operated by Pamper Music Heads, Hal Smith and Jimmy Key. Don Thompson will continue as the personal manager of the "Steel Guitar Rag" man.

Overton WSM Assistant P.D.

NASHVILLE—Robert E. Cooper, general manager of WSM here, last week announced the appointment of Dave Overton as assistant program director of the station, effective immediately. He has been a member of WSM's announcing staff since 1949. In addition to assisting Ott Devine, WSM program director and manager of the "Grand Ole Opry," Dave will continue as emcee of "The Waking Crew," WSM's early morning live production, featuring the 20-piece staff band, and "Autumn 650."

BILLBOARD MUSIC WEEK
HOT COUNTRY SINGLES

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	2	I'VE BEEN EVERYWHERE Hank Snow, RCA Victor 8072	14
2	1	MAMA SANG A SONG Bill Anderson, Decca 31404	21
3	4	A GIRL I USED TO KNOW George Jones & the Jones Boys, United Artists 500	11
4	15	DON'T LET ME CROSS OVER Carl Butler, Columbia 42593	2
5	12	SING A LITTLE SONG OF HEARTACHE Rose Maddox, Capitol 4845	6
6	7	WALL TO WALL LOVE Bob Gallion, Hickory 1181	6
7	3	I'M GONNA CHANGE EVERYTHING Jim Reeves, RCA Victor 8080	16
8	5	COW TOWN Webb Pierce, Decca 31421	11
9	17	HELLO TROUBLE Orville Couch, Vee Jay 470	4
10	19	DOES HE MEAN THAT MUCH TO YOU? Eddy Arnold, RCA Victor 8102	2
11	9	WE MISSED YOU Kitty Wells, Decca 31422	7
12	20	RUBY ANN Marty Robbins, Columbia 42614	2
13	24	HE STANDS REAL TALL Del Reeves, Decca 31417	8
14	16	KICKIN' OUR HEARTS AROUND Buck Owens, Capitol 4826	8
15	8	THEN A TEAR FELL Earl Scott, Kapp 854	7
16	6	DON'T GO NEAR THE INDIANS Rex Allen, Mercury 71997	12
17	-	T FOR TEXAS Grandpa Jones, Monument 801	1
18	30	I'VE ENJOYED AS MUCH OF THIS AS I CAN STAND Porter Wagoner, RCA Victor 8105	2
19	10	THE VIOLET AND A ROSE "Little" Jimmy Dickens, Columbia 42485	7
20	23	SOONER OR LATER Webb Pierce, Decca 31421	10
21	28	BALLAD OF JED CLAMPETT Lester Flatt & Earl Scruggs, Columbia 42606	2
22	22	MARY ANN REGRETS Burl Ives, Decca 31433	3
23	26	MUST YOU THROW DIRT IN MY FACE Louvin Bros., Capitol 4822	5
24	13	DEVIL WOMAN Marty Robbins, Columbia 42486	20
25	14	HELLO OUT THERE Carl Belew, RCA Victor 8058	12
26	11	PRIDE Ray Price, Columbia 42518	13
27	-	AFTER LOVING YOU Eddie Arnold, RCA Victor 8048	19
28	-	THE END OF THE WORLD Skeeter Davis, RCA Victor 8098	1
29	27	THE SOUND OF YOUR FOOTSTEPS Wilburn Bros., Decca 31425	5
30	-	FROM A JACK TO A KING Ned Miller, Faber 114	1

WITH THE COUNTRY JOCKEYS

By BILL SACHS

Tom Arens, with years of experience around the country as a c.&w. deejay, has joined KVRE, Santa Rosa, Calif., where he's doing a daily afternoon stint—2 to 5 o'clock. Pulling heavy mail on the station, according to Tom, is Biff Collie, c.&w. deejay at KFOX, Long Beach, Calif., who has a five-hour taped show on KVRE every Sunday. . . . Danny Collins has said goodbye to Station XEAU, San Diego, Calif., to take up deejay duties at KENO, Las Vegas. Replacing Danny in the 12 noon to 2 p.m. slot on XEAU is Al Gordon. . . . Deejays needing a copy of Bud Crowder's latest Toppa release, "Room for One More Heartache," are asked to write on their station letterhead to Bill Boston at 9028 Christiana Street, Spring Valley, Calif. Boston is Bud's personal manager.

George L. (Skip) Hathaway, after nearly a year's leave of absence, has returned to manning the country turntables at KUGN, Eugene, Ore., to present the same "Skip-Along Show" which he inaugurated

on the station 12 years ago. The seg retains its same format, Skip says, and is now heard 5:30-7 p.m., Monday through Friday. "Since returning to KUGN," typewrites Hathaway, "I've found that mang of the record firms are lax in sending new releases. Thirty to 40 per cent of the records that make the charts never find their way to my mail box. Of the majors, Decca is seldom received at KUGN. There are also a lot of the smaller companies that are not mailing their records to the Northwest. I would appreciate any help I can get on this score."

Delphia Hines, whose new Christmas song, "Mary's Little Boy," has just been released on the Ark label, invites deejays to write in for a sample. Her address: Ark Records, Box 32114, Cincinnati 32. . . . Cuzzin Al, veteran Georgia c.&w. and gospel jockey, has opened the Cuzzin Al Record Shop at 7 13th Street, Columbus, Ga., (Continued on page 27)

THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING DECEMBER 15

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	1	BIG GIRLS DON'T CRY	By B. Crewe-B. Gaudio—Published by Bobob (ASCAP)	8
2	2	RETURN TO SENDER	By O. Blackwell-W. Scott—Published by Presley (BMI)	8
3	3	BOBBY'S GIRL	By Hoffman-Klein—Published by A.M.E. (BMI)	6
4	7	TELSTAR	By Meek—Published by Campbell Connolly (ASCAP)	4
5	5	LIMBO ROCK	By W. E. Strange and Jon Sheldon—Published by Four Star-Twist (BMI)	9
6	4	DON'T HANG UP	By Man-Appell—Published by Kalman (ASCAP)	6
7	6	RIDE!	By Sheldon-Leon—Published by Woodcrest-Check-Colt (BMI)	6
8	8	THE LONELY BULL	By So! Lake—Published by Almo (ASCAP)	5
9	11	RELEASE ME	By Miller-Williams-Yount—Published by Four Star (BMI)	4
10	22	YOU ARE MY SUNSHINE	By J. Davis-C. Mitchell—Published by Peer Int'l (BMI)	2
11	21	GO AWAY LITTLE GIRL	By Goffin-King—Published by Aldon (BMI)	2
12	14	RUMORS	By H. Greenfield-H. Miller—Published by Aldon (BMI)	3
13	10	HE'S A REBEL	By Gene Pitney—Published by January (BMI)	11
14	16	KEEP YOUR HANDS OFF MY BABY	By Goffin-King—Published by Aldon (BMI)	4
15	15	LOVE CAME TO ME	By D. DiMucci-J. Falbo—Published by Schwartz-Disal (ASCAP)	3
16	9	ALL ALONE AM I	By Hadjidakis-Altman—Published by Duchess (BMI)	10
17	12	(DANCE WITH THE) GUITAR MAN	By Eddy Hazlewood—Published by Linduane (BMI)	6
18	25	HOTEL HAPPINESS	By L. Carr-E. Shuman—Published by Dayben-Mansion (ASCAP)	2
19	26	DEAR LONELY HEARTS	By B. Halley-Emil Anton—Published by Sweco-Cetra (BMI)	2
20	13	MY OWN TRUE LOVE	By M. David-M. Steiner—Published by Remick (ASCAP)	5
21	17	DESAFINADO	By Jobim—Published by Hollis (BMI)	6
22	23	LET'S GO	By L. & R. Duncan—Published by Wrist-Giant (BMI)	2
23	29	CHAINS	By Goffin-King—Published by Aldon (BMI)	2
24	19	ESO BESO	By Joe & Noel Sherman—Published by Flanka (ASCAP)	3
25	—	RUBY ANN	By R. Bellamy—Published by Mariozona (BMI)	1
26	—	ZIP-A-DEE-DOO-DAH	By R. Gilbert-A. Wrubel—Published by Joy (ASCAP)	1
27	—	THE PUSH AND KICK	By Rambeau-Rebrak-Slay—Published by Claridge (ASCAP)	1
28	27	WIGGLE WOBBLE	By Les Cooper—Published by Bob-Dan (BMI)	3
29	—	YOUR CHEATING HEART	By Hank Williams—Published by Rose (BMI)	1
30	18	THE CHA-CHA-CHA	By Mann-Appell—Published by Kalmann (ASCAP)	7

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RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- BIG GIRLS DON'T CRY**—Four Seasons, Vee Jay 465.
- RETURN TO SENDER**—Elvis Presley, RCA Victor 8100.
- BOBBY'S GIRL**—Marcie Blane, Seville 120.
- TELSTAR**—Tornadoes, London 9561.
- LIMBO ROCK**—Chubby Checker, Parkway 849; Billy Wade, Twin Hits 2033.
- DON'T HANG UP**—Orions, Cameo 231.
- RIDE!**—Dee Dee Sharp, Cameo 230.
- THE LONELY BULL**—Tijuana Brass, A & M 703.
- RELEASE ME**—"Little Esther" Phillips, Lenox 5555.
- YOU ARE MY SUNSHINE**—Ray Charles, ABC-Paramount 10375.
- GO AWAY LITTLE GIRL**—Steve Lawrence, Columbia 42601.
- RUMORS**—Johnny Crawford, DeFi 4188.
- HE'S A REBEL**—Vikki Carr, Liberty 55493; Crystals, Phillies 106; Dee Dee Clark, Twin Hits 2031.
- KEEP YOUR HANDS OFF MY BABY**—Little Eva, Dimension 1003.
- LOVE CAME TO ME**—Dion, Laurie 3145.
- ALL ALONE AM I**—Brenda Lee, Decca 31424; Sandy Lynn, Twin Hits 2029.
- (DANCE WITH THE) GUITAR MAN**—Duane Eddy, RCA Victor 8087.
- HOTEL HAPPINESS**—Brook Benton, Mercury 72055.
- DEAR LONELY HEARTS**—Nat King Cole, Capitol 4870.
- MY OWN TRUE LOVE**—Duprees, Coed 571.
- DESAFINADO**—The Contrasts, Twin Hits 2033; Ella Fitzgerald, Verve 10274; Stan Getz & Charlie Byrd, Verve 10260; Bob Gallo, Assault 1844; Julie London, Liberty 55512; Lloyd Mayer, United Artists 509; Freda Payne, ABC-Paramount 10366; Mavis Rivers, Reprise 20115; Pat Thomas MGM 13102; Si Zentner, Liberty 55499.
- LET'S GO**—The Routers, Warner Bros. 5283.
- CHAINS**—The Cookies, Dimension 1002.
- ESO BESO**—Paul Anka, RCA Victor 8097.
- RUBY ANN**—Marty Robbins, Columbia 42614.
- ZIP-A-DEE-DOO-DAH**—Bob B. Soxx & The Blue Jeans, Phillies 107.
- THE PUSH AND KICK**—Mark Valentino, Swan 4121.
- WIGGLE WOBBLE**—Les Cooper, Everlast 5019.
- YOUR CHEATING HEART**—Ray Charles, ABC-Paramount 10375.
- THE CHA-CHA-CHA**—Bobby Rydell, Cameo 228.

WITH THE COUNTRY JOCKEYS

Continued from page 26

which he'll operate along with his turntable duties at WDAK Radio in that city. Al has been spinning country in the Georgia city the last 15 years. He writes that he'd like to have c.&w. and gospel artists send him 8 by 10 glossy photos to decorate his shop's walls. Says he'd also like to receive from other jocks tips and hints on new and better ways to sell and promote records.

"I must have fallen into disfavor with companies; no new releases lately," writes Benny Bloom, who spins the country wax at Station KREI, Framington, Mo. "Can you help me?" he pleads. . . . Dottie Mae, a feature with the Shorty and Smokey Warren show, has a new release on the Agon label, "Blind Heart" b-w "Blue Walls." Pat Riccio, 535 Park Avenue, New York, invites c.&w. deejays to write in for a sample. . . . Hoot Roberts, who whirls the country waffles on WHVF, Wausau, Wis., typewrites: "As of now, WHVF is the only station in the area playing country music. My good friend, Gene Norell, used to push country on another station, but he is no longer in Wausau and that station no longer plays c.&w. records. WHVF hasn't had a complete country show until now. We are featuring country music four hours a day, six days a week. We don't have many of the new records that appear on your chart, but we hope to get on a better mailing list soon. Then we can give you a full report each week on all the new releases."

Joe (Cornbread) Asher has just inaugurated a new c.&w. show, running six days a week, on WSPB, Sarasota, Fla., and says he needs all the c.&w. material he can get. Joe is also associated with Ernest Kuban's record shop in Sarasota and presents an air show, "Country Hit Parade," remote from the store on Saturday nights. . . . "Things here are going strong on the bluegrass side and I'm still in need of releases from the big labels," writes Randy Hawkins, who spins the country stuff on WBZY, Torrington, Conn. Randy recently started a fan club for Don Reno and Red Smiley in the Torrington sector and made several p.a.'s on their shows in Roanoke, Va., en route to and from the recent Nashville country music festival. Hawkins asks that all releases be mailed to him at RFD 1, Moosup, Conn.

Woody Russell, who spins 45 hours a week on WNAG, Grenada, Miss., much of it c.&w. music, reports that he is having difficulty in obtaining releases from the majors and many of the smaller labels, although he has written many of them repeatedly. Woody says he'd also appreciate receiving promo spots and biog material from the artists. . . . Kenneth N. Everett, of Bow & Arrow Records, 6207 Sherwood Avenue, Houston 21, has available samples of new releases by Gene Crawford and Johnnie Forrer. Put your request on your station's letterhead.

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BILLBOARD MUSIC WEEK

HITS OF THE WORLD



ARGENTINA
(Courtesy Escalera a la fama)

This Week	Last Week	Title	Artist
1	1	SPEEDY GONZALES	Pat Boone (Dot Music Hall); David Dante (Victor); Peppino di Capri (Odeon)—Budd-Fermata
2	2	CORAZON DE LUTO	Chacho Santa Cruz (Microfon); Luis Ordonez (CBS); Siro Mendoza (Victor); Julio Cesar (Odeon)—Korn
3	5	BREAKING UP IS HARD TO DO	Neil Sedaka (Victor)—Aldon-Fermata
4	3	CUANDO CALIENTA EL SOL	Tony Vilar (CBS); Marcello Ferlat (Microfon); Siro Sar Roman (Music Hall)—Edami
5	4	A STEEL GUITAR AND A GLASS OF WINE	Paul Anka (Victor)—Spanka-Fermata
6	9	DAME FELICIDAD	Enrique (Guzman) (CBS)
7	6	RITMO AFRICANO	(Afrikaan Beat)—Bert Kaempfert (Polydor)—Tonika-Fermata
8	7	EL CIGARRON	Hugo Blanco (Polydor)—Fermata
9	8	MUNEQUITA	Enrique Guzman (CBS); Pick Ups (Music Hall)—Edami
10	—	EL BARQUITO	Poao Gilberto (Odeon)

AUSTRALIA
(Courtesy Music Maker, Sydney)

This Week	Last Week	Title	Artist
1	1	WORKIN' FOR THE MAN	Roy Orbison (London)—Acuff-Rose
2	4	LOVESICK BLUES	Frank Ifield (Columbia)—Davis
3	2	THE CHA CHA CHA	Bobby Rydell (Columbia)—Belinda
4	8	BIG GIRLS DON'T CRY	Four Seasons (Festival)—Castle
5	3	ALLEY CAT	Bent Fabric (Columbia)—Chappells
6	5	LIMBO ROCK	Chubby Checker (Columbia)—Davis
7	11	THE POMMY JACKAROO	Buster Noble (Columbia)—Castle
8	7	THE LONELY BULL	Tijuana Brass (Festival)—Alberts
9	13	CONNIE-O	Four Seasons (Festival)
10	9	TELSTAR	The Tornadoes (Decca)—Southern
11	—	ESO BESO	Paul Anka (RCA)
12	10	DESAFINADO	Stan Getz (Verve)—Essex
13	12	RAMBLIN' ROSE	Nat King Cole (Capitol)
14	6	MONSTER MASH	Bobby Pickett (London)
15	14	MAMA SANG A SONG	Stan Kenton (Capitol)—Alberts

CHILE
(Courtesy Discomania, Ricardo Garcia)

This Week	Last Week	Title	Artist
1	1	LA NOVIA DE ENERO	Cuatro Hermanos Silva (RCA); Lorenzo Valderrama (Odeon)
2	2	ESO BESO	Paul Anka (RCA)
3	3	EL PECADOR	Antonio Prieto (RCA); Lucho Gatica (Odeon)
4	4	RETURN TO SENDER	Elvis Presley (RCA)
5	5	EVERY NIGHT	Paul Anka (RCA); Monica Lander (Odeon); Juan Ramon (Disc Jockey)
6	6	AY JOSEFINA	Danny Chilean (RCA)
7	7	PRENDA MIA	Lorenzo Valderrama (Odeon)
8	8	COSAS	Bobby Darin (Atco)
9	9	SHE'S NOT YOU	Elvis Presley (RCA)
10	10	TWIST DEL ESTUDIANTE	Los Ramblers (CRC)

EIRE
(Courtesy Teenage Express, Dublin)

This Week	Last Week	Title	Artist
1	1	DEVIL WOMAN	Marty Robbins (CBS)—Acuff-Rose
2	2	LOVESICK BLUES	Frank Ifield (Columbia)—Lawrence Wright
3	5	LET'S DANCE	Chris Montez (London)—E. H. Morris
4	4	KID GALAHAD	(EP)—Elvis Presley (RCA)—Aberbach/Belinda
5	7	BOBBY'S GIRL	Susan Maughan (Philips)—Rush Music
6	9	NO ONE CAN MAKE MY SUNSHINE SMILE	Everly Brothers (Warner Bros.)—Aldon
7	3	TELSTAR	The Tornadoes (Decca)—Ivy
8	6	SWISS MAID	Del Shannon (London)—Burlington Music
9	—	GUITAR MAN	Duane Eddy (RCA)—Shapiro-Bernstein
10	8	SEND ME THE PILLOW	Johnny Tillotson (London)—Sidney Iron

FRANCE

This Week	Last Week	Title	Artist
1	2	L'IDOLE DES JEUNES	(Teenage Idol)—Johnny Hallyday
2	1	J'ENTENDS SIFFLER LE TRAIN / FAITS POUR S'AIMER	Richard Anthony (Columbia)
3	3	CHARIOT	Petula Clark (Vogue)
4	4	LE JOUR LE PLUS LONG	Dalida (Barclay)
5	7	TELSTAR	The Tornadoes (Decca)
6	5	LES COMEDIENS	Charles Aznavour (Barclay)—Compagnons de la Chanson (Polydor)
7	8	LOCO-MOTION	Little Eva (Decca)—Sylvie Vartan (RCA)
8	6	TOUS LES GARCONS ET LES FILLES	Francoise Hardy (Vogue)
9	—	GUITAR TANGO	The Shadows (Parlo)
10	10	CUANDO CALIENTA EL SOL	Los Marcellos Ferlat (Vogue); Hermanos Rigual (RCA)—Los Machucambos (Decca)

GERMANY
(Courtesy Automaten-Markt)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	MARY ROSE/RAMBLIN' ROSE	*Gerhard Wendland (Philips); Nat King Cole (Capitol)—Budde; WARUM LACHELT MONA LISA—*Gerhard Wendland (Philips)—Melodie der Welt
2	3	BABY-TWIST	*Will Brandes & Elisabeth (Polydor)—Gerig
3	10	KLEINE BANGE LIESELOTTE	*Freddy (Polydor)—Espianade
4	9	MADISON IN MEXICO	Cartin's Madison Club (Decca)—Melodie der Welt
5	5	ADIOS AMIGO	Sacha Distel (Polydor)—Gerig
6	2	MONSIEUR	Petula Clark (Deutsche Vogue)—Montana
7	14	TELSTAR	The Tornadoes (London)—Intro
8	18	DIE LETZTE ROSE DER PRARIE	*Martin Lauer (Polydor)—Gerig
9	15	LIEBE, DIE NIE VERGEHT / CUANDO CALIENTA EL SOL	—Vittorio (Columbia); Los Hermanos Rigual (RCA)—Peer
10	4	SPEEDY GONZALES	Pat Boone (London); Rex Gildo (Electrola)—Schaeffers
11	6	OHNE KRIMI GEHT DIE MIMI NIE INS BETT	*Bill Ramsey (Columbia)—Gerig
12	19	RENATA	Vico Torriani (Decca)—Aberbach
13	8	FIESTA BRASILIANA	Mina (Polydor)—Viktoria; TABU—Mina (Polydor)—Gerig
13	7	WAS IN ATHEN GESCHAH	*Hannelore Auer (Electrola)—Gerig
15	12	DIE GROSSE NUMMER WIRD GEMACHT	*Ralf Bendix (Columbia)—Seith; WENN DIE ZICKE-ZACKE-ZUCKER-PUPPEN TANZEN GEH'N—Ralf Bendix (Columbia)
16	11	YA, YA—Joey Dee	(Roulette)—Marbot
17	13	ST. TROPEZ TWIST	Peppino di Capri (Italia)—Busse
18	—	FUR GABY TU' ICH ALLES / DU SCHAUST MICH AN / SHE'S NOT YOU	Gerd Botthcher (Decca)—Budde; Gerd Botthcher (Decca); Elvis Presley (RCA)—Aberbach
19	—	WESTERN ROSE	*Peter Kraus (Polydor)—Gerig
20	16	AUF MEINER KLEINEN HACIENDA	Bob Moore (London)—Peer

HOLLAND
(Courtesy Platennieuws, Amersfoort)

This Week	Last Week	Title	Artist
1	1	PARADISO	Anneke Gronloh (Philips)—Editions Altona
2	2	SHEILA	Tommy Roe (ABC-Paramount)
3	3	IT'LL BE ME	Cliff Richard (Columbia)—Belinda
4	4	SPEEDY GONZALES	Pat Boone (London)—Metro Music
5	5	BRANDEND ZAND	Anneke Gronloh (Philips)—Benclux Music
6	6	SHE'S NOT YOU	Elvis Presley (RCA)—Belinda
7	7	LOCO-MOTION	Little Eva (London)—Ed. Altona
8	8	LESSONS IN LOVE	Cliff Richard (Columbia)—Basart
9	9	ROSES ARE RED	Bobby Vinton (Columbia)—Basart
10	10	GUITAR TANGO	The Shadows (Columbia)

HONG KONG

This Week	Last Week	Title	Artist
1	1	THE LONGEST DAY	Mitch Miller (CBS)
2	8	THE CHA CHA CHA	Bobby Rydell (Cameo)
3	7	SHEILA	Tommy Roe (ABC)
4	2	HE THINKS I STILL CARE	Connie Francis (MGM)
5	4	RETURN TO SENDER	Elvis Presley (RCA)
6	9	DEVIL WOMAN	Marty Robbins (CBS)
7	—	CINDY OH CINDY	The Highwaymen (UA)
8	5	LOVE ME TENDER	Richard Chamberlain (MGM)
9	—	ESO BESO	Paul Anka (RCA)
10	—	A TRUE TRUE LOVE	Bobby Darin (Capitol)

HUNGARY
(All recordings on the Qualiton label)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	TWIST	*Thomas Balassa and His Band
2	2	ROZSABIMBO	*Josef Fonay—Editio Musica
3	4	BONGO CHA CHA CHA	Kato Barlay—Edition Montana
4	3	TANCOLJUNK TWISTET	*Tabanyi and His Band
5	5	HOLD RAGYOG A DUNAN	*Janos Vamosi—Editio Musica
6	6	PERSONALITA	Josef Fonay—Lloyd and Logan
7	7	GEZENGUS	*Zsuzsa Kond and Agnes Gergely—Editio Musica
8	9	MANUELA	Aladar Hannea—Editione Temi
9	8	O AZ	Janos Koos—Editio Musica
10	10	AVE MARIA NO MORRO	Lehel Nemeth—Southern

ISRAEL
(Courtesy Kol Israel Broadcasting)

This Week	Last Week	Title	Artist
1	1	TEENAGE IDOL	Rick Nelson (Imperial)—Vocal Music
2	3	SFALED WITH A KISS	Brian Hyland (ABC-Paramount)—Post Music
3	5	THE LOCOMOTION	Little Eva (Dimension)—Aldon Music
4	6	IT STARTED ALL OVER AGAIN	Brenda Lee (Brunswick)—Aldon Music
5	7	IT MIGHT AS WELL RAIN UNTIL SEPTEMBER	Carole King (Dimension)—Aldon Music
6	2	SHE'S NOT YOU	Elvis Presley (RCA)—Elvis Presley Music
7	10	CHERRY	The Four Seasons (Vee Jay)—Bobob Music
8	—	BOBBY'S GIRL	Susan Maughan (Philips)—Rush Music
9	8	SPEEDY GONZALES	Pat Boone (London)—Budd Music
10	4	IT'LL BE ME	Cliff Richard (Columbia)—Aberbach

JAPAN
(Courtesy Utamatic, Tokyo)
*Denotes local origin

This Week	Last Week	Title	Artist
1	10	VACATION	Connie Francis (MGM); Aoyama Michi (Polydor)—Shinko
2	1	OHSHO	*Murata Hideo (Columbia)—Jasrac
3	2	SHINUMADE ISSHONI	*Nishida Sachiko (Polydor)—Jasrac
4	3	I CAN'T STOP LOVING YOU	Ray Charles (ABC-Paramount); Frank Akagi (Polydor)—Tone
5	7	ITSUDEMOMO YUME O	*Hashi Yukio & Yoshinaga Sayuri (Victor)—Jasrac
6	9	L'ECLISSE	Colletto Tempia (Victor); Sono Mari (Polydor)—Yamaha
7	5	HAI SOREMADEYO	*Ueki Hitoshi (Toshiba)—Jasrac
8	8	MACARENAS	Los Espanoles (Polydor); Perez Prado (Victor)
9	6	SANBYAKU ROKUJYUGO YA	*Misora Hibari (Columbia)—Jasrac
10	4	AKASHIYA NO AMEGA YAMUTOKI	*Nishida Sachiko (Polydor)—Jasrac

MEXICO
(Courtesy by Audiomusica)
*Denotes local origin

This Week	Last Week	Title	Artist
1	7	EL NIDO	*Sonora Santanera (Columbia)—Pham
2	1	MUCHACHA BONITA	*J. A. Jimenez (RCA); M. A. Mejia and M. A. Muniz (RCA)—Emmi
3	4	SPEEDY GONZALES	*Manolo Munoz (Musart)—Emmi
4	2	UN SUENO DE TANTOS	*Amalia Mendoza and J. A. Jimenez (RCA); Los 2 Oros (Columbia)—Brambila
5	3	EL PECADOR	M. A. Mejia (RCA); Alberto Vazquez (Musart)
6	6	QUE SE MUERAN DE ENVIDIA	*Javier Solis (Columbia)—Emmi
7	8	HISTORIA DE TOMY	(Tell Laura I Love Her)—*Cesar Costa (Orfeon)—Grever
8	5	BEYOND THE SEA	Ray Conniff (Columbia)
9	9	AL DI LA	Pericoli (Warner Bros.)—Ricordi
10	10	QUE TE VAYA BIEN	*Sonora Santanera (Columbia)—Pham

NEW ZEALAND

This Week	Last Week	Title	Artist
1	6	ALLEY CAT	Bent Fabric (Columbia)—Col. Control
2	3	IT MIGHT AS WELL RAIN UNTIL SEPTEMBER	Carole King (London)—Tucon
3	7	MONSTER MASH	Bobby Pickett (London)—Cop Con.
4	1	RAMBLIN' ROSE	Nat King Cole (Capitol)—Comet Music
5	—	ONLY LOVE CAN BREAK A HEART	Gene Pitney (UA)—Schroeder
6	8	LET'S DANCE	The Keil Isles (Viking)—Morris
7	10	IT'LL BE ME	Cliff Richard (Columbia)—Belinda
8	—	GREEN ONIONS	Booker T. & the MG's (London)—Progressive
9	2	SHERRY	The Four Seasons (Allied Int.)—Bobob Music
10	—	TELSTAR	The Tornadoes (Decca)—Connolly

NORWAY
(Courtesy Verdens Gang)

This Week	Last Week	Title	Artist
1	1	KING OF THE WHOLE WIDE WORLD	Elvis Presley (RCA)—Belinda
2	1	LOCO-MOTION	Little Eva (London)—Belinda
3	4	LET'S DANCE	Chris Montez (London)—Musikk-Huset
4	7	LOVESICK BLUES	Frank Ifield (Columbia)—Bens Music
5	3	SEND ME THE PILLOW YOU DREAM ON	Johnny Tillotson (Cadence)—Harmonyforlaget
6	5	RAMBLIN' ROSE	Nat King Cole (Capitol)—Ivan Mogull/Sweden Music
7	10	I TRESKO OG BUSSE RULL	*Gunnar Engedahl og Erling Stordahl (Odeon)—Carl M. Iversen
8	8	JAG HAR BOTT VID EN LANDSVAG	*Ray Adams (Manu)—Manu
9	6	SHE'S NOT YOU	Elvis Presley (RCA)—Belinda
10	—	SWISS MAID	Del Shannon (Viking)—Palace Music (Sweden)

PERU
(Courtesy La Prensa, Lima)
*Denotes local origin

This Week	Last Week	Title	Artist
1	2	SPEEDY GONZALES	Manolo Munoz (Musart); Jorge Conty (Sono Radio); Los Gorrioncitos (MAG); Los Campeones (Primary)
2	3	DOMINGO DE SOL	Sergio Murillo (Columbia)
3	1	THE WAH-WATUSI	The Orlons (Odeon); Jorge Conty (Sono Radio); Joe Danova (Odeon); Los Harmonics (MAG)

PHILIPPINES

This Week	Last Week	Title	Artist
1	1	ROSES ARE RED MY LOVE	Bobby Vinton (Epic)—Mareco
2	2	BLUE STAR	Freddy Martin (Kapp)—Mareco
3	3	STORY OF A STARRY NIGHT	Della Reese (RCA)—Filipinas
4	4	MY BLUE HEAVEN	The Strings-A-Longs (Dot)—Mareco
5	5	BABY ELEPHANT WALK	Lawrence Welk & His Ork (Dot)—Mareco
6	9	AZUIE	Playmates (Monument)
7	10	KING OF THE WHOLE WIDE WORLD	Elvis Presley (RCA)—Filipinas
8	—	ESO BESO	Paul Anka (RCA)—Filipinas
9	—	YOU BEAT ME TO THE PUNCH	Mary Wells (Alpro)
10	6	IN OTHER WORDS	Jane Morgan (Kapp)—Mareco

SOUTH AFRICA
(Courtesy South African Record Manufacturers & Distributors' Association)

This Week	Last Week	Title	Artist
1	3	TELSTAR	The Tornadoes (Decca)—Ivy Music
2	1	LOCO-MOTION	Little Eva (London)—Aldon Music
3	2	KISS ME QUICK	Elvis Presley (RCA)—Belinda Music
4	7	SPANISH HARLEM	Jimmy Justice (Parlophone)—Progressive Africa
5	5	THINGS	Bobby Darin (Atlantic)—Belinda Music
6	6	AL DI LA	Emilio Pericoli (Warner Bros.)—Melody Music
7	4	IT'LL BE ME	Cliff Richard (Columbia)—Belinda Music
8	8	RAMBLIN' ROSE	Nat King Cole (Capitol)—Comet Music
9	—	ROSES ARE RED	Bobby Vinton (CBS)—Leeds Music
10	10	SPANISH HARLEM	Ben E. King (London)—Progressive Africa

VENEZUELA
(Courtesy Radio Caracas y Ondas Populares)

This Week	Last Week	Title	Artist
1	2	BREAKING UP IS HARD TO DO	Neil Sedaka (RCA); Emily Cranz (Orfeon)
2	1	EL PECADOR	Marco Antonio Muniz (RCA); Lucho Gatica (Musart); Hector Cabrera (Velvet); Los Panchos (Columbia); Miguel A. Mejias (RCA); Alberto Vazquez (Musart); Martin Plata (Columbia); Los Galantes (Orfeon); Los Tres Reyes (RCA)
3	4	WRITE ME A LETTER	Tony Mitchell (C. American)
4	10	NI EN UN MILLION DE ANOS	—Emily Cranz (Orfeon)
5	6	RAMBLIN' ROSE	Nat King Cole (Capitol)
6	3	THINGS	Bobby Darin (Atco)
7	5	EL PEOR DE LOS CAMINOS	Javier Solis (Columbia); Lucha Moreno, (Orfeon)
8	9	WHAT KIND OF LOVE IS THIS	—Joey Dee (Roulette)
9	11	ESO BESO	Paul Anka (RCA); Alberto Cortez (VeneVox)
10	7	JOHNNY EL ENOJON	Angelica Maria (Musart); Joanie Sommers (W.B.)

Busy Guns From Europe Come to Town

NEW YORK—This has been a busy week for music business visitors. Executives representing firms in France, Germany, Ireland, England and a number of other lands have passed through town. A number of publishers have also reported the acquisition of representation rights for a number of foreign markets for particular pieces of material.

One visitor who accomplished both things while in town was Rudolph Schroder of Meisel Publishing, Berlin, and its affiliate Monopol. Schroder gave special attention to American hit and country material and has taken a quantity of both back to Germany with him. Not all of the tunes have been definitely set for German representation by Meisel, but these two are: "Love Came to Me," the new Dion hit, and a tune acquired from Criterion Music, "My Favorite Lies." Schroder was in town for three weeks and investigated much material during his stay.

Also in town were Eddie Barclay publishers and record producers of France, Morris Levy of Oriole Records of England; Mario Freidberg of Disco Importadora, Mexico, and Bill Singer of Artone Records, Holland.

Charles Aznavour was also in town and revealed that he would be back March 31 for a Carnegie concert. This is one in a series of concert presentations that Aznavour is playing around the world. Due in town this week is Lee Hallyday, brother and manager for the hit French pop singer.

Americans who have recently been to Europe include Al Caiola; composer Franz Waxman, who will be on the Continent until after the new year, and Ferrante and Teicher, who returned to the States December 8. Alan Douglas, UA jazz a.&r. director, will also be in Europe for a month. Johnny Mathis is also in Europe on tour and will be back shortly.

ARGENTINA

Politics Hits End Of Year Sales

By RUBEN MACHADO
Lavalle 1783, Buenos Aires

The economic crisis here has cut into year-end sales. Retail sales in the record shops during the month of November are the lowest of the year, and the companies have not reached figures estimated for the season. There is little money in the market for disks.

Government measures hold the peso in strict control making the record a luxury item. Unfortunately the view for the next few months is pessimistic. Traditionally January and February are weak record sales months, but business normally picks up for Mardi Gras.

Mario Kaminsky, who returned a few days ago from the United States, has acquired Cadence, Everest and Canadian American records for release through Microfon.

"Di papa," a CBS record sung by five-year-old Maria Alejandra, is a possible hit.

Disk News

"The Best of the Dukes of Dixieland" (Audio Fidelity), is available for only 399 pesos. . . . Music Hall

recorded stereo LP by pianist Lito Escarso with a big string orchestra. . . . Producciones Fermata released a new Chubby Checker LP entitled "Dale Chubby," and a 33 r.p.m. single of "Limbo Rock" and "Popeye."

AUSTRALIA

Release Traynor Single in Canada

By GEORGE HILDER
19 Todman Ave., Kensington,
Sydney, N.S.W.

Ron Gillespie of W & G Records, Melbourne, met with Roger S. Littleford, Billboard exec, during his stop off in Melbourne.

A new W & G disk, Frank Traynor's single of "Sweet Patootie," has been taken by Melbourne Records of Canada for release.

Warner Bros. film "Rome Adventure" has been scheduled for Australian screening next February. The film has been retitled "Lovers Must Learn." The soundtrack album from the flick has been scheduled for release on the W.B. label early January. . . . Ray Bull of ARC has organized a movie preview for retailers, radio program arrangers and disk jockeys to see "Music Man" which opens at Sydney's Regent Theater December 20. This promotion coincides with the release of the sound-track album on Warner Bros.

Victoria Music, Sydney, acquired the rights to "I Thank You" and "Heaven Sent," both numbers written by Alecia Evelyn and recorded on the Leedon label by Johnny O'Keefe.

The Wanderers Three are at the moment appearing at Melbourne's Southern Cross Hotel and are proving very popular. Liberty is rush releasing a single "My Glory Land," a disk which has created a big demand from fans in the southern city since it was played on the air via import.

After reading an article in Billboard (November 24 issue), EMI has decided to release the "First Family" album in January. Covers and tapes have been ordered from Cadence in the States, and the disk will go into production as soon as these arrive in Sydney.

BELGIUM

210 Labels Glut Country's Market

By JAN TORES
Stuivenbergvaart, 37 Mechelen

Belgium, a country two times smaller than Switzerland and apart Luxembourg, Monaco and Liechtenstein, the smallest in Europe, has a market of 210 labels and each year the number increases. Imagine what is for a dealer to chose new disks every week. Nearly 800 records are released every month. As an example, when the bossa nova broke everyone jumped upon this new kind of rhythm hoping one of his records would be the hit.

After one month of the bossa nova more than 20 versions of "Desafinado" are already on the market and the end is not yet in view. We would not be amazed if by year's end some 50 versions of this number exist. People in the French part of the country prefer a French version of this song. The first one on the market is by Richard Anthony. Of all the records

CHART FOGGED

NEW YORK—Heavy fogs and weather delayed air shipments this week from London. As a result, best selling charts furnished by the New Musical Express arrived too late for publication.

WB Greek Distrib

NEW YORK—Columbia Graphophon Company of Greece Ltd. has been named by Warner Bros. as distributor in that country. The agreement was arrived at between Robert MacKenzie, director and manager of the Greek company, and Bobby Weiss, international director for WB. Deal also covers distribution in Cyprus.

released weekly, almost 85 per cent is of foreign origin so that in Belgium you can find everything from the Hungarian czardas to the Scottish bagpipes.

In the meantime, business has worsened. Not one single record is breaking well, although some very interesting new ones have been released. We have "Big Girls Don't Cry," by the Four Seasons on Imperial; "Going Home," by Fats Domino on Imperial, and "The Cha Cha Cha," by Bobby Rydell on Cameo-Parkway. Fonior released Bobby (Boris) Pickett's "Monster Mash" on London. Although the record is a hit in the U. S. A., over here it hasn't a chance.

S. A. Ardmore and Beechwood. Belgium, reports that three new versions of "Sherry" have been released this week; one on Teeny Records, another on Stella Records and a French version by Henri Salvador on Philips. French rock and roll group Les Chats Sauvages also made a French version of this record for the Pathe label.

Helen Shapiro's "Little Miss Lonely" now has a French version by Dick Rivers on Pathe. In the meantime, Miss Shapiro released a new one too, called, "Cry My Heart Out," a composition by Newell and Paramor. Plans have been made for a French version. Ardmore and Beechwood also have the rights for "Concert a Grenade," sung by Christine Fontane, a new French singing star to whom the "Grand Prix du Disque Francais 1962" was given. The record will be released under the Pathe label. Finally, "I Left My Heart in San Francisco," in the U. S. A., a hit by Tony Bennett, will be the object over here of local recordings.

The Poly Jazz Club will hold lectures and record demonstrations on jazz that will soon be held in different Belgian cities. The first will take place in Brussels on December 5 in the Philips Auditorium. Hundreds of reservations have already been made by members of the club.

Without Doubt,
The Most Important
Music Industry Publication!

BILLBOARD MUSIC WEEK'S
1963
WHO'S WHO IN THE WORLD
OF MUSIC

will be published December 29, 1962. It will document the successes of record manufacturers, music publishers and recording artists all over the world. Many firms were disappointed last year by not being represented.

Contact your nearest representative or Frank Luppino Jr., International Director
Billboard Music Week
1564 Broadway, New York 36, N. Y.

BRAZIL

Requests Pour in For Bossa Tapes

BY MAURICIO QUADRIO
Radio Globo
Rua Trinau Marinho 35,
Rio De Janeiro

Many bossa nova tapes have been requested from Brazilian Philips. Requests from the States and France roll in for tapes of the Baden Powell, Sergio Mendes Group and Trio Tamba albums. The LP "Metais em Brasa no Samba" has been requested by Dutch Philips. This will be issued all over the world.

Back from a trip to Europe and the United States, Fermata's president, Enrique Lebendiger, stated that Brazilian music is now big business in the publishing field. The purpose of his trip was to place Brazilian tunes in Europe and the States.

More News

The Brazilian version of "My Fair Lady" will be released by CBS in the next few days. The Rio original cast includes Bibi Ferreira, Paulo Aufran, Jayme Costa, Sergio De Oliveira Bell and Hello Paiva. The orchestra is conducted by Alexandre Gnatall. Also the CBS record with the National Symphony Orchestra conducted by Aaron Copland is ready for release. This Copland record includes the "Lincoln Portrait" (Paulo Santos narrator), Bernstein's "Candide" overture and Charles Ives' "The Unanswered Question."

Ready also for immediate release is the Odeon (EMI) "Carnival" album with Orlando Dias, Monsueto, Dalva De Oliveira, Carlos Augusto, Germano Matias and Joao Dias.

DENMARK

'Teenager Love' Caster to Philips

By ARNE HANSEN
11 Malerbakken, Holte

Nordisk Polyphon A/S will record the original cast disk of the musical "Teenager Love" for Philips. Instead of merely recording the songs, author Ernst Breun Olsen has created special dialog for the LP which will be available within the next week. Nordisk counts on big Christmas sale of "Teenager Love," the most successful stagesshow at the Royal Theater in years. The show has been playing to sold-out houses since opening night two months ago.

The story dealing with teenage idols and the people behind them has caused great interest abroad also, and by now publisher Olaf Nordgren has leased "Teenager Love" to Sweden where it will be produced at Oscarsteatern in Stockholm with Jarl Kulle in the lead as "Billy Jack."

The Latest Thing

New trends in music have been shown in Copenhagen lately. First came Charlie Byrd and Zoot Sims to introduce bossa nova on TV November 22, and John Coltrane was acclaimed at his concert in Falkonercentret. For the last month Cecil Taylor has been playing and creating something of a sensation in the club Montmartre.

Pop music seems more quiet, as always before Christmas. There are few novelties for the season. Nina and Frederik have a new rendition of "White Christmas" on Metro-nome, though, and an old hymn,

"Sig maanen langsomt haever" (The Moon Slowly Arise) sung by teen-age idol Gitte Haenning, may receive special interest.

Gustav Winckler has moved to the Sonet label. First recording for new label: "Vi slukker lyset," Danish version of German Vico Torriani hit "Bei'm diesen Tango." . . . Another German hit crossing the border is "Baby Twist." In Germany it is a success for Will Brandes and his two-year-old daughter Elisabeth. In Denmark it is sung by actor Buster Larsen and his three-year-old daughter Malene (both on Polydor).

IRE

Live Variety in Movie Drawing

By KEN STEWART
Teenage Express,
31 Westmoreland St., Dublin

Saturday night variety at the Apollo group of moving picture houses has become to Dublin what the "Grand Ole Opry" is to Nashville, largely because of continuous press coverage on a very generous scale. When the Theater Royal closed down earlier this year, variety, far from losing popularity, began to gain many new followers. Now the Apollo houses present (to audiences comprising 60 per cent teen-agers) Eamonn O'Shea, Willie Brady and other top Irish entertainers. A typical show starred Maisie McDaniel, who recently taped material in London for a Philips LP. Many dealers here believe the regular variety shows stimulate interest in music generally and this, they say, fosters a healthier and more widespread interest in records.

In response to requests from fans of c. & w. music, Telefis Eireann is now presenting a weekly 30-minute series titled "Country Style," in which Maisie McDaniel, Des Smyth and the College Men supply local versions of songs both obscure and recorded.

John Croke, manager of the Rebel Showband (recently booked to play in Moscow, but tour was canceled in favor of U. S. trip), is now negotiating to bring Harry Belafonte to this country for a concert early next year. . . . On his Radio Eireann program, "Folksong Journey," Ciaran Mac Mathuna introduced Robin Hall and Jimmy McGregor, both well known here via their records and radio and television appearances for the BBC.

GERMANY

Film Musical Gets Big Ride

By JIMMY JUNGERMANN
102 Ismaninger Street, Munich 27

The first musical film in Europe will be produced in 70 mm-color, and with multi-channel stereophonic sound. This announcement by Polydor producer Gerhard Mendelson comes as a surprise to the German film trade. Title of the pic will be "Uns Gehoert Die Welt" ("The World Is Ours"); shooting will start in January in Vienna. The cast will include important pop stars from all parts of Europe.

Visitors

British band leader Chris Barber arrived in Munich to discuss production with music publisher Hans R. Bellerlein. . . . U. S. tenor Sergio Franchi has been contracted

by Munich record and TV producers Werner Schmid and Siegfried Rothmund to appear in their TV serial, "Music Is in the Air," at the Vienna music show "Rendezvous in Vienna." His partners are Italian singer Audrey Arno and Carmela Corren, singing star from Israel.

Trade Talk

The German Vogue label has the first big success since the start. "Monsieur," by British singer Petula Clark, has sold 250,000. . . . Laurie label issued two German numbers published by Montana, "Caucasian Melody" and "Mexican Moon," by Werner Scharfenberger, played by Charlie ("Wonderland by Night") Tabor. . . . A stereo demonstration concert for press and trade was staged by Teldec in the Munich "Finck Studio." Emcees were Dr. Gerhard Slavik for the classical repertoire, and Dr. Gerhard Paetzig for jazz and dance music.

Southeast Asia, Derrick J. Coupland.

Hong Kong made bi-lingual records are beginning to find a ready market in both Bangkok and Saigon. Both countries recently placed orders with the Diamond Music Company for records by Chinese singers Kong Ling and Rebecca Pan. Also selling well in these two places are London Phase Four stereo recordings and recordings on the Command label.

Mr. Mario Rapetti, sales manager for Recordi and Co., the Italian Music Publishers and record manufacturers who are the original publishers of "Al Di La," visited Hong Kong during the course of a recent tour, and held discussions with Jardine Matheson and Co., agents for Warner Bros. records, on the possibility of Jardines handling Italian recordings on the Recordi label.

HUNGARY

New Jazz Club Develops Talent

By PAUL GYONGY
Derektuca 6, Budapest

The Hungarian Jazz Club (around 600 members, sponsored by the Federation of Young Communists) holds its weekly sessions in one of the biggest Espresso snack bars of Budapest every Thursday evening from 6 to 11, presenting small jazz combos, soloists and new recordings of foreign origin. Some outstanding talents are developing like the pianist Bela Lakatos and the bassist Aladar Pege.

Violetta Ferrari (Teldec) is a new singing star on the German record market. Miss Ferrari is a Hungarian actress (formerly of the National Theater in Budapest) who left Hungary back in 1956. Her first record made in Budapest, the song "Szemembe nezz" by Gyorgy Behar, one of Hungary's top cleffers, was an immediate hit. Her first German record was lately hit No. 15 on Radio Luxemburg's hit list. Miss Ferrari was quite a success as the leading lady of the German version of the musical "Irma la Douce."

The reported record business crisis here does not reflect in next year's production of the Hungarian Record Manufacturing Company's Qualiton label. According to artistic chief Laszlo Beck, 16 symphonic works will be produced, these "The Wooden Prince" and "Cantata Profana" by Bartok, "Dances of Galanta" and "Dances of Marosszek" by Kodaly, "Violin Concerto" by Beethoven, "Third Piano Concerto" by Paul Kadosa and "First Symphony" by Bela Tardos. Besides 10 chamber music works, a number of operatic recordings will also go into production.

In pop music there will be folk recordings of Hungarian songs (gypsy music). Around 250 hit recordings are planned.

ISRAEL

Juliette Greco A Concert Hit

By AZARIA RAPOPORT
73 Ahad Haam St., Tel Aviv

Juliette Greco sang more than 20 of her famous hits in eight concerts all over the country. In the desert capital of Beer-Sheba, Miss Greco had been the guest of a neighboring sheik, Cula Abu-Moumar, who agreed to have a photo taken with her. Even in



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HOLLAND

Bossa Nova Disk Coverage Widens

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

Hopping on the bossa nova wagon, Artone released several items by its leading exponents, including the original version by Stan Getz and Charlie Byrd, the vocal version of the tune by Ella Fitzgerald and the "Recado Bossa Nova" by Zoot Sims on Colpix. Philips also released a vocal version of "Desafinado" by jazz singer Rita Reys with Toon Van Vliet and the Pim Jacobs Trio.

New in Artone's International series is a Dixieland EP recording by Roefie Hueting's Down Town Jazz Band. Band has a regular radio show. . . . This month Funckler released Frank Sinatra's fifth album on his Reprise label, entitled "Sinatra and Swingin' Brass." . . . Artone's producer, Lion J. Swaab, produced a recording session with Willy Schobben playing "El Mexicano." Schobben also made a recording of the American success "The Lonely Bull." . . . A special item for jazz fans in Holland will be Columbia's workshop recordings of the Ruhrfestspiele 1962 with well-known international soloists such as pianist Friedrich Gulda on piano and baritone sax. . . . Bovema's Imperial label still hot with the Four Seasons' newest American hit "Big Girls Don't Cry," while the pressing machines at Gramophonehouse (Bovema L.C.) are still working overtime on their "Sherry."

HONG KONG

Pick Up Bootleg Seller in Street

By CARL MYATT
27 A Estoril Court, Garden Rd.

The record piracy question—a sore point with dealers here—received another airing with the arrest of a man found selling these disks in the street. This enterprising individual set himself up complete with record player, amplifier and records, and calmly proceeded to sell disks until the police intervened. The man was fined \$75.

Visitors

Visitors in town this week included New Zealand promoter Harry Miller and his wife Patricia, a New York fashion model; comedian Harold Lloyd and Decca representative for India, Pakistan and

places where Frank Sinatra didn't fill the hall, Juliette Greco did, thanks to the growing number of French-speaking Israelis.

ITALY

New Mancini Tune Makes Movie Bow

By SAM L. STEINMAN
Piazza S. Anselmo 1, Rome

A song by American composer Henry Mancini, with words by Franco Migliacci, "Stasero Meglio" (It Had Better Be Tonight) will be sung by Fran Jeffries in "The Pink Panther." This will probably be the first American launching of an Italian number.

Mike Bongiorno has been selected as emcee for the 1963 San Remo Song Festival. An American who is Italy's best known quiz master, Bongiorno performed this task at the 1962 Naples Festival. . . . Tony Renis spent four days in Berlin for a German TV show and recorded "Quando, Quando, Quando," 1962's Italian song of the year, in German. . . . First Julie London LP here has been launched by V-C-M for Liberty titled "To Her Fans." . . . Latest special by Voce del Padrone is a package of the nine Beethoven symphonies on seven disks for \$22.36 plus tax.

National Association of Light Music and Revue Singers has opened headquarters at Via Cristoforo Colombo 1, Milan. Johnny Dorelli, speaking for the group, stated it would fight low pay to Italian singers by RAI because "TV provides publicity for personal appearances." Viewpoint was prompted by high fees paid many U. S. artists. In some cases these fees are shared by labels.

Nat Cole's new LP, "Ramblin' Rose," has joined the ranks of top sellers.

On the new "Studio One" TV series will be The Limelights, Peter Nero, Sonny Rollins, Odetta, the Tokens, H. B. Barnum and Caterina Valente. . . . Pino Donaggio, who writes his own tunes, has come along with "Dressed in a Sack" and "Madison Among the Angels." . . . Ricordi is pushing their artists with new types of numbers, Ornella Vanoni, Maria Monti and Gino Paoli. . . . Nico Fidenco is doing the music for the new film "Abandoned." . . . Luciano Virgill is now on tour which will include New York, Chicago, Boston, Philadelphia, San Francisco, Hollywood, Toronto and Montreal. . . . Graz, lots!

Disk Notes

Nico Fidenco, top seller for RCA Italiana, received his second golden disk for "Reminder of a Grain of Sand." . . . Columbia is trying a special offer of "Russian Music," a classical LP with George Prelve conducting the Royal Philharmonic. Selling price is \$3.19 plus tax.

Latest artist to record in Italian here is Bobby Vee whose work will appear on Liberty. . . . "The White Sail," by Gilbert Beaud, and "Every Day," by Paul Anka, have been put on one disk by Nino Impallomeni, whose trombone solos appear on Regal Records. . . . Decca is issuing Little Eva's "Loco-Motion" here. . . . Gene McDaniels has come out with "Tower of Strength" which held top place all summer in its Italian version.

Narciso Parigi, who specializes in Florentine songs, has done the sound track of "Napoleon in Florence" which Pathe has recorded. Renato Mauro has been signed to sing and star in the film "The Shortest Day."

Top U. S. hits are appearing sooner than in past in Italy. Among those now out are Frank Ifield's "I Remember You" and Bobby Darin's "If a Man Answers."

NEW ZEALAND

Vinton & Pitney Will Barnstorm

By FRED GEBBIE
Box 5051, Auckland, N. Z.

Vice-president of Billboard Publishing Roger Littleford flew into Auckland recently on the last lap of his South Pacific tour.

Top teen singers Gene Pitney and Bobby Vinton will tour New Zealand in December for the Harry M. Miller camp. Gene has a chart climber here at present in his UA disk, "Only Love Can Break a Heart." . . . Miss New Zealand and entrant for the country in the Miss Universe Contest, Maureen Kingi, has cut an album of native Maori melodies for the Kiwi label, mixed in with locally flavored tunes are one of two hit paraders. . . . Local singers the Trio Samos (third place getters in a national TV talent hunt) have cut a version of "Bongo Stomp."

NORWAY

Lass Brings Out Victor Disk Logo

By ESPEN ERIKSEN
Verdens Gang, Oslo

Norwegian songstress Grynnet Molvig was given the honor of introducing the full RCA Victor logo in this country. The platter is "Johan pa Snippen Twist" and "Di-di-odei." None of the Elvis Presley records have been issued under the full RCA Victor logo yet, as Nera-A/S imports all Presley records from Teldec, Germany.

American singer Johnny Tillotson, whose "Send Me the Pillow You Dream On" hit Oslo on his European tour Monday, December 3. He stayed two days, singing on TV and at the Rondo, a municipal youth restaurant.

The new LP by Norwegian pop singer Ray Adams, "Hear My Song," appeared on the Manu label, and thereby he became the first Norwegian singer with an LP. The record consists of 12 of the most successful tunes he has recorded during the last one and a half years since he changed his name from Ragnar Asbjornsen to Ray Adams.

Adams is planning another LP, composed this time of all new songs. His manager, Per Gunnar (a recording artist himself), is busy composing. Adams is represented on 12 of Manu's 25 single records issued so far. This little diskery (whose records are distributed by Egil Monn Iversen A/S) has probably the highest percentage of success among local Norwegian diskeries.

Ray Adams and Per Gunnar are due to tour the U. S. A. in January.

PHILIPPINES

Tito Puente Eyes Philippine Songs

By LUIS MA. TRINIDAD
264 Escolta, Manila

Tito Puente returned to Manila Monday, December 3, after performances in the South. Puente thrilled Araneta dome coliseum fans with his latest torrid Latin numbers. Billed at the coliseum with Puente were Vic Dana and Dee Dee Sharp. Puente also introduced the latest dance fad, the bossa nova, on various TV shows here. Puente and his Latin group

are leaving soon for Australia, Honolulu, San Francisco and Los Angeles, where he plans to spend the holidays. After the Christmas season Puente will enplane for Tokyo, under contract with Lukai Promotions, for four weeks starting January 3.

The popular Latin band leader and recording artist was fascinated by some popular Philippine music and expressed his desire to record an LP of these songs in the States and Japan. He has made arrangements with the Publishing Division of Mareco, Inc., for a number of Philippine songs.

Major recording companies and record distributors here have released old and new Christmas singles and LP's.

Bossa Nova

There is a four-cornered struggle for dance supremacy going on in this territory. The latest invader, bossa nova, is taking top honors. The twist is definitely on the wane. But the Watusi and Mashed Potatoes are stubbornly hanging on.

"Work a Year With the People," a civic organization dedicated to the progress of neglected rural areas through the development of these communities by medical doctors, dentists, agriculturists and engineers, is sponsoring a jazz concert to raise funds for the maintenance of its projects.

The feature of this concert will be tunes played by the combo of no less than Sen. Raul S. Manglapus. The youthful senator will be featured with such artists as Tony Velarde and his Octet, Chito Feliciano, Rudy Topacio, Nelda Navarro and Julie Borromeo's dance troupe. The presentation goes under the title "Jazz for a Cause" and will be held at the Philamlife Auditorium December 15.

Musical Notes

When the 1962-1963 concert season of the National Philharmonic Society of Philippines opened November 21, one of the highlights was the symphonic debut of Celso Al. Carunungan, novelist. He narrated with Prokofieff's composition "Peter and the Wolf." The concert was held at the Philamlife Auditorium. In the same program are Redentor Romero, conducting the National Philharmonic Orchestra and Nicanora Padilla Dualan, 24-year-old pianist.

PUERTO RICO

Parade of Stars Begins to Island

ANTONIO CONTRERAS
26 Gertrudis St., Santurce

The parade of big name attractions to local tourist hotels has already started. There are many recording stars among them. Among those announced: Nat King Cole, Xavier Cugat and Abby Lane, Harry Belafonte, Tony Bennett, Bobby Darin, Tony Martin, Sammy Davis Jr., Shelley Berman, Miriam Makeba, Gordan and Sheila MacRae and Julie Prowse.

So far this season we have been visited by Americans Paul Anka and Neil Sedaka, and among Latin talent by Miguelito Valdes (Mr. "Babalu"), Paco Michel, Olga Guillot and those promised are: Pedro Vargas, Cordova's Spanish dance group, Senor Wences and others.

Disk Business

An album that is racking up good sales here is Montilla's de luxe item with songs from the film "Travesuras de Marisol" by Marisol. "Tombola," the big song in this picture, is rated as a number one hit throughout Latin America. It is available in about 10 different recorded versions of the number.

Top selling album here for some time has been RCA Victor's "Adelante" by Mexican singer Marco Antonio Muniz. This singer visited Puerto Rico recently and proved a favorite overnight.

SPAIN

Areta, Cortez Cut New Bossa Nova

By RAUL MATAS
32 Av Jose Antonio, Madrid 13

Among the early bossa nova material in Spain, is one by Tonio Areta, just back from Caracas, who recorded "Desafinando" here.

European director of Billboard, Arthur Rosett, visits Spain's publishers, record companies and old friends. Rosett and his wife, Brigitte Keeb (formerly with Automaten-Markt) met here with Billboard's Coin Machine Editor Aaron Sternfeld and wife Muriel.

Los Cinco Latinos went back to Buenos Aires after a two-week engagement at Price Music Hall in Madrid. They've just recorded "Et

Maintenant" (Gilbert Beaud's big hit) for the CBS label, backed by a Lucio Milena arrangement. . . . Tito Mora is the new RCA juvenile sensation here. Protege of Joaquin Prieto (the author of "La Novia"). Mora is the brother of Ana Maria Olaria, noted lyric singer of Spain. . . . Discophon releases the "Perry Mason Theme," by Bruno De Filippi from the original Blue Bell disk. The TV Mason series has been most successful here.

OBITUARY

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By _____

Address _____

Audio's New Multi-Selection Playback Features Speed, Wider Number of Picks

HOUSTON — A new multi-selection playback system, employing 20-track one-inch tape and having broad applications at the store demonstration, juke box and home entertainment levels, has been developed here by Audio Electronics, Inc., a firm active in various areas of the continuous loop tape cartridge field.

Basically, the new unit under development for over four years was seen as a replacement for the now largely defunct institution of the store listening booth. The store-entertainment model, known as the Recotron, makes possible the availability of 200 individual selections of material. These can be heard through earphones which can be pulled out from the front panel of the unit on a telephone type coiled wire.

Revolutionary feature of the unit is the fact that any selection of the 200 contained on the special tape can be picked out by the mechanism within six seconds. This is made possible by a photo electric cell, which, operating in conjunction with perforation on the edge of the tape, trips a relay bringing the tape rapidly into the proper position for the selected play.

Ready Right Away

First prototype of the units will be ready within two weeks. It's planned to get them into disk retail outlets through record companies, who will purchase quantities and resell them to store locations. It's seen as likely that the diskery purchasers would program such a store unit with its own product, but the manufacturer sees the possibility that many stores would have more than one unit on the floor, making possible a broad selection.

Conversations have already been held with Capitol, Columbia, Dot, ABC-Paramount, Warner Bros. and Reprise, among others, regarding purchasing of the equipment when it's ready in quantity within two months.

Minnesota Mining and Manufacturing (3-M's), which recently unveiled its own domestic tape cartridge system, worked with Audio

Electronics in developing the special wide tape for this application. Ampex designed and is manufacturing the playback heads required for the unit. Programming of the tapes will be done on order through special high-speed duplicating equipment, also developed by the Houston firm.

Record companies are expected to pay in the neighborhood of \$500 per unit, with orders of guaranteed quantities.

Shorter Tape Units

The company also has plans for a domestic application of the unit, to be known as the stereotron. This set would market for something "around \$300" and would play shorter tapes of the same width, and offering a single album or perhaps two by the same artists on a single tape. These tapes would market for \$3.95, placing them in a better price-comparison position with disks than most any four-track version of stereo tape (reel to reel or cartridge) now on the market.

No firm commitments for the availability of album product have yet been made, but it is known that the firm has been in touch with United Stereo Tapes (the pre-recorded tape wing of Ampex) in connection with obtaining releasing right to the 17 labels for which Ampex now has reel-to-reel tape distribution rights.

One of the most intriguing aspects of the development is its ap-

plication to the juke box field. For years there has been talk in many circles of the day when a commercial juke box employing tape instead of records would be available. Now it appears that that day may be here, with the Houston firm expected to market a coin-operated variation of the store selector model available "for something under \$1,000."

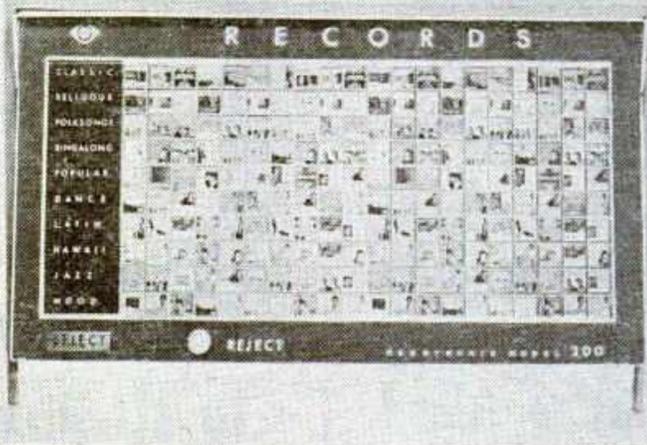
The juke adaptation will make possible the programming of 300 selections. The key here is again the photo-electric device which makes possible the six-second selection time. The front panel of the unit will make possible the reproduction of color miniatures of up to 200 albums. Wall boxes will also be a part of the available equipment.

Cite Advantages

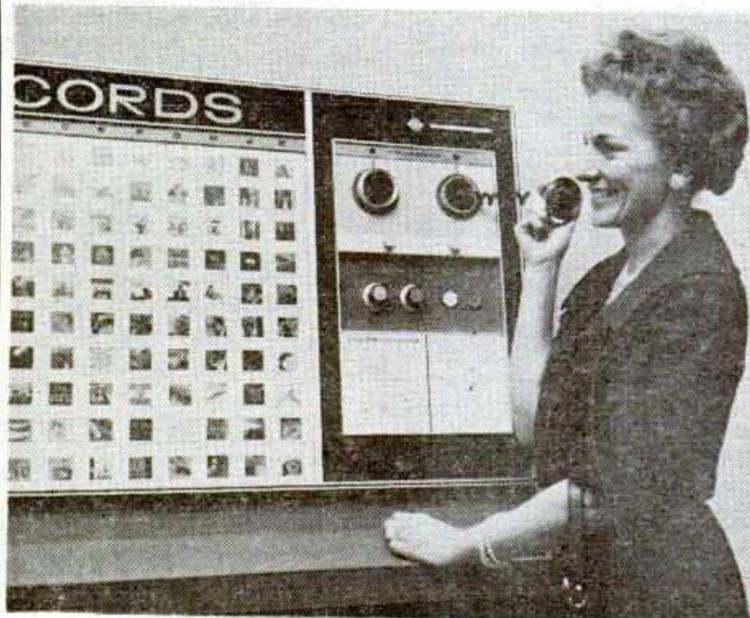
Tradesters immediately could see at least one distinct advantage of a tape juke unit over the traditional seven-inch record type. This was the fact that with any disk recording there is always the probability that one side of the record will be much more wanted than the flip. Thus, in a sense, at least one side of any given record could be considered as deadwood as compared to the more popular flip.

With a tape unit, this disadvantage would be overcome. The tape containing the programming matter would supposedly carry only

(Continued on page 41)



PICTURED ABOVE IS THE RECOTRONIC, a new multi-selection tape playback unit designed for in-store listening-booth use by customers. There are 200 selections available, with the front panel arranged to picture up to corresponding number of album-cover miniatures. At left, the side panel, corresponding to each horizontal row of selections, makes possible programming by category.



STORE CUSTOMER IS PICTURED about to listen to her selection on the Recotron, disk audition unit. Pull-out earphones are available for both stereo channels, while knob controls (middle left) allow selection by number and letter combination as in juke boxes. Reject button at middle right allows selection change at any time, rather than at conclusion of selection only.

THE EQUIPMENT SCENE



By David Lachenbruch BMW Contributing Editor Managing Editor, Television Digest

IS FM STEREO HELPING YOU SELL? It can be a good salesman for console phonographs, for high-priced table radios, and for tape recorders. It's this year's "new product"—and yet it's a supplement to three old products. There's still time to bring in Christmas sales with it.

Of course, there must be at least one FM stereo broadcasting station on the air in your area—and it must be stereo-casting during a good portion of your store hours. People rarely buy FM stereo equipment without hearing it first. There are now approximately 200 North American stations on the air broadcasting in stereo, from Alaska to Puerto Rico, from Montreal to Texas.

Stores which specialize in music have an advantage over appliance dealers and hardware stores in selling stereo radio. Most of their customers already know what stereo is—and its advantages. Such stores often have better listening facilities, and these are important in selling stereo radio.

Good installation in the store is important, too—and this usually means a high-quality outdoor FM antenna. Stereo separation is often lost without an outdoor antenna. This is particularly true in downtown areas and in locations far from the FM transmitter.

Promotion is vital in selling FM stereo, and unfortunately some FM radio stations seem to be uniquely un-promotion-minded. It's necessary to have the stereo broadcasting schedules of all local stations on hand. Some stations may help you with point-of-sale material.

While FM stereo comes under the heading of "radio," right now it's probably more important in the phonograph category. FM stereo table radios are just beginning to come into their own, and they'll probably become a more significant factor in 1963. But today, the most important thing about FM stereo is that it adds a new stereo program source to console phonographs.

Thus, a phono console with FM stereo is no longer strictly a phono, but a complete home stereo center. There are now two sources of stereo music—recordings and radio. This can be a big sales point in selling console stereo, but we see little evidence that it's being properly exploited. Most customers don't know that now they can get double use out of stereo consoles.

By the same token, FM stereo can be used as a way of getting more dollars per phono sale. Does the customer who has just decided to buy a console phono without FM stereo know that he has two-thirds of the equipment needed for beautiful stereo radio reproduction?

Just as every stereo phonograph can become a stereo radio, every stereo radio can become a stereo phono. Most stereo radios have phono jacks, and here's an excellent opportunity to sell a plug-in stereo record changer. Stereo FM can also sell high-priced tape recorders—and this cries out for demonstrating. Plug the dual inputs of a stereo tape recorder into the outputs of a table model stereo radio and record a portion of a stereo broadcast for an interested tape-recorder customer; do-it-yourself stereo tape recording may well become an important field. (In fact, there may be good business for the first manufacturer who introduces a moderately priced stereo tape recorder with built-in FM stereo radio.)

COMPONENTS FOR THE MASSES. The trend to two-step distribution of component hi-fi may intensify next year. For example, Webcor will soon announce a complete line of components—stereo tuner, record changer, amplifier, tape deck. The amplifier and tuner are new, putting Webcor in the "complete systems" component business for the first time.

Another move to two-step distribution—this one for a product almost completely confined to parts jobbers in the past—is being pioneered by Electro-Voice, Inc. (Buchanan, Mich.). Through distributors, Electro-Voice is beginning to offer music and other retailers a budget-priced hi-fi speaker, its new 8-inch "Michigan MC8." It is being offered without cabinet or enclosure, and is designed to retail in about the \$25 range.

What will music dealers do with bare loudspeakers? Electro-Voice thinks there's an untapped do-it-yourself market among people who patronize normal outlets. The speaker will be proposed to music enthusiasts for all sorts of special applications—for building into walls, closet doors, to improve TV sound, as a high-quality do-it-yourself replacement speaker.

DISSONANCE. That definition of hi-fi, approved by the Electronic Industries Association's consumer products division, will be turned over to the Federal Trade Commission January 9. Basically, it provides that packaged goods, to qualify as high fidelity, must have a fairly uniform frequency response of 100 to 8,000 cycles and a music power output rating of at least five watts.

The definition wasn't adopted unanimously, and some manufacturers are dissatisfied. One of them claims five-watt output isn't needed for good reproduction and that the proposed definition doesn't take into consideration the pickup cartridge or the speaker system. This manufacturer says it's probable that most phonographs now selling under \$150 could no longer be advertised as high fidelity under the definition. EIA, however, calls it a "working definition," a starting point for FTC's deliberations and further airings before it is incorporated into a set of trade rules for the phonograph industry.

U. S. Court Upholds Indiana Inventor

ELKHART, Ind. — H. P. Selmer, Inc., band instrument manufacturer, is sounding a happy victory chord for the second time in more than six years. Selmer, as U. S. Court of appeals has ruled, did not infringe on patents held by rival manufacturer, the G. Leblanc Corporation of Kenosha, Wisconsin.

Basis for the court's decision is "the finding that claims in the patents which Selmer allegedly infringed were not valid." The hassle had begun in 1956 when Leblanc claimed that the register key mechanism on Selmer's Bundy Resonite bass clarinet violated patents held on a similar mechanism.

Selmer's defense centered on contentions that Leblanc's patents weren't "true invention," were "technically defective," and that Selmer held "intervening rights" to the mechanism being used. Case was considered unusually technical since it combined both music and mechanics. Court also ruled that Selmer's Resonite was "a valid trademark."

Store Keeps Cost Down For Novice Stereo Buff

GULFPORT, Miss. — The way to reach the largest potential market for stereo equipment is to create a "starter set" that people who know little about the subject can buy for around \$155, according to J. W. Seibert, owner of The Music Box here.

"Of course, it's relatively easy to sell the audiophile who knows the whole story of music reproduction," Seibert said.

"However, for every person who is familiar with the subject, there are a thousand who merely like to listen to good music, but know nothing about how it's produced. We're fortunate in that we have a steady flow of advanced stereo and hi-fi fans in our market, but we are doing everything possible to create a strong appeal to the average person as well," he said.

Reverse English

Well aware that the usual top-level built-in stereo system will cost the owner perhaps \$500 to \$750, Seibert has "gone the other way."

He offers a thoroughly satisfactory, simple stereo system as a starter, selling for around \$175,

which has proved the magic wand for opening the market.

For example, a young couple, starting out on a budget, and discovering that many of their friends have thundering stereo systems built into new homes, will naturally want to emulate them—but at low cost.

Offering the starter set through a steady classified newspaper advertising program, at \$175, they have sold more than 260 such installations in the space of a single year. By pointing out that the low-cost equipment is a start, and by inviting customers to trade back the old system, Seibert has removed most of the objections to getting into the field.

Surprise Success

Located in a small Gulf Coast community as it is, The Music Box is a constant surprise to first-time customers. The store carries 20 top nationally advertised components lines, with four or five choices in everything from record turntable to speakers and a complete line of top-notch imported and domestic tape recorders. Surprisingly the store sells many tourists, who flock to the Mississippi Gulf Coast during the summer months, as well as winter residents who own homes along the Biloxi-Gulfport coast, and spend the off-season there.

Records show that the average person who starts out with a \$175 installation will usually go up to an investment of \$500 or more within the first year, and in fact, some of the most expensive components rigs which have been sold in recent months have gone to people who started out with \$175 starter set.

Card Points Up Diamond Needle

CHICAGO — Jensen Industries has designed a new counter display card for promotion of its model CRA-55XD diamond needle. The two-color card, in ebony and gold, will pinpoint attention on a new lower price for the needle. The former price of \$9.95 is scratched out with a space for the dealer to fill in his own price.

In stair-step style on the placard are displayed six of the needles in their highly visual packages.

Copy focuses on the needle itself with illustrations highlighting the fact that the needle is made of a genuine gem-stone diamond and is precision ground. Another drawing shows the simple steps for replacing a worn needle.

To Import Japanese Video Equipment

NEW YORK—Symphonic Electronic Corporation has concluded arrangements to import a line of Japanese TV equipment. Max Zimmer, Symphonic president, said the new units will be manufactured by the Nippon Electric Company to specifications prepared by Symphonic.

Sets contracted for are in the 16, 19 and 23-inch areas. There are no plans for color sets now, but the firm is interested in marketing transistorized, battery-powered sets, now in the prototype stage in Japan.

Symphonic has long been a supplier of phone equipment to a number of private label accounts and the firm expects to sell TV equipment to the same type account at highly competitive prices.

Hong Kong Booms In Shipping Transistor Sets

HONG KONG—Business in assembled transistor radios here is booming. So is the manufacture of electronic parts.

According to trade figures released last week, exports of transistor radios trebled during the first nine months of the year compared with the total exports of 1961.

Total exports of transistor radios in the January-September period this year amounted to 793,513 sets compared with the 1961 figures of 263,423 sets.

The United States has replaced the United Kingdom as the Colony's biggest individual buyer of transistor radios. Of the sets exported in the first nine months of this year, 474,543 sets were sold to the U. S., 228,948 to the U. K. and 16,300 to Panama.

Transistors and diodes come mostly from Japan, from which Hong Kong imported \$26,816,000 worth in the first nine months of the year compared with the \$16,738,000 worth in 1961.

The local industry started in 1959 with only one small plant. Today factories are springing up everywhere. Robert Sprague Jr., son of Robert C. Sprague, of the Sprague Electric Company of North Adams, Mass., summed up the reasons for this boom recently when he said: "I have been all over the world studying labor conditions and opportunities of capital investment, and nowhere have I found a more co-operative attitude or a more promising labor force than here."

The Sprague Electric Company, the world's largest manufacturer of electrical condensers—used in radios, undersea cables and a variety of electric and electronic apparatus—has established a factory here that will supply countries in the Far East.

Production is now well under way, the whole manufacturing process being carried out in Hong Kong and prices therefore being most competitive.

Hickory Label in Canada

NASHVILLE—The first Hickory labels will appear in Canada next week with Universal Record Manufacturing Company of Toronto distributing the line. First release is "There Came a Tear," sung by Tennessee Dan Folger. John Porteous set the deal for Hickory with Universal of Toronto.

CHANGES IN BUYERS' GUIDE LISTINGS

Following are additions and corrections to Billboard Music Week's 1962-1963 Buyers' Guide and Market Data Report, which was distributed as part of the August 4, 1962, issue of *BMW*. These changes should be clipped and filed with copies of that volume to keep copies up to date until the publication of next year's edition. All companies whose listings change due to a new address or change in categories for which eligible, are urged to send corrected listings to *BMW* for inclusion in this column as well as in next year's Buyers' Guide.

Record Wholesalers of the United States

DISTRIBUTORS

The Boyd Corp., 84 W. Cove St., Portland, Me.
Master Sound Dist., 101-19 Ave. K, Brooklyn 30, N. Y.

ONE-STOPS

Mile Hi, 36 S. Santa Fe Dr., Denver 23, Colo.
Portland, 84 W. Cove St., Portland, Me.

RACK JOBBERS

J & L Racks, 36 S. Santa Fe Dr., Denver 23, Colo.
Portland, 84 W. Cove St., Portland, Me.

IMPORTERS & EXPORTERS

K. O. Asher, 7818 S. Stony Island Ave., Chicago 49, Ill.
Baronet-Coronet Record Export, 8701 Shore Rd., Brooklyn 9, N. Y.

Elektra Offers Special Yule Kiddie Package

NEW YORK—Elektra Records has produced a kiddie package offering dealers a special Christmas merchandising angle. The two-LP set, "A Treasury of Folk Songs for Children," by Oscar Brand, Ed McCurdy, Jean Ritchie and others, incorporates a built-in kiddie coloring contest.

The album contains four coloring pages of drawings of famous scenes from history. The pages feature a "color me" contest in which completed pages are submitted to Elektra.

Winners of the coloring contest receive \$50 worth of Elektra albums, with second placers winning \$25 worth of albums. The contest is perpetual, in that there is a new competition every six months. Beyond this, every entrant is given a free Elektra album just for entering.

San Francisco Show Sets Designer Motif

SAN FRANCISCO—The 10th annual San Francisco Home and Hi Fi Show has been scheduled for March 6-10 in the Cow Palace. It will be called the San Francisco Decorators and Hi Fi Show.

Show director James Logan said there will be a new concept regarding main arena exhibits. These will be along the lines of interior design. Many members of the National Society of Interior Designers have already taken space.

The exposition, which attracted more than 50,000 visitors this year, will feature various kinds of phono, radio and musical equipment.

Logan, who heads Pacific Show Productions of San Francisco, has joined in association with Robert L. Boyle, of Pacific Shows, Inc., Los Angeles, to work on a series of four future expositions, two in each city, each year. The Los Angeles Hi Fi show is scheduled for September 5-15.

The Home Shows, held separately, have been scheduled for October 9-13 in San Francisco and May 2-12 in Los Angeles at Brooks Hall and the Pan Pacific Auditorium respectively.

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-selling outlets (only) that also sell phonographs, radios and/or tape recorders. A different price group is published in the space each week. Each category appears approximately every 14 weeks.

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 outlet. Only manufacturers earnings 3% or more of the total dealer points are listed below.

PHONOS LISTING BETWEEN \$401 and \$500

This Issue	POSITION		BRAND	% OF TOTAL POINTS
	9/15/62 Issue	6/16/62 Issue		
1	1	1	Magnavox	51.0
2	2	4	Fisher	15.2
3	3	5	Pilot	10.0
4	4	2	Curtis-Mathes	4.9
5	5	—	Grundig-Majestic	3.6
Others				15.3

Since this chart is based on the previous month's sales, it is conceivable that certain brands will appear at one time and not at another because of many influencing factors. Thus it does not indicate that the above ranking applies for any period other than the previous month. Those brands that appeared in previous issues for this category and do not happen to merit a listing above are shown below with their rank order in the issue indicated in parenthesis.

9/15/62 Issue: All brands represented in current chart.

6/16/62 Issue: RCA Victor (3); Motorola (6); Zenith (7).

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.

CAPITOL-ANGEL—Expires December 15, 1962. Started October 1, 1962. A 12½ per cent discount is being extended on 41 Capitol and Angel Christmas albums. See separate story, page 5, October 13 issue, for details.

LIBERTY—Expires December 15, 1962. Started November 1, 1962. A 15 per cent cash discount is offered on November album releases.

LIBERTY—Expires December 24, 1962. Started October 1, 1962. Label is offering dealers a 15 per cent discount on Chipmunk product, new and catalog. See separate story, October 13 issue, for details.

RIVERSIDE—Expires December 24, 1962. Started November 21, 1962. Under a Christmas stocking plan, dealers can buy all items in the Riverside, Jazzland, Wonderland, Washington Offbeat, Battle, Montilla and Toreador catalogs at two free for every 10 purchased.

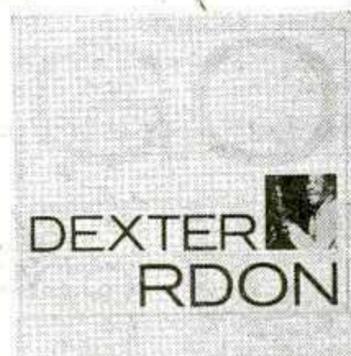
COLPIX—Expires December 31, 1962. Started November 12, 1962. Label is offering 20 free sets with every 100 purchased to distributors on 13 kiddie albums.

COLUMBIA—Expires December 31, 1962. Started November 15, 1962. Label is offering an extra 10 per cent discount on 15 of the Mitch Miller Sing Along albums.

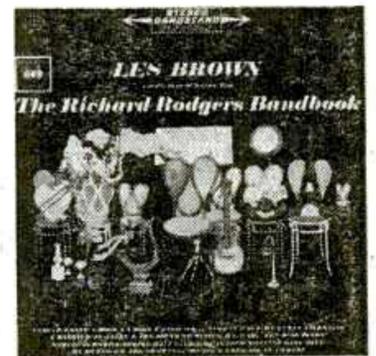
PRESTIGE—Expires December 31, 1962. Started November 19, 1962. Label is offering a 15 per cent discount on all albums by Gene Ammons, Shirley Scott, Miles Davis, Eddie (Lockjaw) Davis and John Coltrane.

STARDAY—Extended through December 31, 1962. Started November 1, 1962. Label is offering a Christmas stocking plan of one LP free for every five purchased.

ALBUM COVER OF THE WEEK



GO!—Dexter Gordon, Blue Note 4112. This is an eye-catching item. The letters are large red and black and very bold indeed on a white background. Striking package for display in jazz sections.



THE RICHARD RODGERS BAND-BOOK—Les Brown, Columbia CS 8714. Here's an attractive and clever cover designed by Charles B. Slackman. The band chairs, instruments and mementos are in bright multi-colors placed on a black background with white printing. Ideal display item for the pop sections.

when answering ads . . .

Say You Saw It in Billboard Music Week

Radio Bigger Ad Value Than Everybody Thinks—Sarnoff

NEW YORK—Radio is a bigger bargain as an advertising medium than most sponsors realize. That was the opinion voiced by two leading broadcast executives—NBC Chairman Robert W. Sarnoff and NBC Radio Executive Vice-President William K. McDaniel—at a December 4 meeting of representatives of NBC's 192 radio affiliates.

The lag in measuring auto and transistor radios, which have sold at a boom rate in recent season, is a big problem, according to Sarnoff. "Indications are that we may well be selling ourselves short by as much as 75 per cent, simply because we have not yet been able to place a yardstick on the volume of listening to self-powered radio." He indicated that NBC "has been taking conscientious measures to close this research gap, and we hope to have important progress to report."

A similar theme was explored before the affiliates by NBC's McDaniel.

The industry must develop a ratings system to measure adequately the non-plug-in radio audience which comprises "the great bulk of today's listening—and the growing part," said McDaniel. He pointed out that "every hour some 2,700 new radios are purchased," and that of the 25,000,000 radios being bought in the course of a year, three out of four are self-powered.

McDaniel also stated that new network program plans at NBC

include a series with the Boston Symphony Orchestra titled "The Heart of the Symphony," with Erich Leinsdorf as host. A January start is scheduled. Another new music series will in January feature broadcast concerts of the Transylvania Symphony Orchestra, with programs to be produced in co-operation with the noted Brevard Music Center of Brevard, N. C.

During the affiliate conference, which gathered representatives of the network's TV outlets as well, NBC Radio became the first broadcast organization to receive a citation from the Federal Bureau of Investigation. The citation, on behalf of radio reports co-operating with the FBI, was made by Cartha D. De Loach, FBI assistant director.

Storer Stages Seminars On Radio Programming

MIAMI — A three-day series of seminars on programming and promotion for the seven Storer Broadcasting Company stations has been held here, with Grady Edney, vice-president for radio programming, heading the series.

Topics covered ranged from an analysis, by Storer program managers, of taped highlights of morning and afternoon programming to sessions devoted to programming and discussing music.

What's JFK Doing Making With Jokes?

WASHINGTON—The runaway sales success of Vaughn Meader's "The First Family" has caused a unique problem for stations and deejays airing the album.

The problem results from a tendency, among some stations, to use tracks from the album, or segments of tracks, as unannounced "drop-ins" in record shows. In a number of cases, listeners have reportedly heard the album, thought that Meader's voice was that of President Kennedy, and have written to the station or the White House to inquire why the President of the U. S. is making jokes.

The White House, it's said, doesn't think this is at all funny, though such organizations as the FCC or the industry's own NAB have not been asked to take action. In the 1930's, such action was requested by then-President Roosevelt, in the wake of a flurry of on-the-air imitators of his voice.

One other aspect of this problem cited to Billboard by station sources is that at least one national radio advertiser, and a few local sponsors, have thought the "First Family" concept would be a good one to borrow for radio commercials, and have even cut test commercials. Stations, however, are not likely to accept them, since this would almost certainly bring a Washington crackdown.

Star of Tomorrow Chosen on Coast At Annual Benefit

STOCKTON, Calif.—More than 6,000 persons attended the third annual "Birth of a Star Review," sponsored by radio Station KJOY, Stockton, as a benefit for the Stockton Police widows and orphans.

Professional stars headlining the non-profit performance included Duane Eddy, Stan Livingston, Shelley Fabares and Eddie Hodges, who used the occasion for the world premiere of his new platter, "Seeing Is Believing." The record had climbed to third spot on KJOY's top 30 list by early December.

Judging the youthful contestants were Bill Gavin, nationally known music authority and Billboard columnist from San Francisco; Robert

Cleveland Station Sells Hot LP's On Air; Response 'Unbelievable'

CLEVELAND — Radio proved that it could be a direct source of record-album sales here when more than \$6,000 worth of "The First Family" and "My Son, the Folk Singer" albums were sold through phone orders during a two-hour music "spectacular" on WERE on three successive nights.

Sponsor of the trio of local-level specials was the record department of Halle Brothers Company, a leading Cleveland department

Murphy, Columbia Records promotion man, Los Angeles, and Terry Melcher, a.r. man from Columbia, also from Los Angeles.

The judges gave the "Star" prize to 17-year-old Betty Williams, of the Edison High School's senior class, for her interpretation of "His Eye Is on the Sparrow."

store. Originally, it was slated as a one-night, one-shot show, but phone orders poured in at such a rate that Halle Brothers and WERE decided to repeat the show the following night.

WERE Vice-President and General Manager Richard M. Klaus described the response as "unbelievable." Officials of Halle Brothers reported that in-store sales of the albums "out-did expectations."

The local-level spectacles were aired by WERE with station personality Jeff Baxter handling the host chores. Time slotting was between 7 and 9 p.m. A fourth scheduling of the WERE show was scheduled, but was scratched when a strike of Cleveland newspapers caused the station to scrap much of its normal program schedule in favor of heavy news coverage.

Focus on the Deejay Scene



DURING recent special record sale at Sears, Roebuck & Co. department store in Bronx, New York City, deejay "Dandy Dan" Daniel put in personal appearance at store to greet platter buyers. Also guesting in store appearance were members of the Precisions, male vocal group who were on hand to promote "Cleopatra," new waxing on Golden Crest label. To left of Daniel (seen in station's Good Guy sweatshirt) is Aldo Barsotti, division manager of Sears' department handling records, TV and phonos. Daniel, who distributed WMCA, N. Y. material, is station's all-night man.

VOX JOX

By CHARLES SINCLAIR

COOL COURAGE DEPT.: The collective honor of the deejay fraternity has suffered something of a setback, according to Bill Quinn, program director of WTLB, Utica, N. Y. It seems that Cammy Carol, Ad Lib label artist, was in Utica recently, and challenged WTLB personalities Matt Rinaldi, Gary Mercer and Bill Quinn to a deejays-vs.-artist drag race. Now, Miss Carol is just a slip of a girl, and it looked like the deejays had the event sewn with no trouble. Came the great moment at a regular NASCAR-sanctioned race at Fonda Speedway. Before the crowd of 4,000 Cammy donned crash helmet and coveralls, and got set to do her best. What happened thereafter will be an infamous moment in the history of platter-spinning. The deejay trio decided that discretion was the better part of drag-racing, and chickened-out on the whole scene. Technical winner: Miss Carol.

GAB BAG: Stations really do appreciate those complimentary records. Writes Jim Crews of WATM, Atmore, Ala.: "December 8 will mark 13 years WATM will have been on the air. Since that time, I've seen a small 250-watt grow into a blooming 5,000-watt outlet. If it hadn't been for the complimentary record copies that various recording corporations have sent over the years, all this wouldn't be possible. So, I would like to express my deepest heart-felt "thank you to all the companies who have made it possible for WATM to be included on their list for sample deejay records."

THIS 'N' THAT: With proceeds going to charities, staffers at WIL, St. Louis, recently joined in the city's annual "Old News Boys' Day" event. WIL personalities and execs stationed themselves at two major intersections and sold morning papers to passing (and somewhat startled) motorists. Danny Dark and Ron Lundy broadcast on-the-spot reports from remote locations, giving late tallies. . . . Howard Miller of Chicago's WIND emceed the Second Annual Awards Dinner of the American College of Radio Arts, Crafts & Sciences in Chicago on December 7. Last year Miller received the organization's award for the best record personality.

OUR MAN IN TEXAS: Reports BMW's Lone Star correspondent: Bob Byron, member of the KPRC, Houston deejay team of the "Tim & Bob Show," is spearheading a drive to collect gifts for American servicemen on duty at Guantanamo, Cuba, during the Christmas season. The gifts received in the campaign will be airlifted to the U. S. base by Naval Reserve planes. . . . Pat Tallman is back on the San Antonio scene as a deejay at KENS. Previously, Tallman worked in Dallas, and had been a deejay at San Antonio's KTSA. . . . As a program gag, deejays Dick Lahm and Tommy Bacon of KILT, Houston, have introduced a mythical chief meteorologist whom they call "Manuel Labor," and who does a routine in "Jose Jimenez" accents. The character, however, has been so convincing to Houston listeners that "Manuel" recently received an invite to a local Latin American affair. . . . Hugh Lampman is now in his ninth year as program host of the American Airlines "Music 'Til Dawn" show on KRLL, Dallas.

CHANGE OF THEME: Bobby Day, former deejay with WSTR, Sturgis, Mich., has shifted to WIBM, Jackson, Mich., where he's holding down a nighttime 8 p.m.-1 a.m. slot playing Top 40 platters. Bobby, who has a "Break Out" segment on his show featuring new sounds, is seeking new records for this feature. . . . In Hawaii, a Boston-born deejay, Dick Cook, has joined the staff of KGMB as the outlet's morning man. He's been in radio a long time; as a youngster, he was a member of the CBS Radio "Let's Pretend" cast, and played a wide variety of parts with the group for several years. . . . Another new morning man is Jerry Gordon at WINF, Hartford, Conn. An ex-KSOA, Sacramento, spinner, Jerry also doubles in brass as host of a jazz show heard on WINF every Saturday from 8:15 p.m. until midnight.

THE C&W SOUND: Ron Zimmerman, farm director of KAGE, Winona, Minn., writes to say that his station has revamped its music policy. "We have inaugurated a new two-hour morning show," he reports, "featuring country and western records. The show reaches a vast farm audience in these early morning hours. I would appreciate any assistance you can give me." . . . From CKBC, Bathurst, New Brunswick, program director Ray MacDonald writes that his station has "boosted its power to 10,000 watts at 1360 on the dial," and that CKBC now programs "about three hours of country music a day and sets a pace in western sounds here in Northern New Brunswick." As with many other outlets making a shift to c.&w. sound, MacDonald needs records, and would particularly appreciate those on the Hickory label.

HELPING HAND: One evening recently Laddie Schaeffer, jazz deejay personality at stereo-equipped WLIR, Garden City, Long Island, happened to mention on the air that his car was being repaired at a local garage, and that he would soon have to run to catch the 12:40 a.m. train home. Within minutes, a fan called to say he was on vacation, and would be delighted to drive Laddie home. Laddie protested, but the listener promised to be (and was) outside the WLIR studios at 12:15 a.m., and chauffeured the grateful Laddie to his door—a haul of some 25 miles.

READY-TO-GO PROGRAMMING

Program directors and disk jockeys will find this material a ready source from which to build weekly programming periods. All that's needed are the disks from the station's record library.

BEST TRACKS FROM THE NEW 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.

POPULAR

AROUND THE WORLD WITH SANTOS & JOHNNY—(Canadian American CALP 1008, SCALP 1008) "Around the World" (Liza, ASCAP) (2:20)

STRINGS AFIRE IN SPAIN—Clebano (Mercury PPS 2032, PPS 6032) "Latin Fire" (Dorabet, ASCAP) (1:48)

YOUNG AND LIVELY—Vic Damone (Columbia CL 1912, CS 8712) "It Had to Be You" (Remick, ASCAP) (3:30)

LITTLE ME—Original Broadway Cast (RCA Victor LOC 1078, LSO 1078) "Little Me" (Morris, ASCAP) (2:50)

MAMA SANG A SONG—Walter Brennan (Liberty LRP 3266, LYT 7266) "Last Will & Testament of Sam Burke" (Irving BMI) (2:54)

RELEASE ME—Little Esther Phillips (Lenox LX 227) "I've Forgotten More Than You'll Ever Know About Him" (Travis, BMI) (3:08)

THE VENTURES PLAY TELSTAR: THE LONELY BULL & OTHERS—(Dolton BLP 2019, BST 8019) "Mexico" (Acuff-Rose, BMI) (2:26)

DION SINGS LOVE CAME TO ME—(Laurie LLP 2015) "Little Girl" (2:25)

TELSTAR—The Sounds of the Tornados (London LL 3279) "Early" (ASCAP) (2:00)

SPIRITUAL

ONE STEP—Alex Bradford (Vee Jay LP 5023) "One Step"

INTERNATIONAL

MINA SINGS—(Vesuvius LP 4409, ST 4409) "Mollendo Cafe" (BIEM) (2:15)

SUMMERTIME IN VENICE—Gino Mescoli, His Piano & Ork (Vesuvius LP 4406, ST 4406) "Resta Cu' Mme" (Leeds, ASCAP) (2:35)

FOLK

THE BITTER AND THE SWEET—Pete Seeger (Columbia CL 1916, CS 3716) "Andorra" (Brio, BMI) (2:30)

COMEDY

THE OTHER FAMILY—Larry Foster & Marty Brill (Laurie LG 5000) "The Press Conference"

MIDDLE-ROAD SINGLES

Not too far out in either direction, the following singles, selected from the current Hot 100, are the most popular middle-road records of the week. Rank order here is based on relative standing in the Hot 100.

This Week	Last Week	TITLE, ARTIST, LABEL	From this week's Hot 100	Weeks on Hot 100
1	5	GO AWAY LITTLE GIRL, Steve Lawrence, Columbia 42601	.....	6
2	3	RUMORS, Johnny Crawford, Del-Fi 4188	.....	7
3	6	DEAR LONELY HEARTS, Nat King Cole, Capitol 4870	.....	6
4	1	ALL ALONE AM I, Brenda Lee, Decca 31424	.....	12
5	2	MY OWN TRUE LOVE, Duprees, Coed 571	.....	9
6	9	RUBY ANN, Marty Robbins, Columbia 42614	.....	5
7	4	DESAFINADO, Stan Getz and Charlie Byrd, Verve 10260	.....	12
8	12	YOUR CHEATING HEART, Ray Charles, ABC-Paramount 10375	.....	5
9	17	MY DAD, Paul Petersen, Colpix 663	.....	5
10	8	I CAN'T HELP IT, Johnny Tillotson, Cadence 1432	.....	8
11	—	LITTLE DRUMMER BOY, Harry Simeone Chorale, 20th Fox 121	.....	2
12	7	ONLY LOVE CAN BREAK A HEART, Gene Pitney, Musicor 1022	.....	14
13	14	MARY ANN REGRETS, Burl Ives, Decca 31433	.....	7
14	20	I LEFT MY HEART IN SAN FRANCISCO, Tony Bennett, Columbia 42332	.....	19
15	—	LET'S KISS AND MAKE UP, Bobby Vinton, Epic 9561	.....	3
16	18	LOVERS BY NIGHT, STRANGERS BY DAY, Fleetwoods, Dolton 62	.....	10
17	—	IT'S UP TO YOU, Rick Nelson, Imperial 5901	.....	1
18	—	THE CHIPMUNK SONG, David Seville & the Chipmunks, Liberty 55250	.....	2
19	—	RAINBOW AT MIDNIGHT, Jimmie Rodgers, Dot 16407	.....	4
20	—	TROUBLE IS MY MIDDLE NAME, Bobby Vinton, Epic 9561	.....	2

YESTERYEAR'S HITS

Change-of-pace programming from your librarian's shelves, featuring the disks that were the hottest in the land 5 years ago and 10 years ago this week. Here's how they ranked on Billboard's charts then:

POP—Five Years Ago December 16, 1957

- Jailhouse Rock, E. Presley, RCA Victor
- Raunchy, B. Justis, Phillips International
- You Send Me, S. Cooke, Keen
- April Love, P. Boone, Dot
- At the Hop, Danny & the Jrs., ABC-Paramount
- Great Balls of Fire, Jerry Lee Lewis, Sue
- Peggy Sue, B. Holly, Coral
- Chances Are, Johnny Mathis, Columbia
- Rock and Roll Music, C. Berry, Chess
- Wake Up Little Susie, Everly Bros., Cadence

POP—10 Years Ago December 13, 1952

- Why Don't You Believe Me! J. James, MGM
- It's in the Book, J. Standley, Capitol
- Glow Worm, Mills Bros., Decca
- Don't Let the Stars Get in Your Eyes, P. Como, RCA Victor
- I Went to Your Wedding, P. Page, Mercury
- I Saw Mommy Kissing Santa Claus, J. Boyd, Columbia
- You Belong to Me, J. Stafford, Columbia
- Keep It a Secret, J. Stafford, Columbia
- Takes Two to Tango, P. Balloy, Coral
- Because You're Mine, M. Lanza, RCA Victor

RHYTHM & BLUES—5 Years Ago—December 16, 1957

- You Send Me, S. Cooke, Keen
Jailhouse Rock, E. Presley, RCA Victor
Raunchy, B. Justis, Phillips International
Silhouettes, The Rays, Cameo
Raunchy, E. Freeman, Imperial

- Peggy Sue, B. Holly, Coral
Rock and Roll Music, C. Berry, Chess
Little Bitty Pretty One, T. Harris, Aladdin
My Special Angel, B. Holms, Decca
At the Hop, Danny & the Jrs., ABC-Paramount

when answering ads . . .

Say You Saw It in Billboard Music Week

FCC Decision OK's High-Power Beam For Bay FM Stations

SAN FRANCISCO — The Federal Communications Commission after four months' consideration, last week approved continued broadcasting at high-powered levels by FM stations in the San Francisco Bay Area.

During the wait, the FM stations in the area fought strongly to save themselves from the proposed power reductions. They acquired letters from 20,000 listeners in California, according to Gary Gielow, co-general manager of KPEN, the highest powered FM station in the city.

Gielow said San Francisco FM broadcasters were particularly active in protesting the power cut.

The proposal would have cut the station's power from 120,000 watts to about 4,000, and listeners in suburban areas with investments in home FM tuners would have been shut out from many San Francisco-based stations.

The FCC decision establishes three zones for FM power as well as antenna height regulations.

Kaiser Air Arm Purchases San Francisco Station

OAKLAND—Kaiser Broadcasting Division of Kaiser Industries has announced conclusion of negotiations to purchase radio Station KABY-FM, San Francisco. It will file a request for approval with the Federal Communications Commission.

The selling corporation is KGMJ, Inc., of Bellingham, Wash. Richard C. Block heads Kaiser's broadcasting division.

KBAY at 104.5 m.c. and 29 kilowatts power has been broadcasting since February, 1960, from studios in the NBC building, Taylor and O'Farrell streets.

'Full Live Symphony' Prize In San Francisco Contest

OAKLAND — Radio Station KABL and The San Francisco Examiner are currently promoting jointly a "Win a full live symphony orchestra" contest. The prize is actually the privilege of selecting a command performance of the San Francisco Symphony Orchestra to play for the benefit of a preferred charity.

The winner will receive use of the San Francisco Opera House, plus 2,000 tickets for friends of the charity benefit. Contestants must submit a 50-word essay starting: "I want to win the symphony because . . ."

KABL specializes in middle-quality music with a nightly two-hour classical concert.

DECEMBER 15, 1962

BILLBOARD MUSIC WEEK 35

Leonard Bernstein Music Drama Canceled by CBS

NEW YORK — What was planned by CBS-TV as an "original modern musical drama" to be penned by Leonard Bernstein has been canceled. According to the network, the musical special,

scheduled for April 1, 1963, under Ford Motor Company sponsorship, was yanked because of Bernstein's "tremendously heavy schedule."

Three other Ford-sponsored shows, featuring Leonard Bernstein and the New York Philharmonic, are scheduled for the current season on CBS-TV, however. All are re-runs of previous shows.

GIANT CHARTMAKERS!

BENT FABRIC

SMASH FOLLOW-UP TO "ALLEY CAT"

CHICKEN FEED

b/w

THAT CERTAIN PARTY

6245

BOBBY DARIN I FOUND A NEW BABY

b/w

KEEP A WALKIN'

6244



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MINUTEMAN IN NASHVILLE . . .

MARK-CLARK BATES

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Just part of the

NEW LOOK of
BILLBOARD MUSIC WEEK

Coming January 5

Stations Argue ASCAP Beef Before High Court

By MILDRED HALL

WASHINGTON — Individual television broadcasters are making a "reasonable" request in asking for a new type of clearance-at-the-source licensing for music in TV

programming, the Supreme Court was told last week. The All-Industry Television Station Music License Committee, representing 363 stations, has filed a brief appealing from the Federal District Court

turndown on their plea in October, 1962.

The TV broadcasters say the district court erred in not permitting the stations to enter factual proof that the existing TV music licenses issued by the American Society of Composers, Authors & Publishers are in restraint of competition and do not meet the requirements in the 1960 amended Consent Decree under which the Society operates.

The broadcasters have asked for a license for music in programming which would eliminate further payment to ASCAP for music used in syndicated TV films or feature films produced after the new licensing went into effect. Program producers would acquire TV music rights at the time of production, and stations would pay, individually, only for ASCAP music used in locally produced programming.

Earlier Ruling

Chief Judge Sylvester J. Ryan of the U. S. Southern District Court in New York in dismissing the broadcaster plea said the court did not have the power to fix a fee for the type of licenses requested by the TV stations.

The TV station spokesmen say the right is clearly indicated in the terms of the ASCAP decree and in any case they should have been permitted to introduce their proof. Attorneys Ralstone R. Irvine and Walter R. Mansfield, counsel to the All-Industry Committee, say that

the typical license offered by ASCAP not only restrains competition but restricts the right of ASCAP members separately to issue public performance licenses to broadcasters, contrary to the terms of the consent decree.

The broadcaster brief contends that ASCAP, principally through its leading publishers and composers, has set up a "network of restrictive agreements." Their purpose is to maintain the prevailing practice of "splitting" the music-recording rights (to incorporate score of copyrighted music into a film or tape) from TV performance rights in pre-recorded program material. The latter rights are then channeled to ASCAP for licensing to stations.

ASCAP Power

This in effect means that ASCAP has a right to make each individual station user acquire music performance rights for programs produced by others (TV film and motion picture feature films) in order to get music licensing rights for programs produced by the individual station, the brief holds.

TV broadcast attorneys inform the Supreme Court that major film producers and the Composers and Lyricists Guild of America (composed largely of ASCAP members) have an agreement under which each film producer and composer contracts to split music recording rights from television performing rights and to assign the TV performing rights to ASCAP (or any other licensing group the parties agree on).

The effect of this contractual pre-arrangement is to maintain a uniform level of license fees at a non-competitive level, instead of allowing the price to be reached by bargaining of film producer or broadcaster with publisher and composers, the TV attorneys claim.

Customarily it requires upwards of six weeks before the Supreme Court decides whether or not it will hear argument on a case.

THE "GOOD" JAZZ Singles Are on ARGO

SOUL COOKIN'

b/w
Theme From Muliny
on the Bounty
by
Thornel Schwartz
Argo #5425

NIGHT MIST BLUES

b/w
Two Different Worlds
by
Ahmad Jamal
Argo #5429

Sleigh Ride—Christmas Blues—

Sound of Christmas—
The Christmas Song
by
Ramsey Lewis
Argo #EP1084

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RSI has a weekly pop singles subscription service, based on Billboard Music Week's Spotlight Reviews and Hot 100 Chart. It also has weekly Easy Listening and Country & Western singles packages, not to mention monthly album packages in the Popular, Classical and Jazz categories.

RSI also has a catalog Album Service to help new stations build their libraries, to help established stations fill gaps in theirs. Catalog Services include Easy Listening, Original Cast, Classics & Light Classics and "Golden Hits" album packages.

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MUSIC AS WRITTEN

New York

The tune "That Certain Party," on the new **Bent Fabric** record on Atco 6245, is published by Bourne-Donaldson, ASCAP. . . . **Lester L. Friedman** of Lester Distributors in Baltimore, and singer **Marlon Taylor Schneider** were married at the Liberty Jewish Center, Baltimore.

A new **Roy Orbison** LP is due right after the holidays. . . . First sides for publisher **Hal Smith's** new label, tentatively called **Gaylord Records**, have been cut and will be distributed by Monument. . . . New single, "Good Buddies," features a new singing find, **Bobby Crawford**, brother of hit-maker **Johnny**. . . . **Del Fi Records** has bought a master "Willie and the Hand Jive," by the **Moongooners** from Essar Records. . . . The **Down Town Glee Club** will stage its annual concert at Carnegie Hall December 14. . . . **Trinity Music** has acquired the world rights to "Monster Mash."

Bobby Rydell has recorded a number of radio spots for the **March of Dimes**. . . . **Leigh Harline**, composer for the "Wonderful World of the Brothers Grimm," has been signed to compose the score of "The Travels of **Jamie McPheeters**" for **MGM-TV**. . . . **Kenny Rossi** has been signed to a **Flamingo-Julia Records** contract. . . . **Don D. Robey** and wife (he's prexy of the **Duke-Peacock** labels) have a son, their second, named **Erroll Keith**. . . . **Sunbeam Music** publishing the title tune from the forthcoming "Never Too Late."

The **Frank Gaifa Talent and Management** firm will not only handle performers but will also produce in the record field. . . . The tune "Zero-Zero" is from the film "One Zero Too Many." . . . **Sea-Lark Enterprises** has signed **Bob Halley** as songwriter. He is the writer of the new **Nat Cole** hit "Dear Lonely Hearts." . . . **Hi Records** cut a new one by **Bill Black**, "The Untouchable Sound." . . . **Frank Skinner** will compose musical score for "The Ugly American." . . . **Randy Newman** is a new **Pat Boone** singing discovery. . . . **Danny Crystal** on the road booming for the new **Fabian** single. **JACK MAHER**

San Francisco

The **Cadence** album, "The First Family," may set an all-time record sale in Northern California, according to **Al Bramy**, manager of **Melody Sales Company**, distributor in the area. A high of 65,000 copies were sold during a single week—described as a fantastic score. . . . Both principals of the **Mainland Distributing Company**, this city, have taken off for honeymoons. **Earl Woolf**, manager, and **Abe Kesh**, promotion manager, were married the same day—December 1—in a "double ceremony 2,000 miles apart." **Woolf** went to Detroit to meet his bride, **Sandy Leeman**; **Shirley Mullins** came from Detroit to San Francisco to marry **Kesh**. Left alone to handle record sales and manage the office in the meantime is **Edith Pinensky**. . . . **Vince Guaraldi** on San Francisco's **Fantasy** label is grabbing solid sales action, **distrib** says. **Guaraldi's** "Jazz Impressions of **Black Orpheus**" has gone over 7,000 in album sales within six weeks, and is spreading to other areas. The single "Cast Your Fate to the Winds," a segment of the album, started in **Sacramento**, spread to all of Northern California with 10,000 disks out, and is now moving strongly in Southern California.

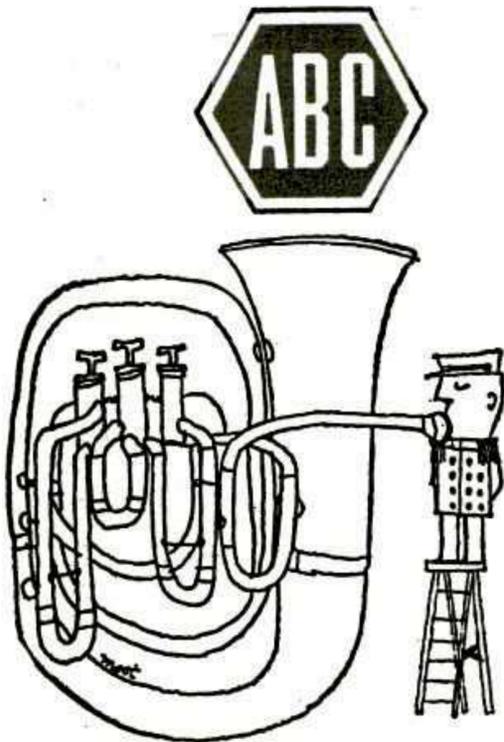
Cincinnati

Red Schwartz, national promotion man for **Vee-Jay Records** out of Philadelphia, in town last week to visit with **Ike Klayman**, head of **A.&I. Distributing** and to make the rounds of local deejays and music emporiums. Report has it that **Red** will be married soon in **Philly** to **Tani Jones**, Detroit singer. **Klayman** says his biggest album action these days is coming from "Seasons' Greetings," by the **Four Seasons** on **Vee-Jay**. . . . **Harry Carlson**, **Fraternity Records** bossman, made the rounds of deejays in **Dayton, Ohio**; **Columbus, Ohio**; **Cleveland, Detroit** and **Chicago** last week to pitch the merits of his new release, "I Thought I Heard You Call My Name" b.w. "Money-Back Guarantee," as done by **Max Falcon**. First-named tune was penned by **Lee Emerson** and was made popular in the country field a few years back by **Porter Wagoner**. **Falcon** clefled the "Money-Back" tune. **BILL SACHS**

Chicago

Take Ten Records is the name of the city's newest label, headquartering on North Michigan. **David Hayes** is president; **Keith Holden**, vice-president, and **Inez Harris**, production supervisor. **Charlotte Enright**, formerly with **Vee Jay**, is administrative assistant, with the a.&r. team made up of **Johnny Pate**, musician, arranger and artist of "Swinging Shephard Blues" fame, and **Johnny Frigo**, composer and jazz musician currently at **Mr. Kelly's**. A promotion director will be named soon. **Seymour Greenspahn** and **Jack White**, of **Summit**, will be the distributor here. . . . **Jerry Saltzman**, of **Norman Records**, owned by **Norman Distributing Company**, **St. Louis**, was in town to meet with **Summit**, plugging **Norman's** new single. **Norman** has also made first lease arrangement, a novelty single by **Davey Bold**, comedian, to **Dick LaPalm**, of **KC Records**, **Nat King Cole's** label. **Paul Glass** handles the line. . . . It's a happy birthday for **Ben Wood's** daughter, **Holly**.

Jerry Ferber, former promotion man here, is the new personal manager for **Alan Merrick**, newly signed by **Randee and Markie Records**. **Merrick** sings in eight different languages. . . . Our apologies to the **O'Dwyers**. It's **Jim**, not **Bill**, who is back at work recovering from an ulcer attack. It's **Jim's** son, **Jerry**, that works in the **South Side** one-stop with him. . . . The city's record promotion men are lining up a Christmas show for children at the **State School for Retarded Children**, **Dixon, Ill.** It'll be the middle of this month. There'll be live talent plus gifts for the kids. Anyone interested in performing, contact this reporter. We also need toys or any other inexpensive gifts to give to the kids. Send it to this column. **NICK BIRO**



To us ABC stands for Audit Bureau of Circulations of which we are members. And we oompah to that!

What does ABC mean to **BILLBOARD MUSIC WEEK** readers? It means our editors must meet your demands, your needs. If they don't, we lose circulation—and that sad fact becomes a matter of public knowledge. As a consequence, advertising as well as readers may decline. Fortunately, we MEET readers' needs.

What does ABC mean to advertisers? Just this. Among other things, when becoming members we agreed to an annual audit of our circulation claims. Advertisers like that because they can be sure of facts on such matters as what is **BILLBOARD MUSIC WEEK's** average paid circulation? how many copies were bought in California? how many copies were bought on newsstands? how many subscriptions were ordered by mail? what was the duration of subscriptions bought? Advertisers say facts like these lead to more efficient marketing which leads to lower costs which leads to lower selling prices.

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COUNTRY MUSIC ASSOCIATION, INC.

MEMBERSHIP APPLICATION

PURPOSES AND AIMS

The Country Music Association is a non-profit trade association for the purpose of fostering, publicizing and promoting the growth of and interest in country music.
To make the public, especially the advertising industry, more cognizant of the commercial value of Country Music as an advertising means.
To secure increased programming time devoted to Country Music on both the network and local level in radio and television.
To promote Country Music in its entirety, with no selfish motives; to encourage the highest ethics throughout the industry; and to ensure that Country Music retains its individuality.
Country Music, as a type of entertainment, has enjoyed outstanding success for more than a quarter of a century as a tried and proven means of reaching the masses. The Country Music Association proposes to make advertisers and broadcasters aware of this fact.

WHO IS ELIGIBLE?

There are nine categories of CMA memberships on an individual basis, and they are: ARTIST-MUSICIAN, MANAGER, BROKERS, PROMOTER, ETC., COMPOSER, DISK JOCKEY, PUBLISHER, RADIO-TV PERSONNEL, RECORD COMPANY PERSONNEL, TRADE PUBLICATION PERSONNEL, NON-AFFILIATED.
The Non-Affiliated category covers a wide range performance, society personnel, attorneys, record shop personnel, etc., and fans. Those who seek

benefit from the popularity of Country Music should devote some time and energy to expand the popularity of Country Music.

MEMBERSHIP AND DUES

There are, at present, two types of membership—Organizational and Individual. The Organizational membership dues are based on the annual gross receipts of the business, on a sliding scale. The Individual membership dues are \$10.00 per year—due on the first day of the month one year following the month in which one joins.

ADDITIONAL INFORMATION

The Country Music Association is not a static organization, but an active group which will continue to gather momentum and present a solid front. All monies taken into the CMA Treasury, above operating expenses will be used to promote the commercial possibilities of Country Music on a world-wide scale for the ultimate benefit of all those associated with the industry. The office secretary is the only paid employee. (All Officers and Directors give their time and bear their own traveling expenses.)
Every great industry has an organization working toward the recognition of its growth and importance. This Association is dedicated to preserving the heritage and promoting the great potential of Country Music.
The CMA office will be happy to answer any inquiries.

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Annette
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16 Annette hits
plus 8 page
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HOT R & B SINGLES

This Week	Last Week	Title, Artist, Label & No.	By special survey for week ending 12/18	Weeks on Chart
1	11	YOU ARE MY SUNSHINE 2 Ray Charles, ABC-Paramount 10375		2
2	1	RELEASE ME 6 "Little Esther" Phillips, Lenox 5555		6
3	4	LIMBO ROCK 5 Chubby Checker, Parkway 849		5
4	14	HOTEL HAPPINESS 2 Brook Benton, Mercury 72055		2
5	2	BIG GIRLS DON'T CRY 7 Four Seasons, Vee Jay 465		7
6	10	SOMEBODY HAVE MERCY 10 Sam Cooke, RCA Victor 8088		10
7	5	NOTHING CAN CHANGE THIS LOVE 9 Sam Cooke, RCA Victor 8088		9
8	19	TWO LOVERS 2 Mary Wells, Motown 1035		2
9	3	DON'T HANG UP 6 Orlans, Cameo 231		6
10	6	KEEP YOUR HANDS OFF MY BABY 4 Little Eva, Dimension 1003		4
11	8	RETURN TO SENDER 6 Elvis Presley, RCA Victor 8100		6
12	18	WIGGLE WOBBLE 2 Les Cooper, Everlast 5019		2
13	20	MY MAN—HE'S A LOVIN' MAN 4 Betty Lavett, Atlantic 2160		4
14	24	ZIP-A-DEE-DOO-DAH 2 Bob B. Soxx & the Blue Jeans, Phillies 107		2
15	21	UNTIE ME 9 Tams, Arlen 711		9
16	7	RIDE! 3 Dee Dee Sharp, Cameo 230		3
17	17	CHAINS 3 Cookies, Dimension 1002		3
18	28	THREE HEARTS IN A TANGLE 2 James Brown & the Famous Flames, King 5701		2
19	29	BOBBY'S GIRL 2 Marcia Blane, Seville 120		2
20	—	UP ON THE ROOF 2 Drifters, Atlantic 2162		2
21	13	DO YOU LOVE ME 17 Contours, Gordy 7005		17
22	15	I'VE GOT A WOMAN 8 Jimmy McGriff, Sue 770		8
23	12	STORMY MONDAY 12 Bobby Bland, Duke 355		12
24	9	HE'S A REBEL 10 Crystals, Phillies 106		10
25	16	STUBBORN KIND OF FELLOW 11 Marvin Gaye, Tamla 54068		11
26	22	POPEYE (The Hitchhiker) 10 Chubby Checker, Parkway 849		10
27	30	LIE TO ME 15 Brook Benton, Mercury 72024		15
28	23	YOUR CHEATING HEART 2 Ray Charles, ABC-Paramount 10375		2
29	—	SEE SEE RIDER 1 LaVern Baker, Atlantic 2167		1
30	—	HAVE FUN 1 Ann Cole, Roulette 4452		1

TALENT TOPICS

Continued from page 12

annual New Year's crying jag. Sobs and sighs will be carried by CBS television over 28 stations. **JACK ORR**

Boston

Amanda Ambrose, singing protegee of Harry Belafonte, now with the ballad singer in a 10-day stand at the Donnelly Memorial Theater, has been hailed by local critics as a star in her own right. . . . **Danny White** is recasting his Aquarama water show for early 1963 dates. He has signed comedian **Mal Thomas** as emcee. . . . French singer **Robert Clary** complained the Saturday night football crowd at the Statler-Hilton Terrace Room was too noisy and walked

off the stage after a few numbers and flew back to New York. **Orchestra impresario Ruby Newman**, who brought Clary in, will file a complaint with AGVA to withhold Clary's \$1,100-a-week salary.

Hildegard, scheduled to come into the Terrace Room for a two-week run December 10, now will come in ahead of time December 4 to fill for Clary. She'll commute between New York and Boston for several days since she's on "Leave It to the Girls," a mid-day television show. . . . Local night club owners are less than happy about a couple of stars opening here and appearing on television at the same time. **Robert**

Goulet, who opened at Blinstrub's this week, also appeared on tape on TV on his opening night. Comedian **Jackie Mason** also did this when he opened at the Monticello.

CAMERON DEWAR

Cincinnati

The musical comedy and nitery team of **Charlotte Arren** and **Johnny Broderick**, who for many years have been headquartering in Chicago, are selling their home there, to settle in a new home just completed in Port Charlotte, Fla., 100 miles south of Tampa. They plan to make the move December 15. Charlotte and Johnny recently became grandparents to a son, born to their daughter, **Patricia (Mrs. Phil Sophie)**. Broderick continues to keep busy between dates on his songwriting activity. He has written much special material for **Mahalia Jackson** in recent years. . . . **Carman McRae** begins a two-weeker Monday (10) at **Mel Herman's Living Room** downtown, and to celebrate the event, Herman and local Columbia Records execs are hosting a cocktail session Monday evening, with members of the local press and music fraternity as guests. Veteran comic **Al Schenk**, who makes his home here, last week joined the Living Room staff to handle promotion and publicity.

BILL SACHS

Philadelphia

To cash in on the folk and country music popularity in these parts, the Tally Ho, suburban spot, is beginning a series of square dances on Wednesday nights with **Roy Beamer** making the calls, while **Earl Denny** introduces a series of Friday night dances at Sons of Italy Hall. . . . **Tony Bennett** broke the jinx for pop fare doing Academy of Music concerts in netting \$8,200 at a new high top of \$6 (boxes at \$7) last Friday night (30), drawing 2,000 fans for almost two-thirds of the house for the Army-Navy game weekend date. . . . **Billy Honney**, local booker and promoter, offered **Ray Charles** \$10,000 against 60 per cent of the gross to appear at the 60,000-seat Franklin Field in April for University of Pennsylvania's "Skimmer Day" (straw hat day) exercises. . . . "Jazz for Justice," with **Lambert, Hendricks and Bavan**, slated for the Adelphi Auditorium December 17 by the local chapter of CORE. . . . **Dean Christie** off on a New England tour promoting his latest record, "The Shake." . . . **Fabian** cut his visit short to jet back to the Coast for TV assignments with his road manager, **Chubby Marks**, continuing the record-plugging trip alone. . . . With the emphasis on industrial shows and hotel spectaculars, **Howard Lanin** has changed the corporate name of his band and talent agency to **Howard Lanin Productions**.

MAURIE H. ORODENKER

Pittsburgh

Allan Sherman has been booked into Syria Mosque on February 20 and Vaughn Meader is being sought by various local promoters. . . . Violinist **Florian Zabach** is the current attraction at the Horizon Room night club at the Greater Pittsburgh Airport.

The Yale Glee Club set for a December 22 date at Carnegie Music Hall is a sellout. . . . **Somethin' Smith and the Redheads** will be the attraction over Christmas and New Year's at Holiday House. . . . "Corner of My Heart," a tune composed by Pittsburgher **Jerry Edwards**, has been waxed by **Terry Sawyer**, a Philadelphia songstress on the new Bandbox label, and is rating deejay atten-

tion here. The flip side, "Too Late," is also by Edwards.

Bill Lawrence, Distributors, Inc., will hold its semi-annual beer and cheese party at the Penn-Sheraton Hotel on December 11, with Lawrence and his chief aid, **Glen Miller**, as hosts. . . . Among the better selling current platters reported here are "Hotel Happiness" by **Brook Benton**, the original cast "Mr. President" LP (Columbia), "Don't Make Me Over" by **Dionne Warwick** (Scepter), "The Armed Box" by **Tony Gee** (Time); "Remember Then," by the **Earls** (Old Town), and "Shake Me, I Rattle," by **Marion Worth** (Columbia).

LEONARD MENDLOWITZ

Chicago

Dick Gregory is insisting on a "no segregation" clause in all his personal-appearance contracts. What's more, he's getting it too. If the audience is segregated, Gregory won't go on. Only trouble to date was with a performance at Maryland Penitentiary, where the inmates were split. Gregory came out on stage and told the boys he had never performed for a segregated audience and didn't intend to start now. The convicts slowly started mingling and the performance went on without incident. Gregory also insists on a clause requiring the club owners to advertise in the Negro press if a reliable media is available in town. The comic will be spending a lot of time in Chicago during the next couple of months. He opens at Mr. Kelly's December 17, the Playboy in January, the Tivoli in March, and for his first society room engagement, the Palmer House, July 20. . . . **Jim Mills** is backed by **Adele Scott** and the **Notables** on a new spoken word single, "What Is Christmas" b/w "What Is New Year." It's on the Windy City label, owned by popular show business attorney **Dick Shelton**. . . . **Vern Ruvalds**, president of International Recording Company, will address members of the National Academy of Recording Arts & Sciences at the group's December 11 meeting in Universal Studios here. . . . **Earl Glicken**, of Cortland, is looking for new talent and new masters. Give him a call. . . . And if you want to do a good deed, the local promotion men are putting on a Christmas show for the State School for Retarded Children in Dixon, Ill. They need performers plus small gifts for the kids. If you want to volunteer your help contact this reporter. . . . **Athon Music Company**, Naperville, Ill., publishers have started **Athon Records**. **Conrad Haidu** heads the operation. The **Stardust Green Trio** made the first single.

NICK BIRO

Little Sister's Single Gets Quick TV Push

NEW YORK—A quick TV musical success has led, once again, to a quick signing by a major record label. The artists, in this case, are known as the Little Sisters, and their success has been on NBC-TV's "Tonight" series.

The duo appeared on "Tonight" December 7—their third appearance—to plug their first MGM single, "Going to Boston" b/w "Where Does It Lead."

Following up this lead, MGM has been rushing copies of the disk to distributors and dealers in key markets, and pushing it to deejays. The Little Sisters are scheduled for a round of personal appearances in prime record markets and guest shots on radio-TV shows.

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MY HAND TO THEE**
b/w
LORD REMEMBER ME
by
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Peacock 1868

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MISS MOLLY**
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**I CAN'T TRUST ME
(In Your Arms Anymore)**
JERRY LEE LEWIS
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**JOHNNY
BURNETTE**
TAG-ALONG
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'CAUSE WE'RE IN LOVE
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AT DAWN**
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'TEARS COME EASY'
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b/w
'I AIN'T GONNA WORRY'
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Rose Seeks Order in Oldies Chaos

• Continued from page 6

stores right away throughout the New York area." As a part of his new operation, Rose expects to re-activate his Times Square label, which had a hit some time back with a disk by a Rose-created group known as the Timetones. "I'll be putting out at least 30 singles during the winter on my label, all of them re-releases of oldies for which I've obtained the rights," Rose said.

Interest Heavy

Rose, in noting the continued interest in the older product, pointed to various old rock radio shows now on the air in this area. One is done Wednesday nights on WNJR, Newark, by Johnny See, operator of Rendezvous Records store in Brooklyn. On the same station Saturday nights is Eddie Gries of Relic Rack in Hackensack, another store specializing in older disks and one with which Rose has a working arrangement. Gries formerly worked for Joe Martin's Apex-Martin distributorship in Newark.

Fred LeBlanc, a Boston deejay, has also been featured on an old rock record show, and Jerry Blavitt, young WCAM, Camden, deejay, features plenty of the same on his nightly show, in a tie-in with Philadelphia's Record Museum store. Alan Fredericks, who at one time did his "Night Train" show on WADAO here under the sponsorship of Rose himself, is currently on the same station, sponsored by Brooks Records in Plainfield, and

INDUSTRY BRIEFS

• Continued from page 6

Epic and its parent Columbia label, Morgan will now supervise all recording for Epic and Okeh, according to Dave Kapralik, pop a.&r. director for the Columbia family. Morgan was the producer of the recent series of hits by Bobby Vinton and George Maharis on Epic.

featuring the same type of material. Rose, who also had his own show last year on WBNX, is currently off the air but expects to start a new show as soon as he can find a station with time availabilities open.

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CHRISTMAS COMEDY IS FEATURED IN the December issue of "Days, Dates and Data." Contains DJ patter, promos, gags and a Santa interview. \$3. Show-Biz Comedy Service (Dept. MW), 65 Parkway Court, Brooklyn 35, N. Y. de22

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- If box number is used, allow 10 words for number and address. Box number service charge, 50c per insertion.
- Deadlines: Copy received in any office by Tuesday appears in issue distributed following Monday.
- Billing only to rated firms and on orders of 4 insertions or more. All others, cash with order.

'Music for Six' Wins Award

NEW YORK—The winner of the Walter W. Naumburg Foundation 1962 recording award is Richard Donovan's "Music for Six." The chamber work will be recorded by Columbia Records. Donovan is a member of the faculty of the Yale University School of Music. George Rochberg's Symphony No. 2 won the orchestral award from the Naumburg Foundation.

Chess Buys Master

CHICAGO—Chess Records last week bought the master for "Momma Didn't Lie," by Jam Bradley on the Formal label, and plans to distribute the disk nationally. The record will be released on Chess.

Phil Chess said that the disk, distributed locally by Paul Glass' All-State Distributing Company, has sold some 20,000 copies.

MOA FUTURE HANGS ON OP TURNOUT

EUROPEAN NEWS BRIEFS

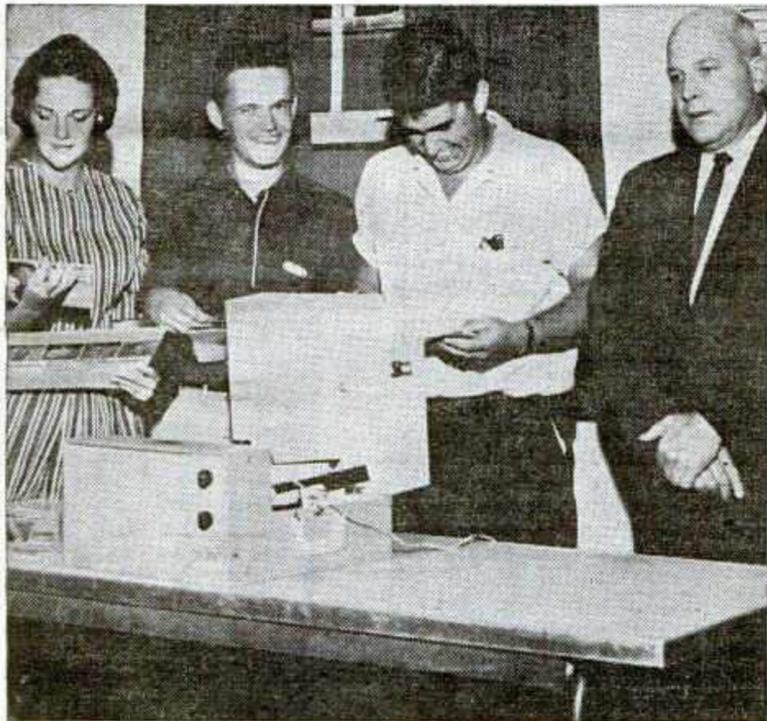
A Hamburg Court OKs Sunday Job

HAMBURG—A Hamburg court has exempted phonograph operators from West Germany's "Lord's Day" law. The court dismissed charges against a juke box repairman accused of breaking the Sabbath quiet. The jukebox man's attorney argued, however, that the repairman was not pursuing a trade in the letter of the law, but was "providing relaxing entertainment," which is permitted under the "never on Sunday" law. German operators are campaigning vigorously to have a paragraph inserted in the law specifically exempting them and thus ensuring uniform enforcement across the country. At present some courts hold operators to the law and other courts, as at Hamburg, exempt them.

Greece Gets Ready for Coin Boom

ATHENS—Greece's coin machine trade is gearing for a boom when this country becomes affiliated with the European Common Market. Greece's association with the Common Market already has tentative approval. Trade studies show that import duties will be virtually eliminated on coin machines from the

(Continued on page 44)



MUSIC OPERATORS OF VIRGINIA, Danville district, recently generated local good will with presentation of record player to teen-agers at Faith Home, Inc., there. Presentation was made by MOV director F. D. (Tony) Colbert, right. Happy recipients of gift (l. to r.): Lena Easom, Rosser Moore and Donnie Bryant. Commenting on the gift, Hy Lesnick, MOV president, urged operator groups to contact boys' and girls' clubs with idea of offering them used juke box equipment.

Full Selectivity Feature of Playback

• *Continued from page 32*

the most spinnable selections, thus making possible a substantially increased take from each box.

Audio Electronics sees two possible ways of handling the units in the juke field. First, the firm itself would manufacture the unit on a contract basis for existing juke manufacturers. Secondly, manufacturing rights might be leased to the juke manufacturers on a royalty basis. No thought at the company is now being given to manufacturing under its own name, however.

Some Interest

Though contact with major juke manufacturers has so far been minimal, the Wurlitzer Company has

shown some interest, according to J. Paul Dawson, president of the Houston company, and has indicated an intention to discuss the matter with Audio Electronics people.

Initial 300 selection juke tape would cost the operator or individual location owner about \$120, or roughly 40 cents per selection. This would amount to 80 cents for two sides, about one-third higher than the average cost of a two-sided disk.

When the original tape is to be replaced with new selections, a "scrap" value or allowance of \$28 is made on the old tape. Thus

each new tape, in effect, costs \$92, bringing the cost per selection within range of the disk cost per selection.

With these costs roughly balanced out, upon the advent of the second tape, the manufacturer reasons that the new system will enjoy an advantage in the fact that all selections can be considered hot with no throwaway or "B" sides involved.

The juke box version has been titled the Playtron. Basic unit of all models will have dimensions of approximately 29 inches by 16 inches by 10 inches. All tape speeds will be 3 3/4 i.p.s.



KEELS MUSIC COMPANY'S trademark is emblazoned on side of truck.

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FLORENCE, S. C.—Making a reproduction of a phonograph record part of his trademark has proved a shortcut to company identification which gets excellent results for H. N. Keels, of Keels Music Company, operating from Florence to Myrtle Beach, S. C.

The ordinary name, "Keels Music Company," could just as easily mean a musical instrument dealer as not, according to Keels. Now, however, by impressing a reproduction of a standard size phonograph record in black over the bright red K in his trademark, he tells his story.

Coast Op Spots Merger Trend

OAKLAND, Calif.—The merging of several smaller firms to form a larger operating company is a new trend which seems to be gathering force in the West.

George A. Miller, president of the California Music Merchants Association, reported to BMW that this may become one of the most important single industry developments in 1963. Several such proposals are "under consideration" in "more than one area of California," he indicated.

Miller continued: "The music operators in California are in the process of inaugurating operating companies where eight or 10 smaller firms would merge their business into one." Chief purposes, he said, would be to be better able to meet the increasing costs of operation, taxes, increased costs of equipment and licensing problems. "We're getting to the point where

operators of 30 to 50 machines will find that it is more profitable to merge with other operators of the same size or larger and do business out of one headquarters instead of 10 or a dozen."

Miller declined to indicate what companies were in negotiations with each other.

WOG Meetings Change

WHITE PLAINS, N. Y.—The Westchester Operators Guild will hold its monthly meetings the second Tuesday of each month at the American Legion Hall, 57 Mitchell Place here. The new meeting date is effective with the December meeting.

Vital Test Is Spring Showing, Officials Assert

By NICK BIRO

CHICAGO — Music Operators of America's future hangs largely on its showing at its next annual convention to be held here in spring.

If the association attracts a good operator turnout and succeeds in bringing in key exhibitors, specifically the three juke box manufacturers who haven't shown for the past two years, it will be in good shape.

In fact, it will have taken a giant step toward injecting new life in itself.

May Go Under

If the convention is a flop, or even just a mild success, the association is in serious danger of going under.

This is the unofficial sum and substance to come out of a series of meetings held by key MOA officials here last week. Attending were MOA president, J. Harry Snodgrass, in from his Albuquerque, N. M., home to meet with Lou Casola, vice-president and general convention chairman, and Robert H. Blundred, managing director.

The trio also held private meetings with other local industry leaders.

Private Briefing

Although no official statements were released, this reporter was invited to a private briefing during which the subject of the meetings and the future of the association was discussed at length. No specific quotes were to be attributed to any member at the meeting.

MOA officials frankly realize that the association has to take drastic steps to attract the three juke box exhibitors. Biggest question, however, is just what are these steps to be?

The three manufacturers have

(Continued on page 45)

German Ops Seek U. S. Group Tie-In

COLOGNE—West Germany operators intend moving next year for links with the Music Operators of America, their eventual aim being a transatlantic organization embracing U. S. and West German operators.

German operators have been making a series of trade reconnaissances in the U. S., and without exception, the operators return enthusiastic about the advantages to be gained from a transatlantic hook-up.

President Hasso Loeffler of the West German operators organization, ZOA, is particularly enthusiastic about contacts with U. S. counterparts. Leaders of regional German operator associations agree that the trade is rapidly becoming international and that phonograph operators, even as other professional groups, should have worldwide representation.

Snodgrass Proposal

The hands-across-the-sea idea has just been given additional impetus by the proposal of J. Henry Snodgrass, president of the MOA, for a single association to represent the entire coin machine industry, including bending.

Since Snodgrass' proposal does not apply directly to the Germans, this country is not immediately involved. But Snodgrass' thinking runs parallel to the new think-big philosophy of the Germans, who are not only in the process of organizing the European Common Market, but are also eager to plant phonographs in the underdeveloped countries around the globe.

The Germans believe, however, that Snodgrass will find the road to a single U. S. industry association paved with pitfalls. The idea has

(Continued on page 45)

Banks in South Rationed As Vend Units Gobble Up Coins

By ELTON WHISENHUNT

MEMPHIS—So many nickels are being used in vending machines it has created a severe shortage in the Mid-South area and the Federal Reserve Bank branch here is rationing the coins to the 235 banks in the area it serves.

E. Francis DeVos, manager of the Federal Reserve Bank, said

pennies, dimes and quarters are also running so short it "may be necessary to ration them too in the near future."

Bankers blame the shortage on vending machines. They say the machines are eating up the regular supply of nickels.

They note that local vending machines have in recent times been expanded "by the thousands" and say that nickels used in them "often lie dormant for weeks before they are collected and put back in circulation."

Charm Machines

It is possible that nickels used in nickel charm machines and nickel gum machines are out of circulation for weeks. But it is unlikely that nickels used in drink, coffee, cigaret, game and phonograph machines are dormant that long.

It is true that hundreds of vending machines—the exact count is uncertain—have been put in use

in the area in recent months. It may be the figure goes into the thousands.

DeVos said there is a similar shortage of the same coins in New York, Boston, Cleveland and Philadelphia, where rationing is also in effect on nickels and pennies. Bankers also attribute these shortages to coin machines.

Penny Machines

Penny coin machines and the sales tax laws are given as the reasons for the shortages of pennies. Also, bankers say, because of the increase in population more pennies are needed and the supply is not now equal to the demand as in the past.

DeVos said the Federal Reserve Bank is rationing nickels here on the basis of 50 per cent of what each bank requests.

Memphis and Mid-South operators are concerned over the shortage, for it will tend to put a crimp in their collections of the coin decline becomes serious.

Need More Change

Other businesses, particularly department stores, also decry the shortages because, they say, they need more change now to handle their Christmas rush business. Treasury Department officials,

seeking emergency means to ease the pinch, say they don't have the money to pay for extra production at the mints.

Congress adjourned without voting a \$5,000,000 supplemental appropriation sought by the Bureau of the Mint to turn out an extra 300 million coins.

Production Costs

Congress also refused funds in the last session to modernize the Philadelphia mint, where some equipment is more than 100 years old. Philadelphia's production costs run 40 per cent higher than at Denver, which has more modern machinery.

The Bureau of the Mint has boosted its production of coins tremendously in the past three years but still apparently hasn't caught up for the demand the coin machine industry has created.

The mint produced 1.6 billion coins in fiscal 1959. In the last

two years it has produced 3.5 billion coins in each year. And there is no reserve supply.

Fear Hoarding

Local bankers fear the spread of a hoarding psychology. What is really needed, they say, is more free flow of coins. They hope banks and companies which have more coins than they currently need will turn them loose.

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Weights \$10.00 in pennies, \$30.00 in nickels. Springs are precision calibrated. Heavy metal base. Glass-covered dial protects pointer when in use.

\$22.00

Complete With Sturdy Carrying Case
ORDER TODAY

1/3 Dep., Bal. C.O.D., F.O.B. N.Y. Distributors. Write for Prices.

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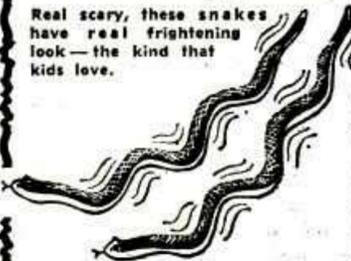
Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines, Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.

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Real scary, these snakes have real frightening look—the kind that kids love.



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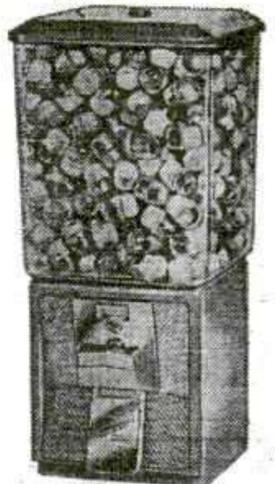
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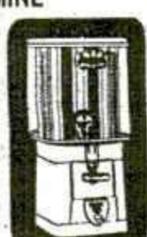


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Tab Gum Selector

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!



25c CAPSULE VENDOR

Capsule Vendor

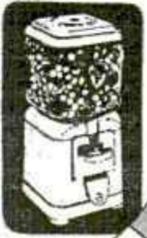
The 25c Vendor that has the whole trade talking. This machine can pay for itself on one loading. This Capsule Vendor vends lighters and a select assortment of jewelry items being shown by Oak factory authorized dealers. Innumerable items in standard capsules will make the 25c Vendor a great profit producer for you.



"ACORN"

All Purpose Vendor

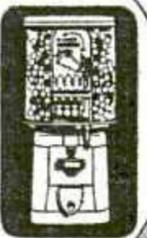
The all-time favorite of the vending business. Vends all 1c and 5c bulk merchandise. Guaranteed mechanically perfect—the one machine with virtually no depreciation. Today's Acorn looks the same as the original.



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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.



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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.



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- Silver King 1¢ B.G. or Mds. 8.50
- ABT Guns 30.00
- Mills 1¢ Tab Gum 12.00
- Model #33 Peanut, 1¢ 6.50

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- Pistachio Nuts, Jumbo Queen, White .67
- Pistachio Nuts, Large Tulle.72
- Pistachio Nuts, Vendor's Mix.65
- Pistachio Nuts, Shell, Red.55
- Cashew, Whole68
- Cashew, Butts63
- Peanuts, Jumbo45
- Spanish33
- Mixed Nuts57
- Baby Chicks32
- Rainbow Peanuts33
- Bridge Mix32
- Boston Baked Beans32
- Jelly Beans30
- Licorice Gems28
- M & M, 500 ct.47
- Hershey's47
- Rain-Bio Gum, 72 ct. \$.32
- Malt-ette, 100 ct., per 10038
- Rain-Bio Ball Gum, 140 ct., 170 ct., 210 ct.32
- Rain-Bio Ball Gum, 100 ct.34
- 300 lb. minimum prepaid on all Rain-Bio Ball Gum.
- Adams Gum, all flavors, 100 ct.48
- Wrigley's Gum, all flavors, 100 ct.45
- Beech-Nut, 100 ct.45
- Hershey's Chocolate, 200 ct. 1.38
- 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.
IMMEDIATE DELIVERY VICTOR 2000

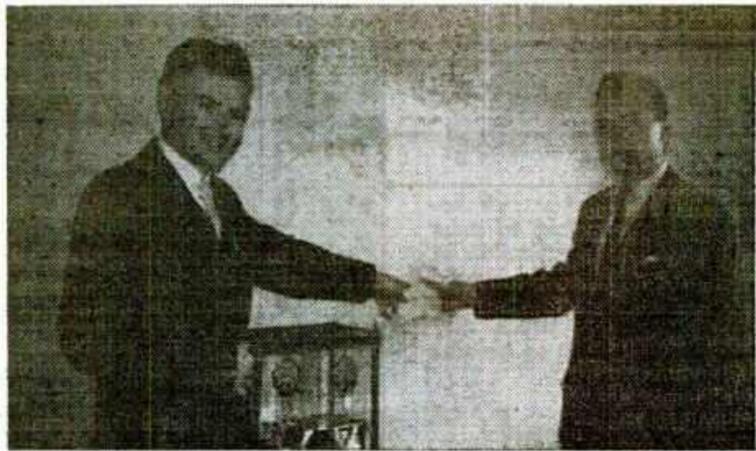


1c
5c
10c
or
25c

Vends Victor's V or V-1 Capsules; 100 Count Gum at 1c; 3 Balls 100-Count Gum for 5c, and now the fastest play of all, 3 Items 100-Count Gum mixed with Beckel Charms at 5c per play.

STAMP FOLDERS, Lowest Prices, Write
MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN SALES AND SERVICE CO.
MOE MANDELL
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LQngacre 4-6467



KENNETH McPHAIL, left, president of the Beaver Vending Machine & Supply (G.B.), Ltd., met with **John A. Ethell**, general manager of the British firm, at a board meeting in London last week. Shipments to the British firm are made from Beaver's main plant in Toronto.

Swiss Bulk Units Talk Up, Knocks Rivals' 'Brand X'

ZURICH—The "talk-up" is the latest thing in Swiss bulk vending. With the co-operation of manufacturers, operators are installing miniature transistorized tape-recorder units in their equipment.

When the coin is inserted, the record unit plays its message, which each operator adapts to his product and general modus operandi. Some recorders merely thank the patron and bid him come again soon.

Some operators are venturing, through their miniaturized recording units, into the bulk vending version of the singing commercial. For example, one enterprising Zurich operator has his machine rigged to play a snatch of an African tribal chant from the area where the machine's nut originated. This is followed by a brief pep talk about the vitamin-giving powers of these particular nuts.

Surveys establish that the taped sales message can boost sales astonishingly. Children particularly patronize machines as much to hear taped playback as to savor the

RECONDITIONED & REFINISHED NORTHWESTERN 49's
Oven Baked Enamel Finish
Rotary delivery — mechanically simple — Sani-carry globe.
Available in 1¢ or 5¢ Merchandise or 1¢ Ball Gum and Charm.
(Specify when ordering.)
Only \$14.50 each

- 10c CAPSULE ITEMS**
- | ITEM | Packed per 250 |
|--------------------------------|----------------|
| Tropical Fish | \$10.00 |
| Shrunken Heads | 10.00 |
| Skeletons | 10.00 |
| Pet Mouse Puppet | 10.00 |
| Crazy Footprints | 10.00 |
| Prehistoric Monsters | 10.00 |
| Giant Bats | 10.00 |
| Giant Scare Ems | 10.00 |
| New Sixteen "Horribles" | 10.00 |
| Lifelike Horribles | 10.00 |
| Girls' Gemstone Rings | 10.00 |
| Boys' Ass'd. Rings | 10.00 |
| Boys' & Girls' Ass'd. Jewelry | 10.00 |
| Ass'd. Key Chain Novelty Items | 10.00 |
| Bow Ties | 7.50 |

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**

Memphis Lads Get Away With Cigaret Money

MEMPHIS — Two boys stole several bags containing \$483.90 in coins from a service truck of Fauver Enterprises, Inc., cigaret vending service, in a burglary case last week, police reported.

product. Surveys establish that adults have been won as bulk vending patrons who prior to the taped messages never patronized the machines.

Operators allow that patronage can be expected to fall off once the novelty appeal diminishes, but they believe there are endless varieties of taped sales plays which can be exploited to keep patronage from flagging. For example, experimentation is going on here with photo light cells which automatically play the taped sales message once the machine is approached.

BIG SAVINGS ON BALL AND VENDING GUMS
SAME FINE FLAVORS, CENTERS AND COATING
Direct Low Factory Prices

Bubble Ball Gum, 140, 170 & 210 ct. & Giant Size	28 1/2¢ lb.
Chicle Ball Gum, 130 ct.	36 1/2¢ lb.
Clor-o-Vend Ball Gum	41 1/2¢ lb.
Clor-o-Vend Chicks, 320 ct.	41 1/2¢ lb.
Chicle Chicks, 320 & 520 ct.	37 1/2¢ lb.
Bubble Chicks, 320 & 520 ct.	29 1/2¢ lb.
Tab (short stick), 100 ct.	38¢ box
5-Stick Gum, 100 packs	\$1.90
F.O.B. Factory 150 lb. lots	

AMERICAN CHEWING PRODUCTS
38 years of manufacturing experience
4th & Mt. Pleasant • Newark 4, N.J.

Count Up With Rounder Ball

TORONTO — Vend-Craft Gum, Ltd., Canadian manufacturer of ball gum for the bulk vending trade, has gone into production on 110-count and 120-count ball gum.

Ken MacPhail, Vend-Craft president, said that the new sizes are the first departures from the traditional 100-count since the introduction of the 250-count gum.

MacPhail said that the firm has developed a process to make the ball gum more nearly round than it has been.

NEW 5c CAPSULE

TWIN SKELETONS
Magic!
THEY Glow in the Dark!

ONLY EPPY CAN DO THIS
\$20 Per M Capsuled
Immediate Delivery—Available at our Factory or from your Eppy Warehouse.

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91-15 144th Place, Jamaica 35, N.Y.

THE PHENOMENAL SALES GROWTH OF THE BEAVER VENDOR REFLECTS THE EARNED LEADERSHIP OF THE PRODUCT.

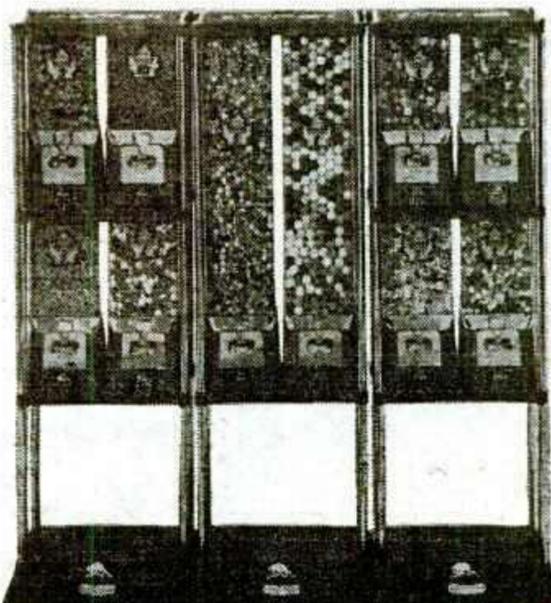
IN ITS FIRST YEAR BEAVER SALES SKYROCKETED TO FIRST POSITION IN WORLD SALES. IN FACT, MORE OPERATORS BOUGHT BEAVERS THAN ALL OTHER BULK VENDORS COMBINED.

THE INCREASING POPULARITY OF THE BEAVER HAS RESULTED IN AN ORGANIZATION WITHOUT PEER IN THE INDUSTRY—SPECIALISTS IN ENGINEERING, SALES AND SERVICE ARE KEEPING BEAVER IN FIRST PLACE.

AND STILL GROWING! FOR THE THIRD CONSECUTIVE MONTH BEAVER HAS OPENED NEW FACTORIES OR DISTRIBUTION CENTERS.

GROW-GO BEAVER

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A COMBINATION FOR CONTROLLED EMPTIES IN EVERY STORE AND A UNIFORM COLLECTION CYCLE ACROSS YOUR ROUTE!

Write to our home office
BEAVER VENDING MACHINE AND SUPPLY OF AMERICA

(Exclusive Representative in the U. S.)
11036 Whittier Avenue Detroit 24, Michigan

Please send me your large catalog with pictures and prices on the complete line of Beaver Bulk Vendors and Vend-Craft Bubble Gum Products.

Name.....
Company.....
Address.....
City and State.....
Distributor
Operator (over 500 Machines)
Operator (under 500 Machines)
Prospective Operator
I'm interested in Beaver Bulk Vendors.....
I'm interested in Vend-Craft Bubble Gum Products.....

Northwestern SUPER SIXTY Capsule Vender*
The ultimate in quality Capsule Merchandising.
Vends any item which can be placed in a capsule.
5c, 10c and 25c.
*With QUICK-TACH at slight extra cost.

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Phone: DRake 7-4300

METAL QUEEN RINGS
An assortment of Metal Adjustable Rings with cut stones . . . hundreds of operators testify these are the MOST for the money for 10c Capsule Vending. Have you tried them for your penny machines? They are world beaters!

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 Features 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 Vendors

MOA Future at Stake in Chi

Continued from page 41

previously indicated they don't "need" to exhibit at the MOA convention, that the convention is not a necessary part of their marketing pattern and that they can sell just as many juke boxes by not exhibiting as they can by coming to the show.

Complain of Cost

Many have complained that the cost of the show is prohibitive, at least in proportion to the good it does them.

Frequent criticism has also been levelled at personalities connected with the association, with the manufacturers complaining that in addition to their exhibit fees and attendant expenses, they have been "forced" to "sponsor" other social functions at the convention.

Through the years, complaints have mounted to the point where two years ago three manufacturers

boycotted the show en masse.

MOA officials argue that the juke box manufacturers' benefit in attending a show is not necessarily in selling machines but in meeting their customers.

"Even if the manufacturer doesn't sell a single machine, he does himself a world of good by meeting his customers, hearing their comments, and getting a feel of the market. It's strictly good will, but very important," an official said.

Whether it's important enough for the manufacturers to want to attend the convention is a moot point. In any event, MOA officials to date have received no assurance either way.

Need Assurance

Unless the assurance comes, and soon, MOA officials feel they will be in trouble.

They feel the public relations value of having all five juke box manufacturers exhibit at the show is important for the industry. They also feel the manufacturers' presence is important in that it attracts more distributors who in turn bring operators.

Even more important, the money paid by manufacturers is desperately needed by MOA in continuing its copyright fight. The MOA convention has always been an important source for the association's income.

Mfrs. Pay Share

Manufacturers have, of course, rightfully pointed out that they have continually supported the copyright fight. Even those manufacturers not exhibiting at the convention have had their attorneys arguing the juke box operators' case in Washington and have regularly paid for such expenses as bringing operators from around the country to testify at Congressional hearings.

But, argue MOA officials, it is one thing to have an industrial manufacturer arguing a case before Congress, it is an entirely different matter when the case is argued by a trade association representing thousands of independent operators.

One official recalled a particular Congressional session at which a U. S. Senator cut off testimony with the comment that he had heard enough from the big manufacturers. I want to hear from the little guys, the small businessmen who will be affected by this bill. Is there anyone here representing them?"

Ops Were Represented

The official said that MOA was there and did speak for the operators. This official said he felt this played a crucial role in defeating the copyright legislation. "I'm completely convinced that the operators need MOA to represent them. This copyright thing

is just one example. The operators also need representation in other things. An independent operator association is the one way to give them this."

Snodgrass had one request, that BMW clarify his view regarding the need for a strong association to represent the coin machine industry (BMW, November 24 and December 1).

Need All Groups

He said he in no way intended this to mean that MOA should be the only association. We certainly realize the need for the other existing groups and we have no desire to hurt them.

He said such groups as the National Coin Machine Distributors Association (NCMDA), National Automatic Merchandising Association (NAMA), National Vendors Association (NVA), and others, all had a job representing their specific members. We have no desire to change this.

German Ops Seek U. S. Group Tie-In

Continued from page 41

been tried in this country and found wanting. The Germans hope to persuade Snodgrass that there is more to be gained by linking operator groups around the globe and co-operating in building a booming world phonograph trade than tilting at windmills in trying to harmonize the divergent interests of the various coin trade sectors.

Disk Deals

For example, the Germans just now are very much interested in getting U. S. trade co-operation in some type of juke box-disk co-operative, possibly a co-operatively-owned (by the U. S. and German trades) which would cater to phonograph operators and supply them at substantially lower prices than conventional diskeries.

German operators are interested, too, in getting more attention from phonograph producers to trade requirements and problem. U. S. and German diverge on this point, but the Germans object to the excessive "planned" obsolescence which they claim increases needlessly the cost of phonograph operation.

And the Germans complain bitterly that producers tend to remain aloof from operator beefs with official bodies in matters of taxation and regulation. Many of these matters are of transatlantic concern and, in the operator view, should unite producers, on both sides of the Atlantic, behind the operators.

Trade Regulation

Moreover, the Germans feel that trade regulation will tend to become increasingly uniform throughout the world as the trading blocs multiply and amalgamate. An example is the pressure now being exerted on Congress to extend the copyright act to U. S. juke boxes, as always has been the case on the Continent.

German trade experience has been that the problems of juke box operators are remote from those of the vending industry. On the other hand, the Germans believe Snodgrass has a point in that phonograph operators are rapidly diversifying into vending.

Texas Ops Report Firm Collections

DALLAS—The Texas Gum Operators Association held its semi-annual meeting at the Hotel Adolphus here recently. Operators from Texas, Oklahoma, New Mexico and Louisiana attended.

According to John Horn, Abi-

lene, Tex., secretary of the group, who has been operating for more than a quarter of a century, collections were never better.

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BILLBOARD MUSIC WEEK, 2160 Patterson Street, Cincinnati 14, Ohio Please enter my subscription to BILLBOARD MUSIC WEEK for

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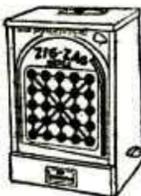
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Name _____
Address _____
City _____ Zone _____ State _____
Type of Business _____ Title _____

ZIG-ZAG

Counter Game

5-ball play. 1c-5c-10c play. Size 12"x17"x9". In line scoring. High scoring. All natural wood cabinet.

\$49.50



SHUFFLEBOARD SCOREBOARDS

Coin operated. 15, 21 and/or 30 points (Horsecoller). Overhead double-faced model on chrome stands, complete with coin box.

\$159.50

SPECIALS!

POOL SUPPLIES

5-Oz. Bumper Pool Balls (10).... \$ 9.00
4-Oz. Bumper Pool Balls (10).... 7.50
2 1/2" Pool Balls 1-15 w/Cue Ball, Set 12.50
2 1/4" Pool Balls 1-15 w/Cue Ball, Set 16.95
Plastic Triangles, 2 1/4" 1.50
48" Cues \$1.50 ea.; 25, \$1.25 ea.
52" Cues \$1.95 ea.; 25, \$1.50 ea.
57" Plastic Cues \$3.50 ea.; \$24.00 dz.
We carry complete line of Pool Supplies—Write for list.

PHONOGRAPH PLASTICS

We carry replacement plastics for Wurlitzer, Seeburg and A.M.I. Write for literature.

1/3 Deposit, Balance C.O.D. or S.D.

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Capri 100 With Full Dimensional Stereo Model 404 DeLuxe Stereo Monaural Phonograph

ROCK-OLA *Capri 100*



Capri 100 Model 404 DeLuxe Stereo Monaural Phonograph

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Recent Stereo Releases For Music Operators

All titles listed below are custom 33 1/3 stereo singles packaged for the juke box operator. Other packagers or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard Music Week, 1564 Broadway, New York 36, N. Y.

Rowe-AMI Top Talent

'Night Time Sing-A-Long,' Mitch Miller, Columbia (Pop)

Sweet Georgia Brown/Don't Bring Lulu
You Oughta Be in Pictures/The Streets of New York
Lullaby of Broadway/With Plenty of Money and You
Night and Day/I Kiss Your Hand, Madam
Embraceable You/Of Thee I Sing

'Magnificence In Brass,' Jerry Fielding, Time (Pop)

City of Brass/Moonlight in Vermont
Cheek to Cheek/When the Saints Go Marching In
Isn't It Romantic/Frenesi
The Magic Circle/Ritual Fire Dance
Skyliner/Shadow Waltz

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.

YOU ARE MY SUNSHINE AND YOUR CHEATING HEART	RAY CHARLES ABC-Paramount 10375
HOTEL HAPPINESS AND STILL WATERS RUN DEEP	BROOK BENTON Mercury 72055
I CAN'T HELP IT AND I'M SO LONESOME I COULD CRY	JOHNNY TILLOTSON Cadence 1432
LET'S KISS AND MAKE UP AND TROUBLE IS MY MIDDLE NAME	BOBBY VINTON Epic 9561
THE CHIPMUNK SONG AND ALVIN'S HARMONICA	DAVID SEVILLE & THE CHIPMUNKS Liberty 55250
A LITTLE BIT NOW AND SHE'S A TROUBLEMAKER	MAJORS Imperial 5879
DESAFINADO AND STARDUST BOSSA NOVA	ELLA FITZGERALD Verve 10274

Wall Boxes Pay Freight in Busy Spot

DENVER—The heaviest concentration of wall boxes in Colorado is returning exceptional dividends at Cup and Saucer, downtown Denver restaurant.

Johnny Knight, Skyline Music Company, Denver, has more than 21 wall boxes serving a dozen plastic-upholstered booths which make up the dining area at the rear of the Cup and Saucer Restaurant (as opposed to an equal amount of seating at a U-shaped counter at the front).

Some of the wall boxes are back-to-back installations, built across the partition which divides one booth from another, with one wall box facing into each.

Close at Hand

The installation, originally made by another phonograph operator, has been improved upon by Knight to the point that no customer, whether he is seated at the fast-food-service counter at the front of the restaurant or in the dining room, his area is never more than arm's reach away from a wall box.

Because of their very number and size, the wall boxes get immediate attention from every first-time customer and often result in play, even where the patron had given no thought to music when entering the Cup and Saucer.

Air Force Hangout

The decision to mount so many wall boxes in so small a space was dictated entirely by the wide variety of customers the Cup and Saucer attracts. Located in the center of the downtown district,

across the street from Denver's second largest theater, the restaurant has become a favorite haunt for servicemen from Denver's Lowry Air Force Base, many of whom became acquainted with owner John Scott when he managed a large restaurant close to the base.

Faithfully following Scott to the new location, these young servicemen are probably the best market for juke box music available to any operator, according to Scott.

Play, with so convenient access to so many wall boxes, averages between \$80 to \$100 per week, remarkable for a busy downtown restaurant, where fewer people play the juke box because in such a busy spot it is often difficult to hear the music.

Young Trade

The late hours make the difference, according to Scott, when the Cup and Saucer is jammed with young couples, teen-agers in groups and young servicemen.

Because of the heavy number of regulars who use the Cup and Saucer as a downtown headquarters, records are changed much more often than on other Skyline Music Company spots, as many as a dozen new hits plus anticipated hits going on the spindle every week.

"We know our customers want music," Scott said. "A good music menu, combined with the most convenient wall box locations possible make certain that collections are good."

Balmy Weather Dims Chi Yule

By NICK BIRO

CHICAGO — Despite all the tinsel and glitter on State St., the weather man just refuses to believe it's nearing Christmas. Chicago is setting records, but not the type that juke box operators like to talk about.

Temperatures for the past week have been in the unseasonable 60's and people are spending more time in the parks and on the streets than they are in taverns, restaurants and lounges.

Collections Off

To say there are no juke boxes or games in the parks is perhaps bordering the ridiculous, but operators sincerely wish there were. Collections, which normally reflect a pickup in holiday cheer, are way off, and operators are now watching their weather maps and praying with P. J. Hoff (the local bearer of weather tidings on television) a lot more than they are watching the pop meters on their juke boxes.

Several other things are contributing to a generally soft record buying picture in the city:

(1) Christmas programming is getting under way and to most operators this means going into their libraries and dusting off old standards.

(2) No really hot Christmas singles have taken hold as yet. Operators are sticking with non-Christmas material, perhaps even more than in the past.

(3) In the words of one big distributor, "Manufacturers likewise seem to be leaning more toward the non-Christmas singles. General feeling is that most people

have built up a stock of Christmas records, and with the exception of a really hot artist, they aren't going to buy the same old songs again and again."

(4) Couple all this with the fact that among non-Christmas singles no really hot new tune has taken off either, and you get the reason for one big one-stop owner describing the juke box record situation as "muddled."

Operators are buying a little bit of a lot of things, but no one strong item is taking hold.

Taverns Call

Several things could bring dramatic changes. Most obvious is a drop in the temperature, pulling people into their local taverns to warm their hands and cool their stomachs.

Another is the emergence of a hot Christmas single. Actually, the first would have to happen before the second could even do operators any good.

General feeling in the city, however, is one of optimism. If Christmas shopping on the retail level is any indication, the city is headed toward one of the best spending seasons in years. This generally carries down to the juke boxes and games, and operators are reasonably confident they'll come out all right.

Lawrence Scores

Among the newer records that are continuing to sell steadily to operators is Steve Lawrence's "Good-by Little Girl" on Columbia. Both singer and music box are moving the tune.

In the holiday vein, any operator who doesn't have a good supply of Bing Crosby's "White Christmas

on Decca, is buying more. The same can be said for a couple of other non-holiday standards: "Little Drummer Boy," Harry Simeone Chorale, 20th Fox; "Jingle Bell Rock," Bobby Helms, and "Rockin' Round the Christmas Tree," Brenda Lee.

Russ DiAngelo of Music Box also reports across-the-board sales on the following: "When Your Hair Has Turned to Silver" b-w "Heart of My Heart," Frank Fontaine on ABC Paramount, a two-sided record that is pulling good play; "I'm Waitin'," Billy Vaughn, Dot; "Shutters and Boards," Jerry Wallace, Challenge; "It's Up to You," Ricky Nelson, Imperial; "Love Sick Blues," Frank Ifield, Vee Jay; "A Night Has a Thousand Eyes," Bobby Vee, Liberty; "Spanish Lace," Gene McDaniels, Liberty, and "I'm Gonna Be Warm This Winter," Connie Francis, MGM.

Cartridge Good For 3-Hour Play On Market Soon

NEW YORK — An automatic tape cartridge, capable of playing three hours of continuous music on any tape player using the Fidelipac cartridge, will be marketed early in 1963 by Pac-Tune, a recently formed division of Magne-Tronics, Inc.

Tom Clarke, Magne-Tronics president, said the cartridge was developed primarily for background music, with programming aimed at restaurant and cocktail lounge locations.

According to Clarke, juke box distributors who are already handling background music will be considered as sales outlets for the cartridge.

He added that the operator price will probably be from \$18 to \$21 per cartridge on a lifetime lease basis.

BOND DRAWINGS, FREE CHOW LURE COINMEN

PHILADELPHIA—David Rosen, local Rowe AMI distributor, not only holds tuition-free service schools for operators and mechanics, but he actually pays some of the coinmen for attending.

John Dulick, mechanic for K&M Amusement, Easton, Pa., walked away from Rosen's last service school here Monday (3) richer by a \$100 government bond.

The bond was won by Dulick in a drawing, with all operators and servicemen attending participating. In charge of the session was Bud Dahl, Rowe AMI chief music machine engineer, and Art Seglin, also of the Rowe AMI staff.

Operators were given a buffet dinner and refreshments before the session.

The next Rowe AMI school at Rosen's will be held in February. Rosen said drawings for five \$100 bonds will be held at that session.



READERS
will Love the
NEW
LOOK
of
BILLBOARD
MUSIC WEEK

Coming
January 5

Bally Big 7 Shuffle

WITH 7 EXCITING WAYS TO SCORE



**FLASH-MATIC
PLUS SUPER-STRIKES**
BIG 7 SHUFFLE is the only flashing light
alley with SUPER-STRIKE skill-appeal

JUMBO
WITH
SPEED-CONTROL SKILL-APPEAL
PLUS SUPER-STRIKES

MATCH-MATIC
WITH
SECOND-SHOT SCORE-SAVER
Strike scores up to 500. If Strike not
scored, flashing lights permit player to
score up to 500 on second shot.

OFFICIAL
FOR DYED-IN-THE-WOOL
A.B.C. BOWLING FANS

HANDICAP
(OFFICIAL A.B.C. SCORING)
Any number of players may be allowed
"easy" Strike HANDICAP for as many
frames as agreed.

ALL-STRIKE
FOR
FAST COMPETITIVE PLAY
ONLY STRIKES SCORE

MYSTERY
popular skill "equalizer"
PLUS SUPER-STRIKES

FULL LENGTH
STAINLESS STEEL
CABINET RAILS
HIGH SPEED
TOTALIZERS
ROTARY
PLAYER & FRAME
COUNTERS

8 ft. 8 in. by 25 in.
1 TO 6 CAN PLAY
COIN STYLES
1. DIME ONLY
2. DIME OR 2 NICKELS
QUARTER, HALF DOLLAR

BIG 7 SHUFFLE is everybody's alley, appeals
to the whims and moods of every type
of player, keeps busy every minute of
the business day. Get BIG 7 SHUFFLE now.

See your distributor...or write BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS



Midwest

MILWAUKEE MENTIONS

Beer City coinmen made up a fair share of the deer hunters who trekked through the Northern Wisconsin woods last week. The list of nimrods includes **Frank Bartnik**, Banaco Music; **Arnie Cutter** and **Vic Kobylarz**, Wisconsin Novelty Company, and **Mike Falkner**, Hastings Distributing Company. No reports so far, however, about anyone bringing home venison. . . . **Bill Punton** has been added to the staff of Pioneer Sales. He will call on operators with Pioneer's line of Rowe AMI music equipment, William Mfg., Bally, United Fischer and Irving Kaye games. . . . A long list of operators visited the newly remodeled headquarters of Pioneer Sales & Service throughout the week, according to **Joel Kleiman**. . . . **Gene Geier** has taken over the disk buying chores in the operator department at the Record City one-stop. **Jimm Mayer**, formerly in charge of operator sales, has been switched to other duties. . . . Juke box receipts are up for this time of the year, according to **Jerome Jacomet**, Red's Novelty Company. . . . "We can't keep up with the demand for the new Rock-Ola juke box," reports **Orville Carnitz**, Badger Novelty. Operators stopping in to look at the new Rock-Ola model included **Cliff Bookmeier**, Green Bay; **Elmer Schmitz**, Hilbert; **Arnold Feight**, Rhineland, and **Ben Ludewig**, Oshkosh.

South

ARKANSAS ADDENDA

Lester Godwin, Hope Novelty Company, Hope, Ark., is having success with his expansion from music and game operating to vending. . . . Another go-getter, **Nathan Wheelless**, Service Amusement Company, Jonesboro, was seen adding some new equipment to his route, shuffling the used machines to other spots. Wheelless has built one of the largest routes in the State, starting from scratch, in the past 12 years.

Several Arkansas operators were seen in Memphis recently at various distributors shopping for new equipment and supplies. They included **Bill Poland**, Poland Amusement Company, Forrest City; **Sam Torjusen**, B & T Amusement Company; **Vernon Ward**, 19 Music Company, Pine Bluff; **C. E. (Tuffy) Tolliver**, Tolliver Music Company, Lepanto; **Jack Walker**, Walker Amusement Company, Danville.

Billy Bledsoe, Lake Village Music Company, Lake Village, reports his collections up because of the hefty cotton crop in the Mississippi Delta this fall. . . . Same report comes from these other delta area operators: **Morse Gist**, Gist Music Company, Helena; **A. G. Williams**, Williams Music Company, and **L. O. Wallick**, Wallick Music Company, both of Monticello.

C. O. Temple, former owner of Hope Novelty, a long-time operator, doing well dividing his time between an auto agency and his ranch, his first love. . . . **Bill Smead**, Camden Novelty Company, adding some vending equipment to his route. . . . **Thomas Sinclair**, Crown Music Company, West Memphis, experiencing increased good business with growth of West Memphis, which is across the Mississippi River from Memphis.

TENNESSEE TOPICS

Around Memphis: **Drew Canale**, Canale Enterprises, Inc., was a member of the Anti-Consolidation Committee which succeeded in defeating proposed consolidation of Memphis and Shelby County governments at the polls last month. **Allen C. Smith**, manager of the vending division of Sammons-Pennington Company, distributor, is out of the hospital. He's recuperating at home from the ruptured disk he got walking the hilly San Francisco streets during the National Automatic Merchandising Association convention.

Johnny Novarese, partner in Poplar Tunes Music Service, seen rummaging in some old records recently at Poplar Tunes Record Shop, a one-stop, for an old **Elvis Presley** record. Trying to revive one, John? . . . **Grady Wallace**, owner of Wallace Amusement Company, Columbus, Miss., passed through Memphis recently on his way to a Mexican vacation.

George Sammons, president of Sammons Pennington Company, distributors, very happy over the business his company has been doing recently. . . . **Jake Kahn** and his son **Charlie Kahn**, owner of Tri-State Amusement Company, have taken on a sideline: Sale of LP albums at cut-rate price (usually about \$1), which has been a growing trend around the country in recent years.

Luther Dickens, Dickens Music Service, was seen buying records at Poplar Tunes. . . . **Joe Cuoghi**, partner in Poplar Tunes Music Service, is also president of Hi Record Company. He's busy these days working on recording sessions with **Willie Mitchell** and his combo, who have a hit building in "Sunrise Serenade." . . . **Edward H. Newell**, Or-Matt Amusement Company, reports a good increase in collections in recent weeks.

Around the State: **A. N. McBride**, Paris Amusement Company, Paris, is adding machines to his route. . . . **Earl McDaniel**, McDaniel Amusement Company, was on a trip to Memphis for supplies. . . . **W. E. Foote**, Foote Amusement Company, Selmer, reports the fall harvest season upped business on his route considerably. . . . **J. A. Butcher**, Butcher Amusement Company, Dyersburg, was in Memphis recently to see about new equipment for his route.

Charles Keene, Keene Amusement Company, Union City, is thinking of adding some pieces of vending equipment to his operation. He has found a need for coffee machines at several locations. . . . Two Jackson operators drove to Memphis, 86 miles, to get some new records. They were **Teno Hankins**, Jackson Amusement Company, and **Sidney Rush**, Rush Amusement Company.

ELTON WHISENHUNT



A HEAVY-DUTY CRIMPER for closing the open ends of filled coin wrappers was introduced by Johnson Fare Box Company. Called the **Price-Less Universal Crimper**, it sells for \$55, and is usable with flat tubular and cartridge wrappers. Crimper heads are available for all coin denominations.

the orbital sound OF STEREO ROUND

Locations love it! Fully perfected, full-range, self-contained Stereo Round . . . only in the Rowe AMI. The new Rowe AMI lets you program 200, 160 or 100 selections. All in one phonograph. See it—At your Rowe AMI Distributor *Patent pending

Rowe AC Services

Division of Automatic Canteen Company of America
18 So. Michigan Ave., Chicago 3, Illinois

BARGAINS FOR THE WEEK
GAMES GAMES
250 OF THEM

Received a Large Lot of Drink and Coffee Vending Machines in Trade, also a Large Lot of Phonographs.

WHAT DO YOU NEED?

SPECIALS FOR THE WEEK

9 Col. National (Used) \$85.00

Rowe #2700 20-Column

Cigarette Venders, Reconditioned and Repainted,

Hammeroid Finish \$225.00

1 Lot of Older Shuffle Alleys,

Bally, United, Chicago Coin—

Write for More Information on the Above. Also on Used Drink

Venders.

Write or Call Us Collect.

MAIn 1-3511

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

Central
DISTRIBUTORS, Inc.

2315 Olive Street, St. Louis 3, Mo.
Phone: MAIn 1-3511; Cable: Cendist

PIN GAMES

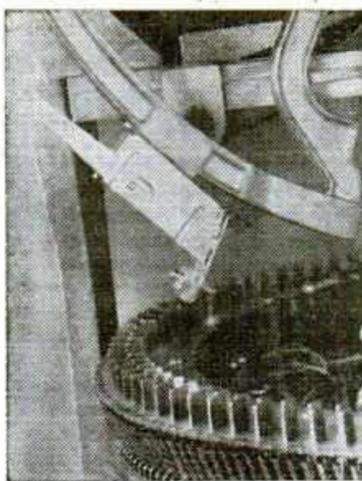
- WMS. YAGABOND 1P. WRITE
- WMS. FRIENDSHIP 7 1P. \$325.00
- WMS. TRADEWINDS 1P. 350.00
- WMS. 3 COINS 1P. 275.00
- WMS. JOLLY JOKER 1P. 250.00
- WMS. RESERVE 1P. 250.00
- WMS. SKILL BALL 1P. 225.00
- WMS. CARAVELLE 4P. 325.00
- WMS. GOLDEN GLOVES 1P. 195.00
- WMS. THREE DEUCES 1P. 75.00
- GOTT. FLIPPER PARADE 1P. 250.00
- GOTT. FLIPPER 1P. 225.00
- GOTT. CAPTAIN KIDD 2P. 325.00
- GOTT. 7 SEAS 2P. 275.00
- GOTT. GONDOLIER 2P. 175.00
- GOTT. CONTINENTAL CAFE 2P. 135.00
- GOTT. FALSTAFF 4P. 175.00
- GOTT. FLAGSHIP 2P. 125.00
- GOTT. GYPSY QUEEN 1P. 75.00

WANTED TO BUY

C. C. DUCHESS, PRINCESS, CONTINENTAL B/A.
C. C. SHUFFLE ALLEY, 6 GAME, PRO, TRIPLE GOLD PIN, RED DOT.
SEEBURG AQ 100, AQ 160, AY 100, AY 160.
UN. SHUFFLE ALLEY, LIGHTNING, CLIPPER, CAPITOL, 3 WAY AND UP.

MONROE

COIN MACHINE EXCHANGE, INC.
2423 Payne Ave., Cleveland 14, Ohio
Phone: SUpperior 1-4600



JUKE BOX FAILURE from malfunctioning parts due to excessive vibration or shock, is prevented by new Nylok self-locking fasteners. Fasteners are used in unit's central control system, holding it tight under all operating conditions. Pictured is Nylok Nut, which holds a stop screw and is used on each of two record lift arms. Stop screw keeps arm from over or under shooting the turntable while record is being conveyed from carrier to turntable. Nylok Corporation of Paramus, N. J., is manufacturer.

SAPAR Affiliates With Pinball Foes

ROME — SAPAR, the national association of coin machine operators, has joined AGIS, the general association of entertainment organizations to which almost every cinema and theater in Italy belongs.

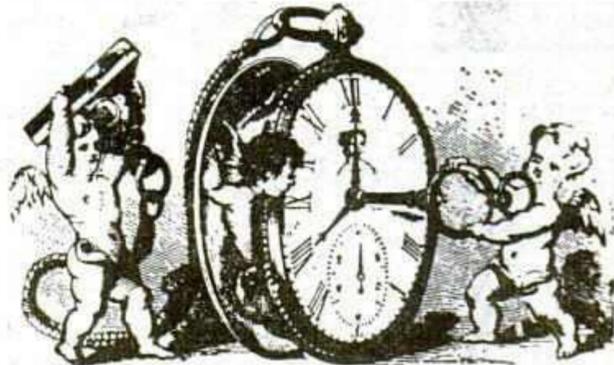
It is an interesting move in that AGIS was in the forefront of the move which resulted in the ban of pinball machines known as "flipper" in Italy.

SAPAR was formerly associated with ANESV, a business rather than a show business association.

when answering ads . . .

Say You Saw It in
Billboard Music Week

"Profit-Makers" From
chicago coin
ROYAL CROWN BOWLER • BIG HIT
WORLD'S FAIR RIFLE GALLERY • CITATION PUCK BOWLER
CHICAGO DYNAMIC INDUSTRIES, INC. 1725 W. DIVERSEY, CHICAGO 14



NEW TIMELY FEATURES
in the **NEW LOOK** of
BILLBOARD MUSIC WEEK
Coming
JANUARY 5

COINMEN
Don't forget to check BMW's CLASSIFIED MART every week for "USED COIN MACHINE EQUIPMENT, PARTS AND SUPPLIES," wanted and offered for sale.

ONLY WURLITZER HAS THE TEN TOP TUNES

OPERATE UNITED
Shuffle Alleys and Bowling Alleys
WELCOME EVERYWHERE
UNITED MANUFACTURING CO.
3401 N. California Ave., Chicago 18, Ill.

NEW for '62!
DELUXE and SPECIAL 6-POCKETS BUMPER POOL
POOL TABLES by VALLEY
NEW DESIGN! NEW MECHANISMS!
At your distributor or write—
VALLEY SALES CO.
333 Morton St. Bay City, Michigan

GIVE TO DAMON RUNYON CANCER FUND

• *Continued from page 44*

Photo. The British company was established as a subsidiary of Auto-Photo. Photo-Me International will absorb all interests of U. S. Auto-Photo and merge them into the new international firm which is being capitalized with \$150,000 in authorized shares. The company will manufacture and operate equipment. The British firm has far outstripped the U. S. parent, leading to the reorganization whereby U. S. stockholders in Auto-Photo will receive shares in the new international company.

Ops Mount Offense Against Local Tax

VIENNA—Austria's coin machine trade organization, Verbandes des Oesterreichischen Automatengewerbes, is opening a drive against illegal tax assessment of phonograph operators by local authorities. The organization charges that many local areas are levying taxes against juke boxes which are discriminatory and illegal. For example, the organization intervened in three cases in the village of Stokkerau, which local authorities were illegally assessing operators an exorbitant amusement tax. The Austrian trade organization is also pressing a nationwide drive to reduce all levies on juke boxes, arguing that a reduction in taxes would spur juke box operation and return more tax revenue.

German Payouts Big in Denmark

COPENHAGEN—West Germany is dominating the payout machine market in Denmark. Trade officials report that West Germany supplies about two-thirds of the payouts imported by Danish operators. In 1962 Denmark will have imported a total of nearly 700 machines, of which West Germany has supplied a full two-thirds. Nearly all the remainder are U. S. machines. Payout operation has stabilized in the last year, and is now rated a profitable undertaking. Danish authorities have reached an informal agreement with the operators to consult with them before enforcing drastic new regulatory measures.

Fruit Boxes May Spread in Britain

LONDON—Britain has under consideration revision of its betting and gaming laws on fruit machine play in private clubs. At present the law permits only two machines for each club regardless of membership. The proposed revision, designed primarily as a revenue measure, would lift restrictions entirely, but would impose a stiff tax, possibly as high as \$500 a machine per year. The clubs are locked in controversy with British book-

12-Sided Nickel Gets Bounce in Canada

OTTAWA, Ont. — Canada's 12-sided nickel is about to go the way of the silver 5-cent coin, the large penny and the 25-cent "shinplaster" banknote. Operators of coin-operated machines will be the main beneficiaries.

A proclamation in the Canada Gazette announced that the Royal Canadian Mint will return to production of the rounded 5-cent nickel coin on January 2.

The Canadian nickel has had 12 sides since 1943, when the government changed the composition to conserve nickel.

makers over discrimination. The bookmakers have protested the heretofore tax-free operation of fruit machines in clubs, and the clubs point out that no restriction is placed on the number of betting shops permitted to operate. British authorities appear to be coming around to view that once the fruit machines are sanctioned, it is pointless to restrict their numbers in private clubs.

W. Germ. Aim: Happy Site Owners

MUNICH—West German operator associations have opened drives to tighten up operator contracts with locations, the aim being to get agreements satisfactory to both parties. In numerous instances, operators are being advised to renegotiate agreements which appear weak or are unsatisfactory to the location owner. The German trade is introducing a new philosophy into contract writing: that a contented location owner is the operator's best business asset. Surveys have showed that most contract beefs involve technicalities rather than the substance of contracts, and can be smoothed out simply by rewriting the pact.

Italian Skiers Jig to Juke Boxes

CORTINA D'AMPEZZO, Italy—This plush Italian resort will experiment this ski season with al fresco juke box dancing. Because of the musician shortage, tea dancing to live music has had to be reduced drastically. Instead, cafes and restaurants are revving up juke box dancing, using machines with additional speakers and special amplifiers. At least one location has built special rainbow lighting effects into its juke box for novelty "dancing in the dark." If juke box dancing is a success here, it will be pushed at other Italian ski resorts.

VENDERS FIND DISCOUNT HOUSES VITAL LOCATIONS

DENVER—Discount houses are swiftly becoming the most important location of all for bulk vending operators in this area, particularly since Denver has 16 major discount department stores going at once.

Pictured above is a typical installation in the vestibule entrance to King's Department Store in the Alameda Shopping Center, West Denver. This installation contains no less than 14 machines, made up

of 2 five and 1 four-unit chromium-legged stands bolted securely together. Bright red and yellow enamel is used on all machines for a blaze of color, bound to attract attention.

Spotting the machines at the entrance, rather than inside the store, was an experiment which has worked out well. The theory is simply that mothers, arriving with small children, know that the youngsters will often set up a clamor for candy, as soon as they see the candy, popcorn and bakery department inside the store. By spending several pennies on candy, which will "last awhile," mothers can shortcut this unpleasant factor.

Therefore, the big 14-unit bulk vending display includes plenty of large size and standard ball gum, in five machines, including "jaw-breakers," which have proved a favorite with mothers of children in the four to ten-year bracket, a wide choice of candy mix popular with children and parents alike, such as licorice, hard candy mix, jellybeans, tabs, etc. Merchandise vendors offer varmint at 1 cent and 5 cents, jewelry and novelty items at 5-, 10- and 25 cents, which are likewise prime favorites.

Carefully inspected and serviced every three days, this big installation has proved a convenience for the store, has broken every record for collections in a single spot, and will be expanded still farther, according to the type of mix available.



MEN WHO READ BUSINESS PAPERS MEAN BUSINESS



NOW! DYNAMIC ANIMATION IN A SINGLE PLAYER GAME

Gottlieb's RACK-a-BALL



BALLS ROLL UP ON RACK IN LIGHT BOX!

Scoring any lit rollover rolls multi-colored balls up on rack in light box.

Specials scored for racking up 9 balls.

- Additional specials scored for racking up more balls.
- Hitting blue, green, and red targets lights pop bumpers for high score and bottom roll-overs for specials.
- Match feature • Sparkling cabinet design

SEE YOUR DISTRIBUTOR FOR A DEMONSTRATION!



1140-30 N. KOSTNER AVENUE • CHICAGO 51, ILLINOIS

It's Always Profitable to Operate Gottlieb Games!



LAW TO SAY WHEN GOLF DRIVE OUT OF BOUNDS

TORONTO—Metro licensing and police commissioners will take up clubs to settle an argument.

Anxiously awaiting the outcome will be Gordon Ross Woodrow, a billiards-saloon operator, who asked the licensing commissioner for permission to install a coin-operated electronic golf machine.

Woodrow said players use a standard golf club and ball, and the machine measures the angle of drive and slice.

But Magistrate Fred Hall, commission chairman, insisted the machine would be a slot machine, prohibited by the Criminal Code.

"What's your definition of a slot machine then?" asked Metro Chairman William R. Allen.

"Anything with a slot you put money in," Magistrate Hall replied.

"But you do that when you use a pay phone," Mr. Allen shot back.

Magistrate Hall said: "The municipal bylaw allows vending machines and machines which produce music, but anything else requiring a coin deposit is a slot machine and is forbidden."

On Allen's suggestion, Woodrow agreed to erect a model of his golf game which members of the licensing commission and the police commission may personally investigate.

Jacobs Music Soothes Savage Tourists

BOSTON—Cy Jacobs, Roxbury, Mass., juke box operator, recently stopped a mutiny virtually single-handed. Jacobs, head of Interstate Music Company, got a frantic call from the Furness-Bermuda Line asking if he could provide some musical entertainment for some 500 passengers who (unknown to them) would have to wait on Commonwealth Pier several hours because of the late arrival of the ship to take them to Bermuda.

Cy put his records and sound equipment into his truck as quickly as you can say "Interstate" and off he went. But on his way he phoned a friend in the catering business to deliver lots of coffee and plenty of cups.

He had the dubious pleasure of telling the vacationists that there would be a little delay and as he turned on some music no one seemed to mind about waiting. He even got them going on a community sing.

"Son" Registers
Biggest hit of the day was "My Son, the Folk Singer," which won popular acclaim and had to be

played several times over. Other requested numbers that went over well were "Telestar," "The Lonely Bull," "Big Girls Don't Cry" and "Dear Lonely Hearts."

While the music was going on, Cy noticed that he was doing a big business in cups, but not in coffee. The passengers were using the cups to mix their own and having a ball.

Between passengers and friends there were about 1,500 persons on the enclosed pier and Cy was in his element, since he's noted as a speaker and fast with the gags. The crowd loved him and were disappointed when they found that he wasn't part of the cruise entertainment.

Son Helps Out
Cy's son, Edward, a student at Heath School Brookline, assisted his dad, and is even more interested in the music business than ever.

Maybe Jacobs didn't exactly stop a mutiny, but the Furness people assured him that he'd headed off a parcel of trouble. It also paid off for Cy and in good will for the music industry.

Coin Ops Told to Hustle Their Way To Bank; Uncle Sam Needs the Money

PHILADELPHIA — Coin machine operators have been urged by the federal government to get their money in the bank as fast as possible.

The reason is the government needs the coins.

Officials at the U. S. Mint here announced last week there is a shortage of coins sweeping the nation. And they cited the coin machine business boom as being among the reasons.

Some others are parking meters, coin collectors and toll telephones. The biggest shortage seems to be in the midwest and northeast sections of the country.

In an effort to help cut the shortage, the mint here has been placed on an around-the-clock seven-days-a-week operation. The federal government came up with an emergency appropriation of \$100,000 to pay the workers for the overtime.

GOODY IN TIE-IN WITH UA FLICKS

NEW YORK—Sam Goody is tying records to movies with a current window display at his East Side branch at Third Ave. and 43d St. The current display spotlights two United Artist albums of sound tracks from two motion pictures currently playing to Gotham audiences. The two films are "Two for the Seesaw" and "Phaedra."

MOVING? . . .

Get Form 3573 from your Postman or at local Postoffice (it's free) fill it in completely and mail to: Billboard Music Week, 2160 Patterson St., Cincinnati 14, Ohio.

Do It Now . . . Avoid Loss of Issues!

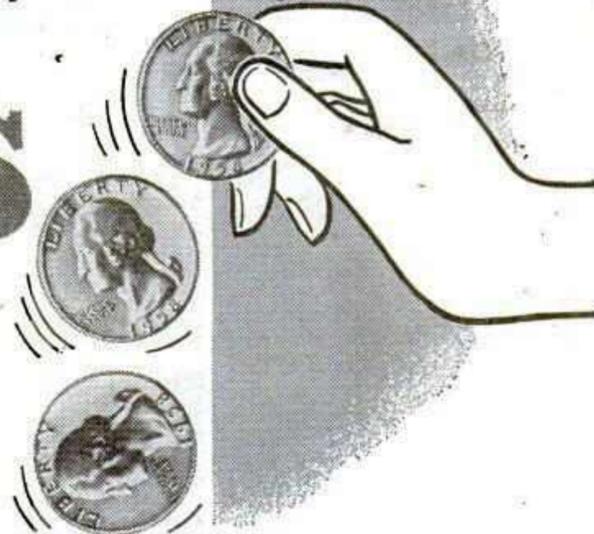


location tested for play appeal and rich earnings

slug rejector equipped

SENSATIONAL ROTATING TARGETS draw bigger play with a steady stream of profits

Williams 4 ROSES



- Rotating targets turn and change from Red to Yellow alternately when hit. Five advances of either color increases the value of side holes from 50 to 100, to 200, to 300 and then to SPECIAL.
- Rotating targets turn when hit and when hole value is advanced.
- Rotating targets advance respective color 3 times when "Triple Advance" is lit.
- Top rollover button lites two Jet Bumpers for 10 points, and Triple Advance, or SPECIAL on Rotating Targets.
- 2 Flippers—Cyclonic Kickers—Plastikote Playfield

Order 4 Roses from your Williams Distributor

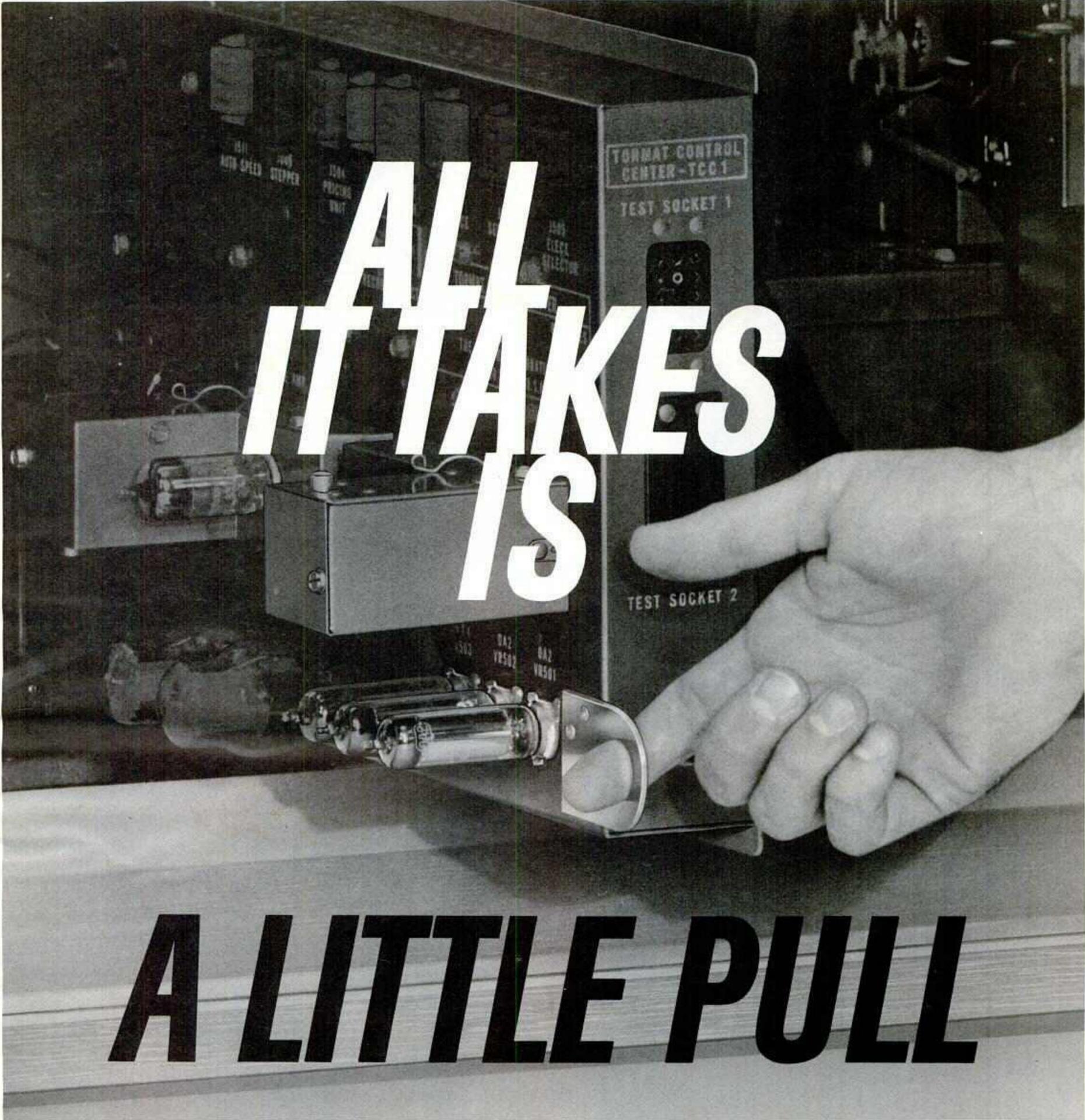


Williams ELECTRONIC MANUFACTURING CORP.
4242 W. FILLMORE ST. • CHICAGO 24, ILLINOIS

BUY THE BEST—BUY WILLIAMS

SEE THESE NEW AND EXCITING FEATURES IN ALL NEW WILLIAMS GAMES

New 24 volt system • New "push-pull" latch mechanism for front molding • New polished chrome metal one-piece flippers • New modern style back box with metal back door • New Relays • New "brushed nickel" front door and frame.



**ALL
IT TAKES
IS**

A LITTLE PULL

Unitized electronic components, designed as pull-out "packages," make a fast and easy job of any servicing on the new Seeburg phonograph. And it's done from the front, without moving the cabinet. The exclusive "See-Check" circuit analyzer plugs into test points to locate trouble immediately. New operating savings ... only in the revolutionary Seeburg LP Console.

SEDAKA'S BIGGEST!



LPM/LSP-2627

New album with all of Neil's biggest hits including his newest hit single "Next Door To An Angel" (#8086).

RCA VICTOR

THE MOST TRUSTED NAME IN SOUND

