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BILLBOARD MUSIC WEEK

Music-Phonograph Merchandising • Radio-TV Programming • Coin Machine Operating

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EDITORIAL

Country Influence

History — musical history — has a rendezvous with the country field at Nashville this week. The occasion is the 10th Annual WSM Country Music Festival. Record manufacturers, publishers, distributors and every segment of the music business will be represented and will engage in key discussions and planning.

One common theme, however, will underlie all the talk and activity. It is this: The music of America's heartland has now achieved its proper influence on both the domestic and international levels.

Surely, this is not a sudden development. It has been in the making for years, and the more astute realized it when WSM held its first c.&w. convention 10 years ago, when c.&w. was still a self-contained culture.

The important thing is to realize the extent of its growth and contribution to music all over the world. All of us in the industry should nurture this development, for it casts credit upon the entire American music business.

Launch 2 Independent Record Clubs With Multi-Label Product

By REN GREVATT and NICK BIRO

NEW YORK — A new record club has been launched, offering virtually all product from all labels. The operation is known as Record Club of America with headquarters in the south-central Pennsylvania city of York. On another front, a disk mail-order outfit known as Universal Record Club is being operated out of Mountainside, N. J.

The York firm, which has already inaugurated a heavy nationwide mailing program, bases its disk offers on the Schwann record catalog. Consumers are offered any record listed in Schwann — from over 200 labels—at prices of 38

per cent off list or better. A feature of club membership is receipt by members of the Schwann catalog on a monthly basis. The Schwann people in Boston report they have already shipped substantial quantities of the catalog to York.

Another aspect which sets the club apart from others, particularly those operated by individual disk firms, is the fact that minimum is placed on the number of purchases required per year.

The club is being operated by two brothers, Fred Miller and Sigmund Friedman. Friedman, at one time, was a principal in the College Record Club, operated formerly from Providence, R. I., by students of Brown University.

Contacted at the York offices and warehouse last week, Miller declined comment on the operation. "We are not ready to talk about the set-up yet," Miller noted, "since we have only just gotten underway." He admitted that the warehouse was now well stocked with product from many labels. He also noted that in some cases

(Continued on page 45)

NARAS to Show Disk-Making Film

CHICAGO — A film on how records are produced, from recording and mastering to pressing, final packaging and distribution, will be shown at the National Academy of Recording Arts and Sciences' (NARAS) next meeting to be held November 28 here at RCA Victor's custom recording studios.

The two-part program will also include a discussion by Don Gold, associate editor of Show Business Illustrated, on liner notes — good and bad.

The forum-type session is part of the local NARAS chapter's stepped up activity schedule. The group held its first fall meeting here recently at which Dick Schory, president, called for more active participation from members.

Program

The group is planning regular meetings from now on with a

(Continued on page 45)

DISK DATES IN CLUBS, CONCERT HALL SHOW STRONG AS LP SELLERS

Applause, Laughs Aid Artists in Garnering Top Chart Positions; Judy Garland, Belafonte and Weavers are Typical

By JUNE BUNDY

NEW YORK — Live performance albums—sliced at concerts or niteries—are chalking up impressive sales figures today, with 13 in-person packages on BMW's best selling monaural chart this week and a flock of other "live" LP's about to move on the list.

At the same time, manufacturers are readying more and more "live show" albums—scouting locations in night spots and concert halls here and abroad. Recording an album in a club or theater poses certain production problems, but a.&r. men agree that its advantages more than compensate for technical drawbacks.

Most performers project an extra something when performing before a live audience. The No. 1 album in the country, Judy Garland's "Judy at Carnegie Hall" is a good example. Another advantage provided by in person packages is that many stations and disk jockeys give them preferential programming treatment. Deejay thinking is that the spontaneous nature of "live performance" albums—with their applause and audience asides—sparks a livelier pace for a wax show.

Carnegie Hall is currently the

favorite location spot. There are four at Carnegie Hall albums on the monaural chart this week—"Judy at Carnegie Hall," on Capitol; "Belafonte at Carnegie Hall,"

on Victor; "Jimmy Reed at Carnegie Hall," on Vee Jay, and "The Weavers at Carnegie Hall," on Vanguard. "Harry Belafonte Re-

(Continued on page 45)

Coin Interest High In NAMA Confab

By AARON STERNFIELD

CHICAGO—More than casual interest in merchandise vending by traders in the music machine and amusement game fields was displayed at McCormick Place here this weekend.

The occasion is the annual convention of the National Automatic Merchandising Association, which ends its four-day run Tuesday (31). Evidence of interest on the part of juke box and game operators in vending—and of the vending industry in juke boxes—is probably at an all-time high. Here are some of the indications:

1. Since the last NAMA convention, the vending group has passed a resolution which admits to NAMA membership juke box operators whose primary interests are in vending, or who have set up separate vending operations. Actually, juke box operators in these categories have long held NAMA membership, but now it's the admitted NAMA policy.

2. On the manufacturing level, three of the top juke box makers—Seeburg, AMI and Rock-Ola—are showing vending machines ranging from cigaret units to drink venders. And a leading game manufacturer, Bally, is also showing a vending line.

(Continued on page 53)

Liberty Records' Link With Britain's EMI Guarantees U. S. Firm \$150,000

By LEE ZHITO

HOLLYWOOD — Liberty Records' newly concluded EMI overseas distribution deal (BMW, October 23) guarantees the Coast firm an annual payment of ap-

proximately \$150,000, Billboard Music Week learned last week. Liberty President Al Bennett refused to divulge the exact amount of EMI's guarantee, but admitted: "It's equal to approximately 24 cents per share of our stock." This

would bring the guarantee to the \$150,000 mark.

The Liberty-EMI contract is for three years plus two one-year options. As revealed in last week's issue, EMI will distribute the line under the Liberty label throughout the world with the exception of the Western Hemisphere and Eastern European markets. Heretofore, Liberty's product had been handled on the world market by British Decca under the London label. EMI takes over February 1, 1962.

Ranks Second

Bennett estimated his label had sold approximately two million singles in England alone during the past year. EMI studies, he said, showed that Liberty was second only to RCA Victor, among American labels, in singles sales in the United Kingdom during the past 15 months. The EMI study, he said, was based on England's pop charts, and revealed Liberty responsible for the greatest number of U. S.-originated singles on the

(Continued on page 45)

Index to Contents

General

International Music46
Manufacturer News4
Talent News6

Music Pop Charts

Best Buys in Records37
Best Selling Phonographs & Tape Recorders44
Bubbling Under the Hot 10032
Double Play Disks53
Hits of the World46
Honor Roll of Hits40
Hot 10032
Hot C.&W. Sides35

Hot R.&B. Sides35
Singles Programming Guide35
Top LP's by Category28
Top Market Breakouts37
Yesterday's Hits42

Reviews

LP Reviews28
Single Record Reviews37

Radio-TV Programming

Artists' Biographies42
Programming Panel42
Yesterday's Hits42

Var. Jns.

Var. Jns.42

Music-Phonograph Merchandising

Best Buys in Records37
Best Selling Phonographs & Tape Recorders44
Disk Deals for Dealers44

Coin Machine Operating

Bulk Vending56
Coin Machine News53
Coin Machine Price Index51
Double Play Disks53
Singles Programming Guide35

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Non-Rock and Roll Single Action May Be Stirring Young Adult Disk Market

By BOB ROLONTZ

NEW YORK—It's a small trend, and perhaps not a permanent one, but a number of adult-type singles have been getting action lately in large cities. These include such titles as "Take Five" by Dave Brubeck and Paul Desmond on Columbia, "I'll Be Seeing You" by Frank Sinatra on Reprise, "The Astronaut" on Kapp, "Somewhere Along the Way" with Steve Lawrence on UA, "Why Not Now" by Matt Monro on Warwick, "Moon River" by Henry Mancini on Victor, "Danny Boy" by Andy Williams on Columbia and "Rock-A-Bye Your Baby" by Aretha Franklin on Columbia.

In addition to these records, which are mainly in the young adult groove, there has also been action recently in scattered cities on sides by thrush Shirley Bassey, Eddie Fisher (on both his new Ampar and Seven Arts disks), and Gloria Lynne, in New York City. For instance, Miss Bassey's current UA disk, "Reach for the Stars," was something of a hit. Although New York is not necessarily representative of the country, it indicates the sales value of young adult waxings.

This is not to say that these types of records are breaking out all over nor that they are making a serious dent in the rock and roll market. But it is interesting to note that the number of disks aimed at the 17-year-old-and-up area have done well over the past months, whether on the pop or the jazz side. In talking to a number of manufacturers about the possibility of selling more records to the young adult market, there was a feeling that manufacturers, in their haste to get on the rock and

roll bandwagon, may have been neglecting this area.

It is noteworthy that so far this year there have been a number of artists who have come up with consecutive hits in spite of the prevailing trend. Al Caiola, Don Costa, Bert Kaempfert, Ferrante and Teicher, Brook Benton, the Platters, Floyd Cramer, have made it with young adult-type disks. And Eddie Harris, Cannonball Adderley, Jorgen Ingman, the Highwaymen, Arthur Lyman, Les Paul and Mary Ford, the String-A-Longs, Kay Starr, and a few others have made the charts this way, too.

D. C. Fallout Scare

WASHINGTON—Aretha Franklin's "Rock-A-Bye Your Baby" on Columbia made a strong showing in the Washington-Baltimore area last week. Also strong were "Impossible," by Gloria Lynne on Everest; "Greetings," by the Valadairs on Miracle; "Gypsy Woman," by the Impressions on ABC, and "My Last Cry," by the Starlets on Pam.

New to this area and getting attention were "I Know," by Barbara George, and Mary Wells' "Strange Love" and "Come to Me" on Motown.

Wanted, by dealers in both cities, another "Who's Afraid?" type of tune like the Disney epic that cheered the country during the black days of the depression. Or perhaps a good inspirational tune.

The reason? Dealers in both cities, but particularly in Washington, believe it's the fallout and bomb scare that has slowed business down all over. Stores which carry a variety of appliances as well as records have noticed it particularly. Everyone is holding onto money, wondering if they should invest it in a well-stocked hole in the ground. A kind of austerity of fear spread from the adults to the teenagers, and the kids are not given as much money to spend on records and entertainment.

Two record stores in Baltimore which have unusually steady and hip trade were shocked by the sag in sales during a week which is usually one of the best in the month of October for them.

Top Sales in Baltimore

In Baltimore last week top sales were going to Ray Charles' "Hit the Road"; "Please, Mr. Postman," by the Marvelettes on Tamla; "Heartaches," by the Marceles, and "Sweets for My Sweet," by the Drifters.

Strong among newer contenders were "Feel It," by Sam Cooke, RCA; "Greetings," the Valadairs on Miracle; "Pushin' Your Luck,"

by Sleepy King on Joy; "Human," by Tommy Hunt on Scepter; "Don't Cry No More," by Bobby (Blue) Bland on Duke; "Everybody Gotta Pay Some Dues," by the Miracles on Tamla. One dealer reported good action on "Nag," by the Haloes.

Business was erratic, and the fall-off was generally attributed to the tensions engendered by the fallout. Ordinary business reasons were given in some cases: Mr. Oler, of the Blue Note, said he was baffled by the "usually good week" fall-off in singles, but it was all too clear that he could not match discounters' and chains' sales of albums at \$1.98, when the regular dealer had to pay \$2.47 for the same product.

Distribution failure had cost Circle K in Baltimore sales of the area's fastest selling new album, "The Amazing James Brown."

(Continued on page 27)

Ullman Signs as RSI Sales Rep

NEW YORK—Richard H. Ullman, Inc. (RHU), has signed a contract to act as sales representative for Hal Cook's Record Source, Inc. (RSI), which provides eight different record-package services to radio stations across the country.

The addition of RSI makes Ullman (a division of the Peter Frank Organization, Inc., one of the largest distributors of syndicated radio programming and production aids in the broadcast industry) a powerful force on the local radio scene.

The agreement provides that while RHU will represent RSI, the latter firm may also continue selling its service to radio stations directly. RSI, which utilizes BMW research material to make up its

(Continued on page 45)

PHASE 4 PROMO PUSHES DISKS ON LP CHART

NEW YORK — The sales impact of London Records' new "Phase 4" stereo sound LP campaign is strikingly illustrated this week, with four "Phase 4" albums already on BMW's best selling stereo album chart and four more about to move on the list.

Showing up strongly in sales—although not yet on the stereo chart — are London's "Exotic Percussion" by Stanley Black, "Bongos From the South" by Edmundo Ros, "Percussion Twenties" by Chico Roger's ork, and "Percussion Around the World." "Phase 4" London albums already on the Stereo chart are "Don Sharples' "Pass in Review," Ted Heath's "Big Band Percussion," Rudi Bohn's "Percussion Oom Pah" and Ronny Aldrich's "Melody and Percussion for Two Pianos."

"Sound" LP's are also strong in the monaural market. Command's new "Sound 35-mm.," monaural version of the label's "Stereo 35/MM." (No. 2 on the stereo chart this week) is about to move on to the monaural chart.

Those Bubblers

Also "bubbling" just off the monaural chart this week are two "Mexico" albums—"Mexico and Other Great Hits" by Bob Moore (he had the best selling single), and David Carroll's "Mexico and 11 Other Great Hits." The sales appeal of LP's tagged after singles hits is also pointed up by Joe Dowell's "Wooden Heart," which is "bubbling" off both the monaural and stereo charts.

Other new just-off-the-chart monaural albums are Ray Charles' "The Genius Sings the Blues," Shelley Berman's "A Personal Appearance," Eydie Gorme's "I Feel So Spanish," Mantovani's "Theme From Carnival and Other Great Broadway Hits," and Harry Belafonte's "Belafonte Returns to Carnegie Hall."

Breaking out nationally — and on the monaural chart for the first time this week—are "Behind the Button Down Mind of Bob Newhart," Gloria Lynne's "This Little Boy of Mine," Connie Francis' "Never on Sunday," and Bobby Vee's "Hits of the Rockin' 50's."

One of the fastest breaking albums this week is Elvis Presley's "Blue Hawaii." This moved into the No. 10 slot up from 75 in its second week on the monaural chart. The Presley package is also on the stereo chart for the first time this week, while George Shearing's "Satin Affair" and "Moms Mabley at the Playboy Club" moved out of "bubbling" onto the monaural listing.

Moving onto the stereo chart for the first time are the Mormon Tabernacle Choir's "Songs of the North and South," Percy Faith's "Mucho Gusto" and "Sing to Me, Mr. C" by Perry Como.

The Comers

Still "bubbling" off the monaural chart (as reported in BMW last week) are the Everly Brothers' "Both Sides of an Evening," Bobby Lewis' "Tossin' and Turnin'," Ann-Margret's "And Here She Is," Tommy Garrett's "50 Guitars Go South of the Border," Don Gibson's "Girls, Guitar and Gibson," and Ral Donner's "Takin' Care of Business."

Still hovering on the brink of making the stereo listings (also as reported in BMW last

(Continued on page 45)

MCA to Drop Talent Booking

By CHARLES SINCLAIR

NEW YORK — Music Corporation of America—today the world's largest talent agency — is shortly going out of the flesh-peddling end of show business.

MCA, Inc., will still exist. It will be an increasingly diversified company, ready, willing and able to take off in such new directions as movie productions, live Broadway musicals, pay-TV blockbuster specials, music publishing and possibly a record label, in addition to current activities in live and film TV production, financing and distribution.

This switch is being mapped by the top MCA brass — Chairman Jules Stein, President Lew Wasserman, and Vice-President Taft Schreiber—because MCA is currently being squeezed between two strong forces: the Screen Actors Guild and the Department of Justice. Both have long felt that MCA, with its ability to make money in almost any phase of show business, is too big, too strong, and in too many areas at once.

With SAG agitating, and with the Justice Department continuing to give MCA a quiet probe for possible antitrust action, MCA last week decided to call it quits. On or before September 30, 1962, MCA will step out of its dual role in TV as employer and agent, under a deal now signed with SAG. Just which way MCA would jump was something President Lew Wasserman wasn't prepared to say last week, although he admitted

(Continued on page 45)

Adams & Thomas Texas Favorites

DALLAS — "Two Initials" by Ricky Adams on Beltone is being reported by dealers here as the latest single showing chart promise. Singles sales here are continuing to hold up, keeping store traffic brisk as the top-selling singles are attracting buyers.

Meanwhile, in Houston, the Gene Thomas waxing of "Lamp of Love" on Venus, and the Uniques' "Malaguena" on U.S.A. are getting the top nod from dealers here as singles with a sales future. Aside from these promising newcomers, singles business is rolling at a fast clip with this market's top sellers, closely reflecting the nation's chart-riding favorites.

Harris, Si Zentner & Green Have Hot LA Sides

HOLLYWOOD — The strongest newcoming single on the Los Angeles scene last week was Eddie Harris' "God Bless This Child" on the Vee Jay label, according to dealer reports here. Other singles showing initial strength included Si Zentner's "Up a Lazy River" on Liberty and "The Greatest Story Ever Told" by Larry Green on Indigo.

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Disk Manufacturers Rush Twist Sides as Fad Rages

NEW YORK—The Twist, long-time dance fad among teen-agers may be on its way out with the youngsters. That's usually what happens when adults finally hop on a new dance wagon, as they have here in New York during recent weeks.

Nevertheless, the race is on between manufacturers to cash in on all the hoop-la, via new Twist records. Five "Twist" disks were rushed out last week. Roulette signed Joey Dee and the Starliners, featured at the original Twist nitery, the Peppermint Lounge here, and had the group's first single — "Peppermint Twist, Parts 1 and 2" out to local jocks by last Tuesday (24).

Other new twist singles include "The Society Twist" and "The Madison Twist" by Danny Peppermint and the Jumping Jacks on Carlton; "Peppermint Twist" by the Twisters on Dual; "High Society Twist" and "Let's Do the Peppermint Twist" by Nick Perito on UA, and "Sloppy Twist a Fish Pars 1 and 2," by Pete Marcel on Futura.

WSIX-TV Pegs Nashville Celebs In Video Showing

NASHVILLE — The growing importance of Nashville as a national recording center was saluted by local station WSIX-TV, here, last Sunday (22), via a special half hour show, tagged "City of Sound."

The show, which was aired at 6 p.m., traced the history of a record, starting with the composer of the tune, through the selection of the artist, recording session, pressing, distribution and delivery of the disk to local deejays, dealers and juke boxes.

The program spotlighted visits to the homes of songwriters Boudleaux and Felice Bryant, and John D. Loudermilk (pointing out the fact that there are over 350 songwriters in the Nashville area—200 of whom are classified as "full-time writers").

Veteran publisher-manager Wesley Rose of Acuff-Rose Music gave advice to budding songwriters, and the camera toured local recording

(Continued on page 42)

ONE FOR ALL

Granz Seeks Non-Segregated Jazzman Concert Pactings

NEW YORK — A drive was started this week, spearheaded by impresario Norman Granz, for all jazz musicians' contracts to contain a non-segregation clause. The clause would be applicable for all dates played by jazz musicians, whether in clubs, arenas and auditoriums, or ballrooms and college campuses. A committee consisting of Granz, John Hammond of Columbia Records, Nesuhi Ertegun of Atlantic Records, Nat Shapiro of Columbia and writer-critic Nat Hentoff was formed to take immediate action to achieve these ends.

Granz, in a press conference, pointed out that it was high time that jazz musicians refused to play dates that had segregated seating, and that if all artists had a non-segregated clause in their contracts there would be an end to segregated seating at jazz concerts.

He pointed out that he had such a clause in all pacts signed by Ella

Madison, Lester Lanin's manager for 10 years, believes he had the first new "Twist" record on the air here. He cut the disk Sunday (22) and on Monday Don Davis, deejay at WMCA, New York, played it 10 times. The Madison disk was also played on Ken Banghart's documentary report on the Twist last week on CBS. The web doesn't permit rock and roll platters to be aired, but had no objections to Madison's society-ork-styled waxing.

Twist albums in production include packages by Dee on Roulette, Lester Lanin on Epic, and Meyer Davis on Cameo. Parkway is also readying a new "Twist Party" album, by Chubby Checker, who had the best selling single, "The Twist," about a year ago. Parkway is also putting a special push behind Checker's three albums, "Twist," "For Twisters Only" and "Let's Twist Again."

Network TV also discovered the Twist this month. Ed Sullivan featured Checker and 16 dancers from the Broadway musical "Do Re Mi" doing the Twist last week. Film reports on the dance, showing socialities twisting at the Peppermint Lounge, were shown on NBC-TV's "Today" show. Jack Paar took Twist lessons from Buddy and Dottie Goodman. Twist film clips were also featured by NBC on "Here and Now."

Murray Approach

Arthur Murray got in the act by taking newspaper ads reading "This Is the Twist." However, Murray's copy added, "Quite frankly, the Twist is not our favorite dance. But if you're young at heart, you just have to dance it these days." The ad offered to send Murray teachers to homes to stage "Twist Parties," and teach guests how to do the new dance.

Fisher Hits N. Y. C.

NEW YORK—The motion picture "West Side Story," which opened recently to strong reviews, appeared to have a powerful effect on single, as well as album record sales, in New York last week. Both the Ferrante and Teicher record of "Tonight" from the flick, on United Artists, and the Eddie Fisher recording of the same song on Seven Arts were getting from fair to strong

sales among New York dealers. The Ferrante and Teicher disk was much stronger here than the Fisher waxing, but the Fisher sales were considered excellent in the light of the fact that he has not had a hit in several years and that the Seven Arts record was originally issued over a year ago on Ramrod (Fisher is now with Am-Par).

There were not many new disks that were grabbing strong sales action here, although Bobby Rydell's double-sided record of "Door to Paradise" and "I Want to Thank You" was finally starting to take off. Interestingly enough, a number of adult-type records, whose main appeal was more to the 18 to 21 year olds rather than the 11 to 14 set, were getting scattered action from New York dealers. These included Shirley Bassey's "You'll Never Know," Frank Sinatra's "I'll Be seeing You," and Matt Monro's "Why Not Now."

The rocking type of records were still selling, however, with Curtiss Lee's "Under the Moon of Love" selling nicely along with Ben E. King's double-sided "Young Boy Blues" and "Here Comes the Night."

John Hammond informed Billboard Music Week that the Willard Alexander Office is very receptive to the idea. He also stated that Joe Glaser informed him that his agency, Associated Booking, had started to put a non-segregation clause in all artist's contracts as of two months ago.

The non-segregation clause is available to all musicians who want a copy from members of the committee. This is the same clause already in use by Granz.

Midwestern Sales Keep Retailers in Happy Mood

New Dance Step Has Chi Dancing

CHICAGO—A wild, new dance called the Roach and a record of the same name by Gene and Wendell are the big question marks among record people in the Windy City.

Out about two months, the tune has been getting strong play in Chicago's South Side rhythm and blues market. Now, however, several dealers are reporting strong sales throughout the city.

Several deejays were also getting requests on the tune, both in Chicago and its Beer City neighbor to the north, Milwaukee.

Spotted at Hops

Jim Lounsberry, WJJD, here, noted that kids were starting to see the dance at record hops around the city and were picking it

(Continued on page 10)

COHEN HOLDING OTHER INTERESTS

NASHVILLE — Paul Cohen, well-known country and western a.&r. man and publisher, stated this week that his status is that of an indie disk producer and that he has no exclusive ties with any disk manufacturer. He continues to operate his own label, Tood.

Last week's BMW, noting that Cohen would shortly head up a new c.&w. wing of Kapp Records, erroneously indicated Cohen would henceforth work exclusively with Kapp. Actually, Cohen will act merely as a producer for Kapp, while maintaining Todd and his activity with Jubilee Country and Western and Briar International in addition to other assignments.

Phila. Digs Gloria

PHILADELPHIA — Gloria Lynne continues to be one of the top sellers in the Quaker City market, according to latest dealer reports here. One dealer, Charlie Trucksess, of Empire Radio in West Philadelphia, described Miss Lynne as simply, "the most."

"She has been right up there for us for months," said Trucksess. "It seems that two or three out of every five albums we sell are by Gloria Lynne. And her single of 'Impossible,' which has been out for months and which doesn't seem to catch on in other cities, still is a big one for us."

Speaking of the discount situation here, Trucksess declared Korvette as the biggest competitor. "Gimbel's and Lit Brothers compete with Korvette prices but they often don't have the stock. Korvette does and they can hurt you. For instance, they are selling Dave Miller's Somerset \$1.98 stuff for 67 cents. They have \$3.98 LP's for \$1.77; \$4.98 for \$2.37 and the higher priced things with similar cuts. We sell \$3.98 albums for \$2.87 and \$4.98 sets for \$3.59. It's rough competing with prices like that, especially when they are all around you.

Seeks Fair Trade

"I feel the only answer to the whole industry pricing problem is fair trade. Let them drop the list price of records and fair trade the new price. That at least gives us a chance to make our proper mark-up on records, and in the long run we'd make more money than we do now with the chaotic pricing we have."

Another West Philadelphia dealer reports he is having fine success with the Reprise album line, with items like Joe E. Lewis, Mavis Rivers, Calvin Jackson, Lou Monte and Sinatra himself all selling. "And we get delivery on these when we want it," the dealer asserted, "where we often can't on a hot single. We've been getting calls for Mancini's "Moon River," but we've had a lot of trouble getting the record from the distributor. I think these guy keep telling dealers they don't have a record until they get a number of calls. Only then will they stock it."

The Hot Ones

Despite a reportedly continuing slow pace of business here, several new disks appear to be getting strong initial action. These include "My Prayer" by the Rondells on Amy; Joe Reisman's "Guns of Navarone," on Landa; "One More Time Back to School," by Jerry Glavat on Favor; "Throw It Out of Your Mind," by Timmie Shaw on Jamie; "I'm Tore Down," by Freddy King on Federal and "I Don't Want to Cry," by Maureen Gray on Chancellor.

Newark and Seattle bringing the company-owned total to 25. Hartford will now be served out of the King Boston branch. In addition to its own King, Federal, Deluxe, Bethlehem and Audio Lab labels, King has re-activated its old Queen label and is currently distributing Beltone, Gairlane, Huron, Willow, Festival, Four Star and Kem.

Kids, Profs, Cold Perk Minneapolis

MINNEAPOLIS — The combination of a recent teachers' convention, with the kids out of school, and the beginning of cold weather continued to keep the Minneapolis-St. Paul area in a happy record-buying mood.

Dealers as well as distributors were reporting sales for singles and albums ahead of last year for the season. Prospects for a strong Christmas buying period appear excellent.

The Twin-Cities area continued to be the big hit-breaking city in the Midwest last week as several new singles were making substantial inroads in the sales picture.

Getting Strong Action

"Garden of Eden," Bobby Comstock and "Let There Be Drums," Sandy Nelson (the latter tune hit Billboard Music Week's Bubbling Under chart last week), were getting strong action from dealers.

A number of dealers were also reporting customer calls for "Watcha Say, Mr. K?," by the Sickniks, a tune they hadn't as yet even received from their distributor. Most thought this could be a potential hit.

Other breaking singles, according to dealers, were "I Didn't Figure on Him," Ral Donner, and "St. Louis Woman," Freddie Lark. Neither of these has as yet seen any chart action.

Air Play

A couple of trends were also showing up on the local radio scene. Both WLOL, Minneapolis, and KXGO, Fargo, N. D., were picking Andy Williams' new Columbia dishing of "Fly by Night" as a potential hit. The tune showed up on BMW's Bubbling Under list last week and appears to be headed for the charts.

WLOL is one of the Twin City's top-rated "middle-of-the-road stations" specializing in "good music" but also playing the hot singles if, in the words of program director, Jim Shyman, "they're not too raucous."

The Fargo, N. D., outlet, KXGO, is generally recognized by the local trade as one of the top break-out points in the area. The station's Ron Clark has an excellent reputation for getting on a hot, new tune early and promoting it for the larger big-city outlets.

KXGO is also picking "The Commancheros," by Claude King,

(Continued on page 10)

C.&W. Writer, Pub Awards

NASHVILLE—Broadcast Music, Inc., will present 36 writer and 22 publisher awards on behalf of 39 of the most successful country song hits of the past year Thursday (2) during the 10th annual WSM country music festival here.

The awards will be made by BMI Vice-President Bob Burton. Leading writer, with 10 awards, will be Harlan Howard, with Acuff-Rose earning the top rung in the publisher category with seven awards.

Other writers gaining more than one award will be Bill Anderson, four; Buck Owens and Webb Pierce, three each; and Floyd Cramer, Roger Miller, Willie Nelson and Wayne Walker, two each. Other top publisher award winners will include Central Songs and Tree Music, six; Cedarwood and Pamper, four each, and Champion, three.

King Cuts Indie Distributor Ties

CINCINNATI — King Records last week discontinued dealings with three indie distributors, substituting distribution for King-owned branches. The firm eliminated Leslie Distributors, Hartford; C & C in Seattle and Essex in Newark. New King factory-owned branches have been opened in both

Non-GEMA Disks Become Top Juke Box Priorities

By OMER ANDERSON

FRANKFURT — West German juke box operators are giving priority to projects aimed at supplying the trade with "GEMA-free" phonograph disks—disks from non-GEMA sources of supply.

What began as a theoretical survey had assumed practical urgency in the operator view because of the deadlocked negotiations between GEMA and the operators (ZOA) for a new contract.

GEMA shows no signs of backing down on its demands for a stiff hike in royalty payments; on the

contrary, the copyright organization has rejected compromise. The deadlocked dispute is now before an arbitration panel.

ZOA sources say it is evident that the operators face a troubled future as concerns copyright music, and a majority of operators believe ZOA must take practical steps to create a GEMA-free source of disks.

Study Proposals

Present study concerns two proposals: contract production of disks and use of imported disks from non-copyright areas.

Difficulties inherent in either possibility are not minimized by the trade. Yet, most operators believe that resistance must be mounted to escalating operating costs, and they favor bold experimentation in any practical avenue.

German operator associations believe that the trend in phonograph music is toward the production of special juke box music. This trend is illustrated by the production of juke box disks, but many operators feel the juke box situation dictates a different tune content than radio or record shop music.

It is pointed out that the atmosphere of the juke box location is intimate, animated and informal. The music should reflect this atmosphere. It is argued that there is no reason why the phonograph trade could not contract directly for the production of phonograph-slanted music.

Trade pundits contend that the European Common Market presents the possibility of a similar sweeping organization of phonograph operating associations for juke box tune production. Such trade-produced tunes, moreover, could probably be "exported" to the U. S., where performing rights societies are fighting to subject

(Continued on page 58)

Guy Ward Urges Indie Disk Firms Form Association

HOLLYWOOD — Guy Ward, veteran independent record manufacturer consultant, last week called on the smaller movie labels to band together into an association that will help wage their battles in the increasingly difficult disk market. Some of the acute problems facing the small label owner and threatening his existence, according to Ward, include:

"The practice of guaranteed sales, lack of distributor capitalization, horrendous discount practices, rising production and manufacturing expenses, and arbitrary decisions involving the performance of records on the air. These are making it virtually impossible for small independent record companies to get started and survive. The new, smaller independent must overcome these obstacles, face near-fatal discounts on merchandise sold on a full guarantee basis, and then must worry about collecting on whatever little profit may be left."

The most difficult obstacle to the new small label, according to Ward, is getting air exposure for its releases. "If a new label is fortunate enough to have one of its records auditioned by a station," he said, "it is usually rejected after the first two bars. If stations impose regulations on the type of music they will broadcast, these qualifications should be made known so that the struggling record companies could try to make records to comply with these specifications."

TALMADGE IS UA PRESIDENT

NEW YORK — Art Talmadge, heretofore vice-president - general manager of United Artists Records, has been officially named president of the label.

He replaces Max E. Youngstein, who has resigned from UA, effective January 1. Youngstein is also vice-president of the label's parent company United Artists. Talmadge will continue to work with David V. Picker, UA Corporation prexy Arthur Krim's executive assistant, as liaison between the parent firm and the record division.

UA Records has four records on BMW's "Hot 100," a Musicor disk and one on "Bubbling." UA distributes the Musicor label.

Mercury Sets Big 'Gold Rush'

CHICAGO — Mercury has 22 new albums in five separate categories in its new Christmas season sales plan dubbed "Operation Gold Rush."

The program is the largest release of golden-hit type material ever put out by the firm. The plan will run from November 1 to December 31, and will include a 15 per cent merchandise bonus.

The bonus provision will also be extended to the entire catalog on a partial basis. For every November release LP purchased, dealers can buy three additional LPs from the Mercury catalog, and receive the same 15 per cent merchandise bonus on the catalog material as they do on the November release material.

Operation Gold Rush will be backed with a varied assortment of merchandising aids including two four-color wing window displays, special golden hits consumer folders, two-color golden hits browser box index cards, special Howard Hanson consumer catalogs (the conductor is celebrating his 65th birthday, October 28, and Mercury is incorporating a special promotion within the new plan), a full range of standard die-cut jackets, and a special four-page order form.

As in the past, Mercury will augment the entire winter sales plan with a program of consumer advertising which will run in Esquire, Playboy, New Yorker, Schwann's, High Fidelity, Hi Fi Stereo-Review, Ebony, and Record and Sound Retailing.

Jim Denny C.&W. Bookings Up 30%

NASHVILLE — W. E. (Lucky) Moeller, vice-president of the Jim Denny Artists Bureau, with headquarters here, reports that the firm's bookings of country and western talent thus far in 1961 is running 30 per cent ahead of the same period last year. Much of the increase, Moeller says, is due to the increased use of c.&w. shows by civic organizations in cities ranging from 5,000 to 50,000 population to bolster club funds. Bookings at fairs and amusement parks are on par with that of a year ago, Moeller says.

The Denny office in recent weeks also has experienced a surge of bookings on overseas engagements. Hank Snow has just completed a tour of France and Germany for the Denny firm, and is slated to return to Europe in April of 1962. The Carter family has been set by Moeller for 14 days in Europe in November, and Johnny and Jack, with Kitty Wells,

(Continued on page 40)

LATE ALBUM SPOTLIGHTS

LAST NIGHT



The Mar-Keys. Atlantic 8055—The Mar-Keys have become a hot instrumental group with their recent smash waxing of "Last Night," and their follow-up, "The Morning After." Both of these are included in this new package along with a lot of other solid, listenable, danceable items like "Alright, Okay, You Win," "Hold It," etc. Good sales action and deejay spins indicated.

WHO PUT THE BOMP IN THE BOMP, BOMP, BOMP



Barry Mann. ABC-Paramount 399 (Stereo & Monaural)—Mann had a solid novelty smash in the tune which becomes the title of this new album, and the artist shows a fine knowing vocal style on tunes with a broad variation of mood and tempo. These include "Find Another Fool," "Happy Birthday, Broken Heart," and "I Love How You Love Me." Listenable performances all the way.

BERLIN MELODY



Billy Vaughn. Dot DLP 25396 (Stereo & Monaural)—Billy Vaughn's inimitable style is amply in evidence on this album. The title tune, of course, is his current chart-maker, and in addition to it, the Vaughn ork wraps up some melodious interpretations of their recent hits and standards. Among them are: "Mexico," "Wooden Heart," "Michael," and "Together."

Jack Lewerke Named Head of British Interdisc

HOLLYWOOD—Jack Lewerke, who helped found Interdisc, S. A., the Swiss-based manufacturing and distribution firm representing American labels abroad, will move to London where he will head Interdisc, Ltd. Lewerke has relinquished his stock in the Swiss firm, and will concentrate his efforts in building its British counterpart.

Lewerke, the principal stockholder in California Record Distributors here, is now in Los Angeles where he will remain for a year handling business commitments. In his absence, Ed Michel, manager of the London firm, will continue to handle Interdisc, Ltd.'s affairs. The London Interdisc company currently handles the Stereodiddies, Riverside, Prestige, Bluesville, and Swingsville labels. While here Lewerke will negotiate for additional U. S. labels for British Interdisc.

Lewerke went to Lugano, Switzerland, three years ago to start Interdisc, S. A. Since then, Interdisc has opened offices in Paris and Milan. Although he will not have ownership in the other firms, the London Interdisc will work closely with the other Interdisc companies, handling the same lines whenever possible.

Trade Honors Jim Conkling

HOLLYWOOD—Jim Conkling, Warner Bros. Records' outgoing president, last week was ribbed, roasted and toasted at an industry stag banquet here to mark his retiring from the disk field. Some 250 men, representing all facets of the music business, filled the Crystal Room of the Beverly Hills Hotel to honor the veteran record industry leader.

Paul Weston, who introduced him to the record industry 17 years ago when he brought him into Capitol Records, served as toastmaster. Weston introduced such deft and good-natured needlers as Capitol Records President Glenn Wallichs, Warner Bros. Pictures President Jack L. Warner, Kapp Records President Dave Kapp, newly elected Warner label President Mike Maitland, comic Bob Newhart, WB Studios Production Chief Bill Orr, and songsmith-singer Johnny Mercer.

Wallichs recalled Conkling's early

ASCAP Royalty Payments System Rapped by Skylar

NEW YORK — Cleffer Sonny Skylar wrote a blistering letter to Stanley Adams, president of ASCAP, last week that might have wide repercussions among other ASCAP writers. He stated that his income from ASCAP has fallen \$4,000 for the past two years, and that he can't see how he can increase his income in ASCAP under the current distribution. He stated that his only alternative in the future was to commence writing under the split copyright, dividing his efforts between ASCAP and BMI, knowing full well that he would not receive ASCAP credit for performances when writing with a BMI cleffer. He pointed out that he did not see any future for most writers now in ASCAP.

Skylar said that before he joined ASCAP in 1942 he had penned a number of BMI hits, and that, although he had thought of putting these songs in ASCAP when they came up for renewal, he had now decided to keep them in BMI. He also pointed out that there were many important writers who wrote under assumed names for BMI, implying that they had to make a living.

Skylar concluded his letter by saying that he was determined to write with BMI writers whenever he had to, under split copyrights, since his loyalty to his family came before his loyalty to ASCAP. He said, finally, that 95 per cent of the younger ASCAP writers stand as much chance of survival as a "snowball in a blast furnace." He said that a closer relationship between ASCAP and BMI would help all writers.

days at Capitol, and ribbed him about the songs he bypassed which became hits on other labels. Warner told of his first meeting with Conkling four years ago: "I asked him how much it would cost to start a record company, and he said around \$2,000,000. I figured that's nothing more than a two-reeler costs, so why not? Later on I discovered Conkling was looking at that two upside down, and it was more like \$4,000,000." Warner wound up his remarks saluting Conkling for establishing a potent, profit-making disk firm. Kapp, after humorous remarks and serious good wishes, presented Conkling with an award on behalf of the RIAA.

Dot Opens Branch in Richmond, Va.

HOLLYWOOD — Dot Records opened its own branch in Richmond, Va., marking its 14th company-owned distribution outlet. Heretofore, the label was handled by Allen Radio Company in the Richmond market.

Dots' other company-owned branches are located in Atlanta, Buffalo, Dallas, Memphis, Miami, New Orleans, Pittsburgh, Houston, Oklahoma City, Cincinnati, Cleveland, Indianapolis, and Nashville. A branch manager to head the Richmond office had not been named at press time.

Atlantic Records LP Discount Deal

NEW YORK—Atlantic Records has launched a new LP discount sales program, whereby dealers will receive one LP free with the purchase of eight (price category for price category).

Effective immediately, the deal will run through November 30. It covers the entire catalogs of Atlantic and its subsidiary label Atco. The plan offers all "qualifying dealers" deferred billing of 30-60-90 days and a 100 per cent return privilege. A special sales incentive bonus is also offered to distributors' salesmen.

Atlantic is kicking off the new plan with the release of six new LPs — four on Atlantic, two on Atco. The Atlantic packages feature John Coltrane, the Mar-Keys, "Jazz Abstractions," and Champion Jack DuPree. The new Atco wax spotlights Ann Richards and Ada Lee, both new to the label.

Deutch Is Topper For Jay-Gee Firm

NEW YORK — Murray Deutch becomes vice-president and national promotion manager of Jay-Gee Record Company effective today (30), according to Jerry Blaine, head of Cosnat Distributors and Jay Gee Record Company.

Deutch, for seven years general professional manager of Southern Music, became a part owner earlier this week of Starfire Music, with attorney Milton Sommerfield. Under the new arrangement, Starfire and all its affiliates will be merged with Benell Music, the publishing affiliate of Jay Gee Records. Deutch also will become general manager of the new music company.

Deutch will head, in addition to his publishing duties, a stepped-up singles and albums program on the various Jay Gee labels, including Jubilee, Josie, Port, Dana, Gold Eagle and Todd.

The original

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*Bad John' is getting bigger
all the time!*

Now a BIG album headed for still

BIGGER

sales...



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This One

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ANTHONY NEWLEY

POOP GOES THE WEASEL*

9501

BILLBOARD SPECIAL MERIT SINGLES

Pop Disk Jockey Programming

ANTHONY NEWLEY
 ★★ ★★ POP GOES THE WEASEL (Hollis, BMI) (2:27) London 9501

The Cash Box

Pick of the Week

"POP GOES THE WEASEL" (2:27) [Hollis BMI—Trad; Arr. Hackney]
 "GONE WITH THE WIND" (2:50)
 [Bourne ASCAP—Magidson, Wrubel]
 ANTHONY NEWLEY (London 9501)

The English songster, who had a very big item in his home country with "Pop Goes The Weasel," a few months back, can also have a chart triumph with it here. It's an infectious finger-snapper on which Newley notes that the title refers to "the practice of pawning one's hat." Dandy light-swing backdrop that builds in a "Mack The Knife"-like manner. Great programming piece. Chanter hands in a superb revival performance of the beautiful "Gone With The Wind" (not the film tune) on the other end. Can also step way out.

NEWLEY'S SMASH LP
 LOVE IS A NOW AND THEN THING

Gone With The Wind; Some Other Spring; The Thrill Is Gone; What's Good About Goodbye; Love Is A Now And Then Thing; When Your Lover Has Gone; It's The Talk Of The Town; I Guess I'll Have To Change My Plans; Speak Low; This Time The Dream's On Me; Ask No Questions; I Get Along Without You Very Well. LL 3156

* **ATTENTION DJ's.....GLOSSARY OF TERMS:**
 Pop Goes The Weasel.....Practice of pawning one's hat
 Tuppyeny Rice.....Cheap brand of rice
 Treacle.....Similar to molasses
 Eagle.....A pub

LONDON RECORDS 539 W. 25th St., N. Y. 1, N. Y.

MUSIC AS WRITTEN

New York

Riverside's subsidiary label, Jazzland, is launching an archives series. First LP features the late Fats Navarro with the Tadd Dameron ork. Meanwhile, Riverside chief Orrin Keepnews has recorded George Shearing with the Montgomery Brothers Quartet. Set will be issued on Jazzland. Shearing's services were obtained by special permission of Capitol Records. . . . Art Talmadge's parents, Mr. and Mrs. Max Talmadge, celebrated their 50th wedding anniversary last week. . . . Howling Wolf is off to Britain and Europe to do a series of folk song concerts for Bill Holt's Colt Booking Agency. . . . Irwin Pincus, of Pincus Music, returned to New York last week after a quick trip to the Coast to see a.&r. men.

The Orchid label has signed Tony Bassette. . . . Roy Kohn has joined Southern Music to head the firm's promotional department under the aegis of professional manager Lucky Carle. . . . Synthetic Plastics has named Mrs. Selma Rich Brody as director of the firm's children's record division. . . . Victor has signed the Grandiso Singers, a gospel group. . . . Bobby Johnston has been named manager of Clyde Otis' music firms. . . . Urania Records, and the Set in Order label, have joined the RIAA. This brings the membership in the RIAA to 58 diskeries. . . . Skyla Records has pacted the folk duo Danny and Jack Dalton. . . . Erroll Garner opens this week at the Maramor Restaurant in Columbus, Ohio. . . . Colpix Records has signed Don Costa to produce waxings for the company. He will work with Colpix on a non-exclusive basis. . . . Joseph Pop has joined Victor in the firm's premium sales department.

Ernie Farrell, of Cosnat Distributing in Los Angeles, won a color TV set at United Artist's sales meet last month. . . . Ronnie and the Relatives have cut new sides for Colpix. . . . Danny Winchell, formerly with Colpix and Alpha distributors here, has started his own record promotion and publicity firm. . . . Lester Sims is now a customer's man at Fahnstock & Company at the Radio City office. He is as dapper as ever. . . . Russ Miller has joined Bourne-Rank here. Meanwhile, Joe Zerga, executive assistant to Mrs. Bourne left for Hollywood last week for Bourne and affiliated companies on business. . . . Great Lakes is now distributing Prestige Records in Cleveland. . . . The Penney Company in Boston is now handling the Joy label.

Bob Rolontz.

Hollywood

World Pacific's Dick Bock last week signed drummer Ron Jefferson to an exclusive recording contract. Jefferson is part of the Less McCann Trio. First recording featuring Jefferson will be issued early in 1962. . . . C. P. MacGregor takes exception with the claim that Radio Recorders will be the first independent custom recording studio to offer its clients an all-in-one-service package, from recording session to completed disk (BMW, October 9). He states his firm has maintained recording as well as pressing plant facilities all under one roof for more than a decade.

Capitol has named Gene Brewer single records merchandising manager to replace the recently resigned Rose Dexter, now with all-news Station XTRA. Brewer was Epic Records' Western division sales and promotion manager. . . . According to Conway Recorders' Phil Yeend, the custom recording studio firm has expanded its facilities with the addition of \$50,000 in new equipment and has recorded product appearing under the Mercury, Era and Reprise banners.

Composers and Lyricists Guild of America and Universal Pictures have concluded a collective bargaining contract granting the writers a \$325 per week minimum for those working on a term contract, and a \$350 minimum for composers and lyricists employed on a week-to-week basis. Contract also provides for CLGA members to participate in the Motion Picture Industry Pension Plan, and includes provisions covering performing rights and screen credits. Guild will open negotiations next with United Artists Pictures.

Capitol Records' Eastern Vice-President Joe Csida was here for a week's conferences and attended a meeting of its board of directors. . . . Less McCann Trio is scheduled for a TV guest shot on the new Steve Allen Show on November 1. . . . Miles Davis opened 10-day run at the Renaissance Room last Thursday (12). . . . RCA Victor's Timothy Hay starts a Northwestern promotional tour, scheduling personal appearances and station interviews in Northern California, Oregon and Washington on behalf of his "That's What Girls Are For" disk. Lee Zhito.

Pittsburgh

The Judy Garland one-nighter at the 13,000-seat Civic Auditorium here, October 19, was a sellout long before the actual performance. The Victor Borge show the same night at Soldiers and Sailors Memorial Hall also lured a capacity audience.

The "Fiorello!" album zoomed in sales here due to the booking of the musical at the Nixon last week. . . . Lou Rawls spent the weekend here plugging his new Capitol single, "Lucky Old Sun." . . . The local Dot Records office, now being managed by Stan Ediss, is servicing cities as far South as Richmond, Va.

Paul Alderdice is the branch manager of the Trans-American Distribution Corporation which opened recently at 1620 Fifth Avenue. Some of its label are Warwick, Amy, Moppet, Sar and Hob.

Porky Chadwick, the WAMO deejay, is sponsoring a rock and roll show November 22 at Syria Mosque, but talent hasn't been announced as yet.

The Nick Cencis anticipate another child in January. Dad is head of Fenway Records here. . . . Dick Iezzi of Hamburg Bros.

(Continued on page 40)



BIG HITS

1 "TONIGHT" **FERRANTE & TEICHER**
UA 373

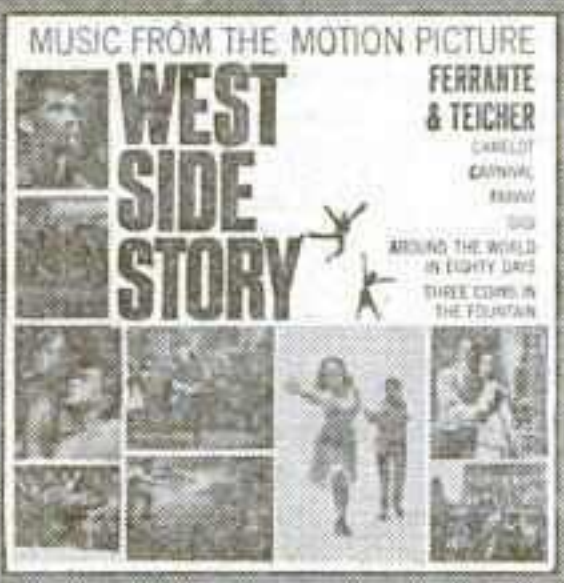
2 "COTTON FIELDS" AND "GYPSY ROVER"
THE HIGHWAYMEN UA 370

3 "SOMEWHERE ALONG THE WAY"
STEVE LAWRENCE UA 364

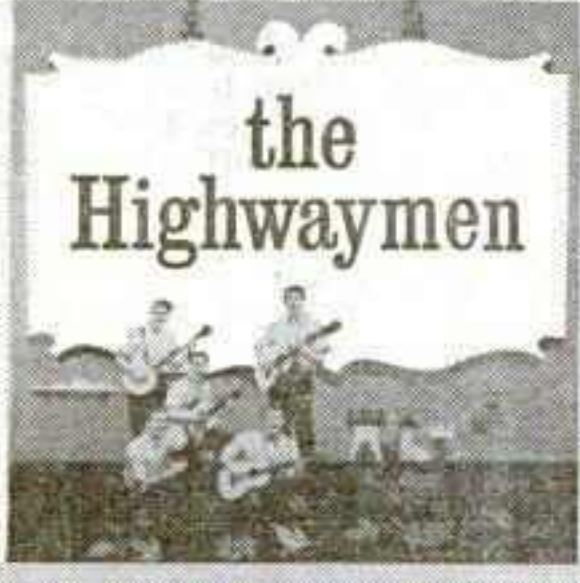
4 "YOU'LL NEVER KNOW"
SHIRLEY BASSEY UA 363

5 "TOWN WITHOUT PITY"
GENE PITNEY MU 1009

6 "YOUR MA SAID YOU CRIED"
KENNY DINO MU 1013



WEST SIDE STORY
PLUS OTHER GREAT MOTION PICTURE AND BROADWAY HITS
FERRANTE & TEICHER
AND THEIR ORCHESTRA CONDUCTED BY NICK PERITO
UAL 3166(MONO.) UAS 6166(STEREO)



THE HIGHWAYMEN
INCLUDES THE BIG SMASH SINGLE "MICHAEL"
UAL 3125(MONO.) UAS 6125(STEREO)

The Comancheros are

CLAUDE



THE COMANCHE

The graphic features the words 'THE COMANCHE' in a bold, stylized font. The letters are filled with a wavy, horizontal line pattern. Above the 'C' in 'COMANCHE', there are two small icons of microphones. The text is set against a background of scattered black dots.

Inspired by the 20th Century-

Columbia Records

taking this land !!



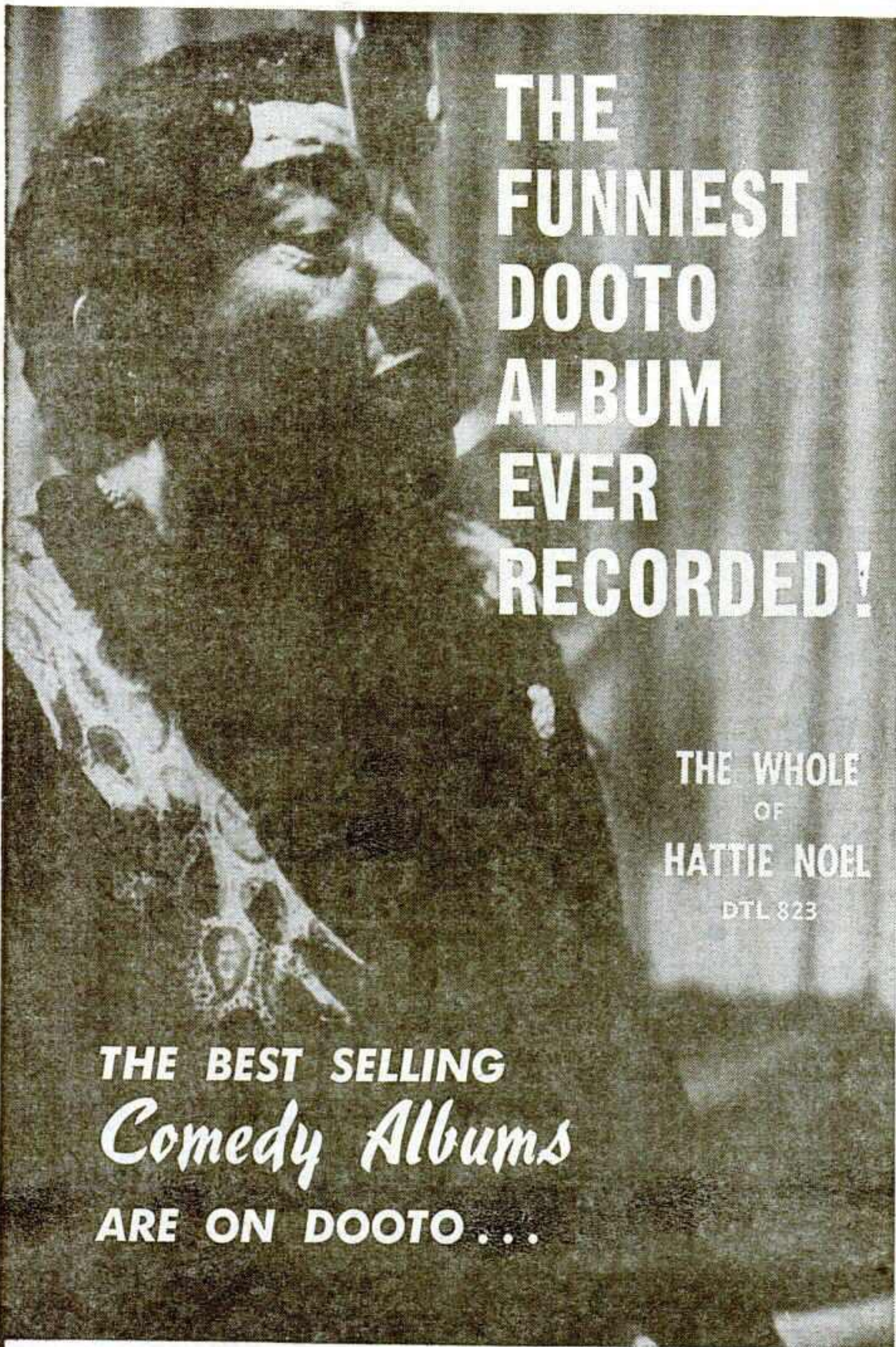
KING

HEROS

Fox Film "The Comancheros"

4-42196 ALSO AVAILABLE ON SINGLE 33

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THE FUNNIEST DOOTO ALBUM EVER RECORDED!

THE WHOLE OF HATTIE NOEL
DTL 823

THE BEST SELLING Comedy Albums ARE ON DOOTO...

DEALERS: Dig DOOTO'S 10+1 PLAN!!

Deadline Extended to November 10th—Three Extra Days to Order!

NEW RELEASES

- HE'S FUNNY THAT WAY.....REDD FOXF 815
- THE WHOLE OF HATTIE NOEL.....HATTIE NOEL 823
- COMEDY SWEEPSTAKES.....SCATMAN CROTHERS 814

HOT SINGLES

- *MY GIRL.....CHAS. McCULLOUGH & SILKS 462
- EARTH ANGEL.....THE PENGUINS 348
- *I'VE HAD YOU.....THE CREATORS 463

BEST SELLING ALBUMS

- THIS IS FOXF.....REDD FOXF 809
- BELOW THE BELT.....RUDY MOORE 808
- FOR A PIECE.....ROSCOE HOLLAND 812
- WILD PARTY.....REDD FOXF 804
- LAFFARAMA.....REDD FOXF 801

- HAVE ONE ON ME.....REDD FOXF 298
- PILLOW PARTY FUN.....BARON HARRIS 294
- DOWN BY THE RIVER.....ZION TRAVELERS 807
- BLAME IT ON THE BLUES.....WILLIE HAYDEN 293
- LAFF OF THE PARTY.....REDD FOXF 214
219, 220, 227, 234, 236 & 265
- RACY TALES.....REDD FOXF 275
- SONGS THRU A KEYHOLE.....JOEL COWAN 285
- REDD FOXF FUNN.....REDD FOXF 290
- SLY SEX.....REDD FOXF 295
- LAFF OF THE PARTY, Vol. 5.....SLOPPY DANIELS 232
- PARTY RECORD PARTY.....GENE & FREDDY 279
- THE SIDESPLITTER, Vols. 1 & 2.....REDD FOXF 253-270
- NIGHT IN HOLLYWOOD.....GEORGE KIRBY 250

*FASTEST breaking disks in the Southern California area released Nationally this week. D. J.'s—SEND FOR YOUR COPIES.



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NEW LP RELEASES

This listing of key LP's being released by manufacturers is intended as a buying guide for dealers and distributors. We will endeavor to list new LP releases as far in advance as practicable.

CAPITOL

- HYMNS AT HOME — Tennessee Ernie Ford—T-ST 1604 (Oct. 30)
- THE JOURNEYMEN—T-ST 1629 (Oct. 30)
- HARLAN HOWARD SINGS HARLAN HOWARD—T-ST 1631 (Oct. 30)
- GOLDEN NUGGET—Hank Thompson—T-ST 1632 (Oct. 30)
- MEMORIES OF HOME—Ferlin Husky—T-ST 1633 (Oct. 30)
- THE YOUNG APPROACH—Faron Young—T-ST 1634 (Oct. 30)
- BACH SUITES:
SUITE NO. 1 IN C MAJOR, BMV. 1066;
SUITE NO. 2 IN B MINOR, BMV. 1067;
SUITE NO. 3 IN D MAJOR, BMV. 1068;
SUITE NO. 4 IN D MAJOR, BMV. 1069
—Yehudi Menuhin and The Bath Festival Chamber Orchestra — GBR-SGBR 7252 (Oct. 30)

CONTEMPORARY

- SHELLY MANNE AND HIS MEN AT THE MANNE HOLE—M 3593-4—S 7593-4 (Oct. 30)
- LOOKIN' GOOD!—Joe Gordon—M3597-S7597 (Oct. 30)

CAPITOL

- RESPIGHI: LAUD TO THE NATIVITY; MONTEVERDI: MAGNIFICAT — P 8572-SP 5872 (Oct. 30)

A BEECHAM ANTHOLOGY — 3621B-35972-3 (Oct. 30)

EPIC

- MUSIC FROM THE FILMS — Cleveland Pops Orchestra — Louis Kane, Conductor — LC 3809-BC 1147 (Oct. 30)
- BACH: CANTATA NO. 170, "VERG-NUGTE RUH, BELIEBTE SEELEN-LUST" — Aafj Heynis, Contralto; Netherlands Chamber Orch., Szymon Goldberg, Conductor — LC 3805-BC 1146 (Oct. 30)
- HAYDN: SYMPHONY NO. 83 IN G MINOR — Netherlands Chamber Orch., Szymon Goldberg, Conductor — LC 3810-BC 1148 (Oct. 30)
- IN SEARCH OF EROS — Rod McKuen — LN 3814-BC 613 (Oct. 30)

HARMONY

- THAT GLORY BOUND TRAIN — Roy Acuff and His Smoky Mountain Boys — HL 7294 (Oct. 30)

STEREO TAPE

- LATIN ALA LEE—Peggy Lee—ZT 1290 (Oct. 23)
- MUSIC FOR MY LOVE—Paul Weston—ZT 1563 (Oct. 23)
- THE SOUND OF WAGNER—Erich Leinsdorf—ZP 8411 (Oct. 23)
- BLESS YOU AND 11 OTHER GREAT HITS—Tony Orlando—LN3808-BN611

New Dance Step Has Chicago Dancing

• Continued from page 3

up more and more. He likened it to the big rage surrounding the Twist in New York.

Although not yet a citywide hit, the tune could very easily go.

The record picture in the Windy City area continued good last week, singles doing a little better than albums. There were no really big hot-breaking tunes such as "Run-around Sue" and "Big Bad John" of several weeks back, but a few new tunes were showing strong action and appeared to be well on their way to chart action.

Among the Breaks

Chief among these were "Tonight," by Ferrante and Teicher; "Anabelle Lee," with the Coeds; "The Roach," by Gene and Wendell, and "Just Out of Reach," with Solomon Burke.

Also starting to move, though more slowly, is "Turn Around," with Glen Campbell; "Backtrack," by Faron Young, and "Let There Be Drums," Sandy Nelson.

Kids, Profs and Cold

• Continued from page 3

and "Big Big Love," by Wynn Stewart.

The latter tune, said Clark, appears to have the "right combination of pop and country sound to go." Clark said the station received the disk some two weeks ago and immediately got on it.

"I was wrong for a while," he said, "but now, and especially in the last couple of days the record stores have been swamped with requests for it. Maybe it is on its way."

Twin Cities

The Twin Cities big "middle-of-the-road" outlet, WLOL, also had several singles that it was picking to go strong: "Roses of Picardy," by Buddy Greco; "Something You Never Had Before," with Vic Damone; "Milk and Honey," with Eddie Fisher; Jane Morgan's "Blue Hawaii," and Tony Bennet's new "Once in a Lifetime."

WLOL's Shyman also noted that the movie, "King of Kings," is expected to open in the area soon and that the tune of the same name was "well covered and could break."

The big selling tunes in the area, already well entrenched on the charts, and being ranked in the top five by most station, were "Big Bad John," Jimmy Dean; "Berlin Melody," Billy Vaughn; "Moon River," Henry Mancini (the Mancini version is the big one here according to both dealer sales and air-play).

Milwaukee is also getting action on the Nelson number, as it is on "Garden of Eden," by Bobby Constock.

A new ditty by Barry Mann, of the "Who Put the Bomp" fame, called "Little Miss USA" has been picked by one big-city deejay as showing strong promise. The same deejay said "One More Time," with Johnny Holiday, and "Tell Me Why," by Nate Nelson, were new tunes to watch.

At the Radio Stations

At WIND, Maurie Streitmatter's breaking picks included "I Wonder," by the Pentagons; "Just a Little Bit Sweet," with Charlie Rich; "Milk and Honey," with Eddie Fischer, and "Goodbye Cruel World," by Jimmy Darren.

At WJJD, Jim Lounsberry said three of the brand-new releases merited attention, although they hadn't as yet been out long enough to be called breaking: "Smile," by Timi Yuro (who had "Hurt"); "They're Playing Our Song," by Jamie Horton, and "Everybody's Crying," by Jimmy Beaumont (a take-off on all the crying records around today).

Lounsberry said the new breaking tunes in his surveys and requests were: Ral Donner's "Please Don't Go" and its flip, "I Didn't Figure on Him," with both sides now getting good action; "School Is In," by U. S. Bonds, getting strong requests at teen hops; "Soothe Me," with the Sims Twins, going from a Negro to a white market, and "Little Lonely," with Chad Allen.

The big chart tunes in the Windy City, according to both store sales and deejay requests, were still "Runaround Sue," "Big Bad John," "Let's Get Together," Bristol Stomp" and "I Love How You Love Me."

Brook Benton Singing 'Wild Side' Flick Title

NEW YORK — Brook Benton has been signed to record the title tune from the Columbia picture "A Walk on the Wild Side" and "Somewhere in the Used to Be," another song from the same movie. The tunes were penned by Elmer Bernstein and Mack David. Stanley Applebaum will handle the arranging and conducting, and the Benton sides will be used in the sound track of the picture. It is understood that Benton is picking up \$15,000 for the stint.

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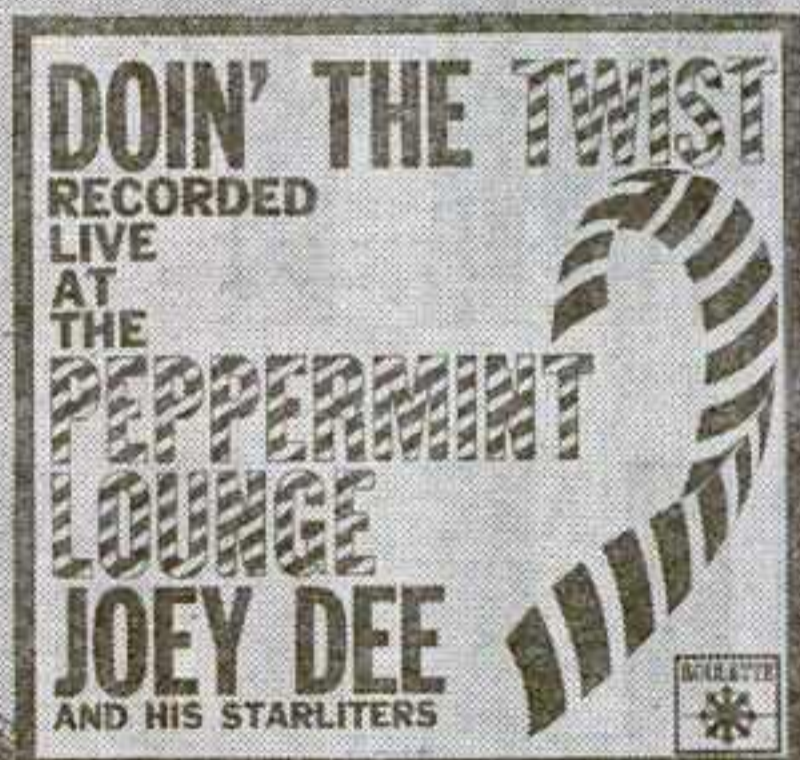
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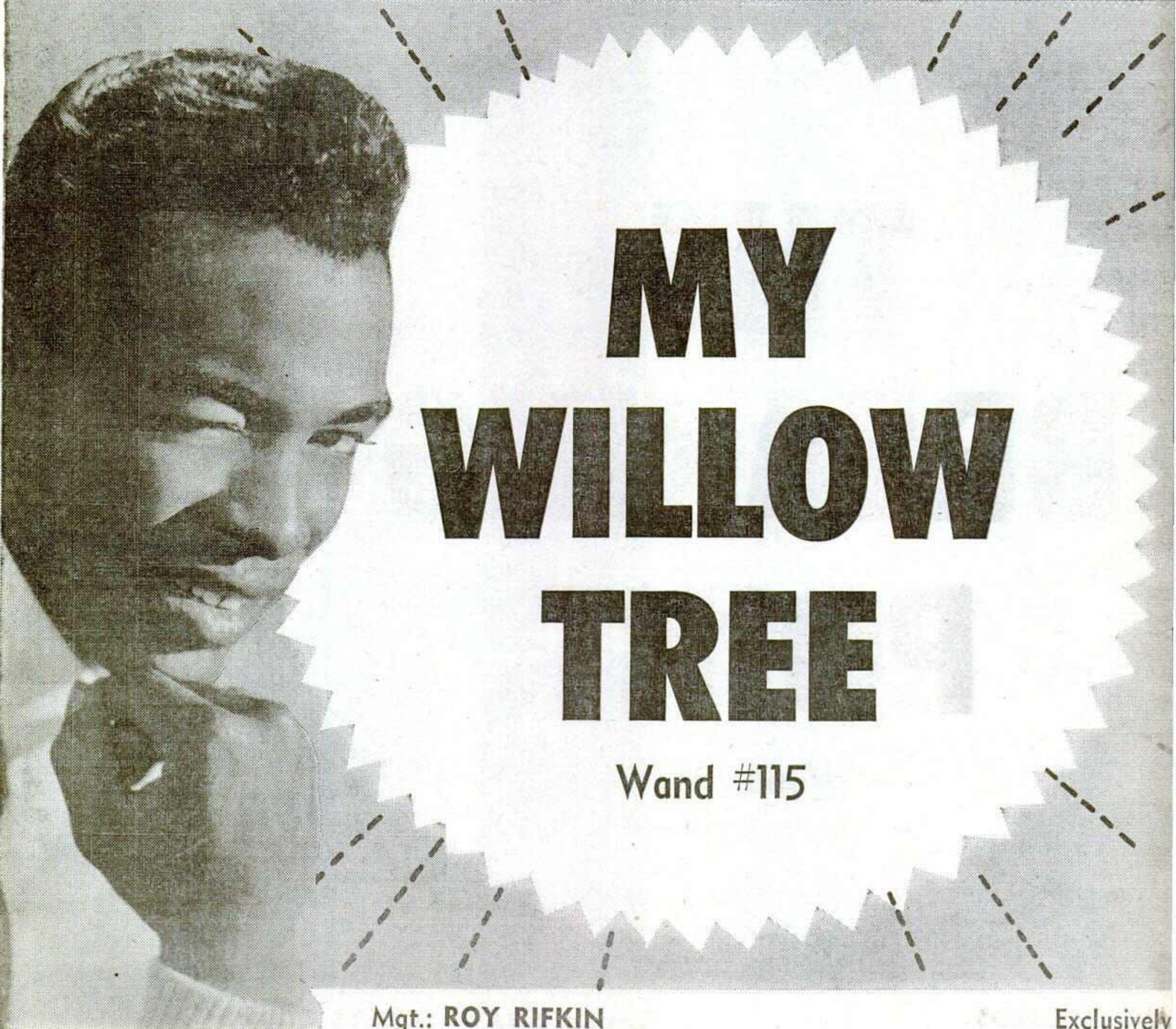
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JACKSON

THE BREAKING POINT

Wand #115



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Bill Carlisle June Carter



Roy Drusky Flatt and Scruggs



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Bill Monroe George Morgan



Jean Shepard Hank Snow



Billy Walker Porter Wagoner



Chet Atkins Margie Bowes



Patsy Cline Wilma Lee & Stoney Cooper



Don Gibson Glaser Brothers



Stonewall Jackson Cousin Jody



Lonzo & Oscar Bobby Lord



Jimmy Newman Ray Price



Stringbean Merle Travis



Kitty Wells Wilburn Brothers



Faron Young



Carl Butler Archie Campbell



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Billy Grammer George Hamilton IV



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Louvin Brothers Minnie Pearl



Jim Reeves Marty Robbins



Ernest Tubb Justin Tubb



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Radio Station WSM

And the Stars of the GRAND OLE OPRY

Cordially invite you to **WSM's 10th Annual Country Music Festival**



And the 36th Birthday of the GRAND OLE OPRY

FRIDAY and SATURDAY, NOVEMBER 3 and 4

This invitation is extended to America's country music disc jockeys and artists with the hope and conviction that WSM's 10th Annual Country Music Festival will again reflect the pride that all who are a part of it feel in the growth and preservation of a basic part of America's musical heritage.

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Spotlight on
C&W MUSIC and TALENT
 IN CONJUNCTION WITH WSM's COUNTRY MUSIC FESTIVAL

Featuring
THE 14th ANNUAL C&W DISK JOCKEY POLL

Reeves, Cline, Wilburns Sweep C.&W. Jock Poll

Most Promising Awards to Smith, Lynn; Bradley Wins Country Man of the Year

NEW YORK—Jim Reeves was voted by the nation's c.&w. disk jockeys as the "Favorite Male Singer" for the second year in a row in Billboard Music Week's 14th Annual C.&W. Disk Jockey poll. And Patsy Cline came in first in the "Favorite Female Singer" category, sparked by her great hit "I Fall to Pieces." The Wilburn Brothers repeated their victory of last year, coming in first again as the "Favorite Small Vocal Group."

In the "Most Promising" category the winner was Warren Smith of Liberty for the male singers, and Loretta Lynn of the Decca label for the "Most Promising" of the female singers.

The "Country and Western Man of the Year" for 1961 was Decca's Owen Bradley, who had one of his strongest years in 1961 with hits by a flock of country artists on the label. The "Best Single Record of the Year" as nomi-

nated by the country jocks was "Hello, Walls," by Faron Young on Capitol, a smash hit that sold solidly in both the pop and country fields, and inspired a number of answer disks. "Favorite Album" of the year was Don Gibson's RCA Victor package tagged "Girls, Guitars and Gibson."

This year the country jockeys nominated Harlan Howard as the "Favorite Songwriter." Howard has been responsible for a great

many country hits, and his tunes have been recorded by almost every name artist in the field.

Country Jocks Pleased

The hundreds of country deejays who replied to the BMW poll this year were very pleased with the way country artists and country songs were being accepted not only in the U. S. but throughout the world. They felt that country music was still on its way up and that more and more artists would break out of the country field and gain sales in the pop world.

The biggest complaint from the country jockeys centered about the lack of records from the large companies. These jocks were mostly

from the smaller stations or smaller cities, but they felt they were being slighted by the large labels, claiming that their plays, as much as those of large city jockeys, helped make records. It seems apparent that any label with a good line of country records and albums could insure itself of a lot of air play if it supplied disks to country jocks in smaller towns.

Changes in Poll

There were a number of changes in the country poll this year as against other years. Kitty Wells, who had won the "Favorite Female Singer" category for the past three years, finished second to Patsy

(Continued on page 26)

Stage Set For Nashville Frolic

By BILL SACHS

NASHVILLE—The country and western music industry in all its facets converges on Nashville this weekend (2-4) for Station WSM's 10th Annual Country Music Festival in celebration of the "Grand Ole Opry's" 36th anniversary. In interest and attendance, the WSM

fest stacks up as the foremost annual music gathering in the nation today. According to Robert E. Cooper, WSM general manager, and Ott Devine, manager of "Grand Ole Opry," in charge of arrangements for the three-day event, advance registrations and hotel reservations point to another

record-breaking throng for this year's convention.

Registration for the festival begins Thursday (2) in the lobby of the Andrew Jackson Hotel, headquarters for the conclave. As in the past, the three-day meeting is open to all "working people" in

(Continued on page 22)

Schedule of Events

WSM's 10th Annual National Country Music Festival, Nashville, November 2-4

THURSDAY, NOVEMBER 2

- 8:00 a.m. Registration Andrew Jackson Hotel Lobby
- 10:15 p.m. "Opry Star Spotlight," all-night broadcast from the Andrew Jackson Hotel Lobby over WSM; Ralph Emery, disk jockey; Grandpa Jones assisting.

FRIDAY, NOVEMBER 3

- 8:00 a.m. Registration Andrew Jackson Hotel Lobby
- 8:30 a.m. WSM Breakfast Maxwell House Hotel
Sponsor: WSM, Inc.
Hosts: Stars of the "Grand Ole Opry"
- Address of Welcome John H. DeWitt Jr., President WSM, Inc.
- Recognition of Sponsors
- Keynote Speaker Gov. Jimmy Davis of Louisiana
- Country Music Spectacular With Stars of "Grand Ole Opry"; Ott Devine, emcee.
- Trade Press Awards

- 12:30 p.m. Luncheon Andrew Jackson Hotel Ballroom
Sponsor: Dot Records
Host: Randy Woods, President of Dot Records
- Speaker Sen. Estes Kefauver of Tennessee

- 6:15 p.m. Pet Milk Recording Session WSM's Studio C
- 7:00 p.m. Friday Night Opry WSM's Studio C.
Featuring the stars of "Grand Ole Opry"

- 9:30 p.m. Mr. DJ, U. S. A. With Grant Turner, WSM's Studio A

- 10:00 p.m. Dance Andrew Jackson Ballroom
Sponsor: United Artists and Pappy Daily. Music by Merle Lindsay and His Jubilee Orchestra, with special guest Gabe Tucker

- 10:15 p.m. "Opry Star Spotlight," all-night broadcast from Andrew Jackson Hotel Lobby over WSM, with Ralph Emery, disk jockey; with Grandpa Jones assisting.

SATURDAY, NOVEMBER 4

- 8:00 a.m. Final Registration Andrew Jackson Hotel Lobby
- 8:30 a.m. Breakfast Andrew Jackson Ballroom
Sponsor: RCA Victor Records
Hosts: Steve Sholes and Chet Atkins

- 12 Noon Luncheon Maxwell House Hotel Ballroom
Sponsor: Columbia Records
Hosts: Don Law and Gene Ferguson
- Program: Columbia recording artists

- 5:30 p.m. Reception and Buffet Andrew Jackson Ballroom
Sponsor: Capitol Records Host: Ken Nelson

- 7:30 p.m. "Grand Ole Opry's" 36th Anniversary Celebration, Ryman Auditorium Host: WSM, Inc.

SUNDAY, NOVEMBER 5

- 8:00 a.m. Kaffee Klatch Hotel Hermitage
Sponsor: Columbia Records
Hosts: Don Law and Gene Ferguson

Biogs of Poll Winners



JIM REEVES
Favorite Male Artist



THE WILBURN BROTHERS
Favorite Small Vocal Group



PATSY CLINE
Favorite Female Artist



WARREN SMITH
Most Promising Male Vocalist

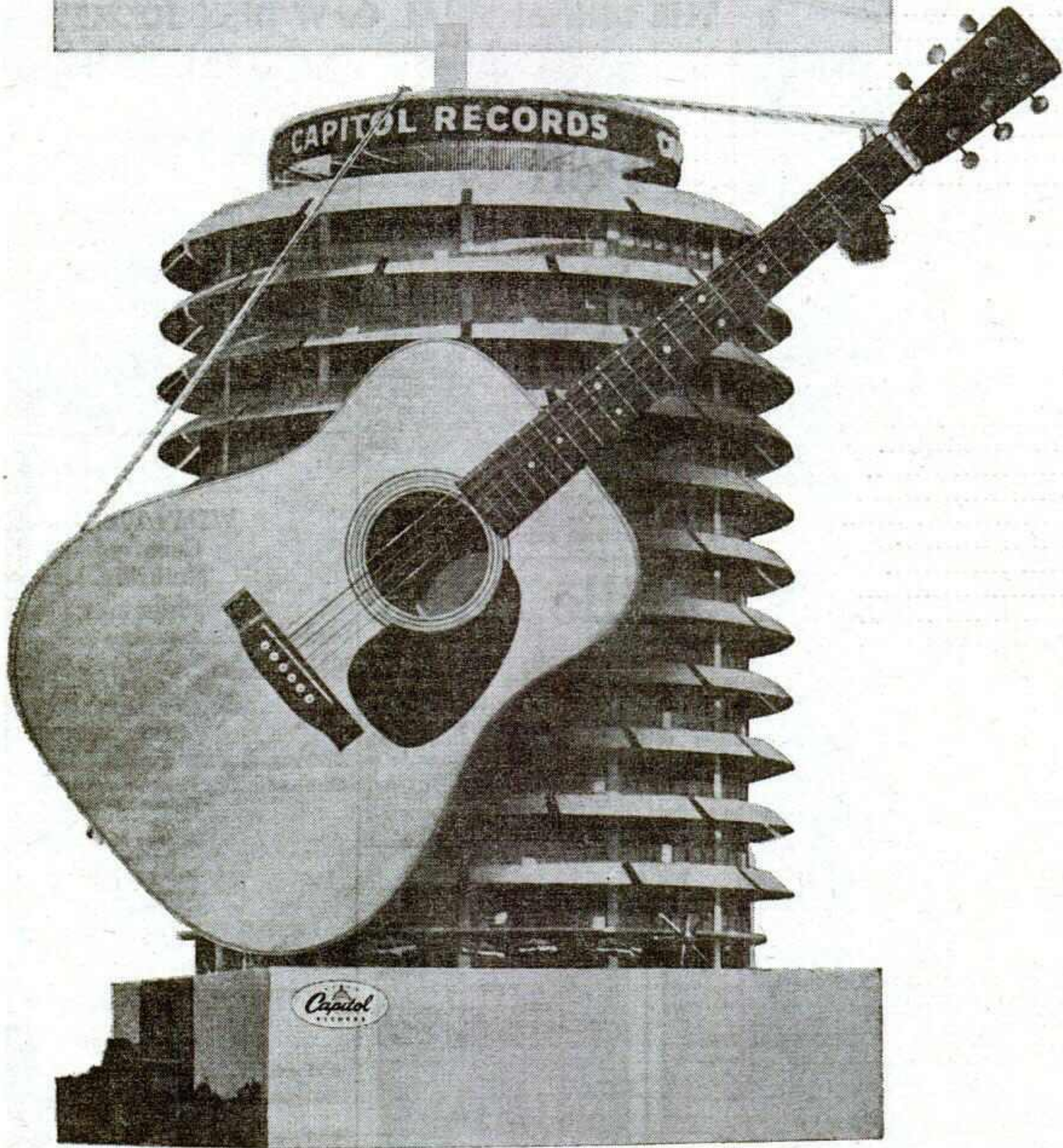


LORETTA LYNN
Most Promising Female Vocalist



HARLAN HOWARD
Favorite Songwriter

**NOVEMBER IS COUNTRY
MUSIC MONTH ON CAPITOL**



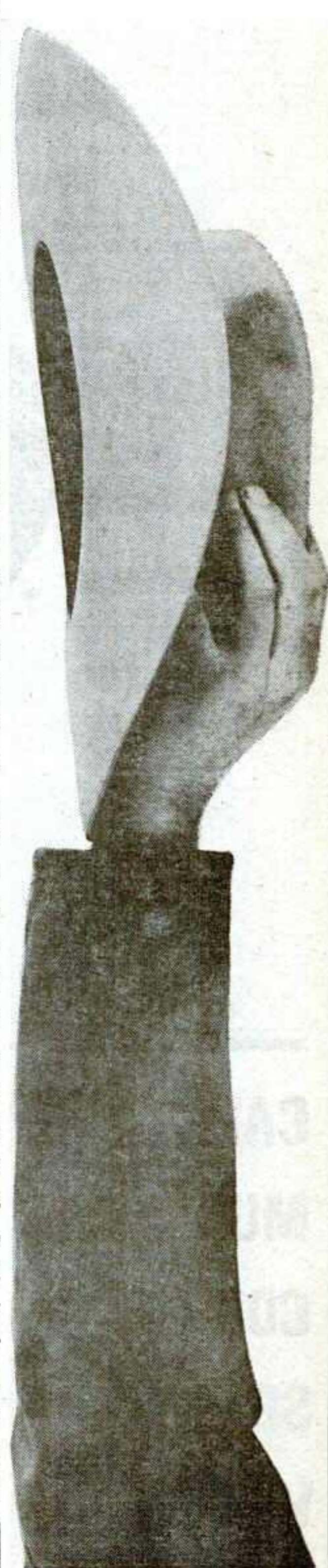
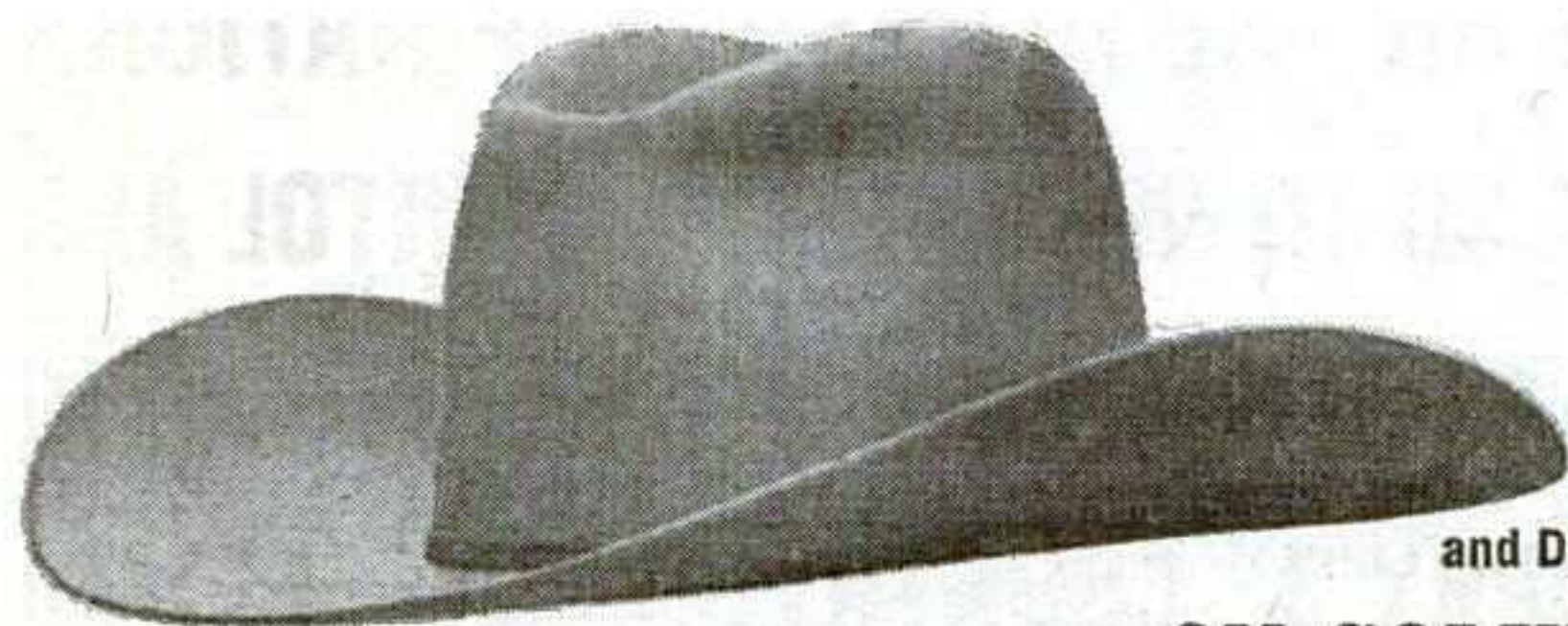
**CAPITOL SENDS BEST WISHES FOR SUCCESS TO THE COUNTRY
MUSIC FESTIVAL IN NASHVILLE ON THE OCCASION OF NATIONAL
COUNTRY MUSIC WEEK, OCTOBER 30 TO NOVEMBER 4. CAPITOL ALSO
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- Anita Bryant
 - Carl Butler
 - Bill Carlisle
 - Johnny Cash
 - The Chuck Wagon Gang
 - Lorrie Collins and Larry Collins
 - Jimmy Dean
 - "Little" Jimmy Dickens
 - Lester Flatt and Earl Scruggs
and the Foggy Mountain Boys
 - "Lefty" Frizzell
 - The Three G's
 - Hank Garland
 - Carol Hall
 - Stuart Hamblen
 - Freddie Hart
 - Hawkshaw Hawkins
 - Johnnie Humbird
 - Stonewall Jackson
 - Commonwealth Jones
 - Claude King
 - Joe and Rose Lee Maphis
 - George Morgan
 - Skeets McDonald
 - Jim & Jessie and the Virginia Boys
 - The Nash Family
 - Carl Perkins
 - Bill Phillips
 - Charlie Phillips
 - Ray Price
 - Jerry Reed
 - Marty Robbins
 - Johnny Rose
 - The Screwballs
 - Dick and Jack, The Settlers
 - Carl Smith
 - Bobby Sykes
 - The Tennessee Two
 - Mel Tillis
 - Billy Walker
 - Charlie Walker
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ON COLUMBIA RECORDS 

Country Disk Acts Just Keep Selling

By REN GREVATT

NEW YORK—"There's gold in them thar hills" describes succinctly how more than one well-known diskery regards the staying power of country artists and records. Few are the areas of the over-all record business where product has so little obsolescence.

One of the more spectacular examples of how a country artist and his songs can sell and sell and sell is that of the late Jimmie Rodgers, the singing brakeman from Meridian, Miss. Steve Sholes, a 25-year a.&r. man with RCA Victor, first began re-issuing Rodgers' singles in the form of 78 r.p.m. albums far back in the '40's. There were three of these and each one brought a rewarding sale.

Later, the same material was repackaged and released as 45 r.p.m. albums. Still later, the same great Rodgers catalog was brought out in the form of 10-inch LP's and again the gold rush resumed. Finally, the same sides were again repackaged into a series of 12-inch LP's. Four of these are out now and a fifth is in the works.

It's estimated that each one of these in its first year of 12-inch LP release, has sold about 30,000, with an only slightly diminished sale after that initial release period. In each of the Rodgers LP's, incidentally, there are 16 sides. "What we can't give them in sound," a Victor spokesman said, "we give them in extra playing time."

Victor has also been highly successful with repackagings of older recordings by Eddy Arnold, Hank Snow and Jim Reeves particularly. Many of these stem from the late 40's, yet many are still selling at a merry clip today. In another case,

Victor put together a series of all-time country hits from its vaults especially for PX sale overseas. The first of these sold upward of 20,000 in the first three months, while the second did even better, 26,000 in the first month. These contain items by such as Porter Wagoner, Pee Wee King, Stuart Hamblen and Hank Locklin.

Another of the more sensational examples of staying power, and for that matter, post-mortem power, is that of Hank Williams. Ever since Williams' death in the early '50's, M-G-M Records has continually repackaged Williams recordings, many of them obscure items recorded originally in the Acuff Rose offices in Nashville. In addition to a number of single LP's, the firm has also released several three-LP memorial albums with de luxe box packaging. All of these continue to sell, and these and the use of Williams songs by other recording artists, are said to result in royalties to the Williams estate in excess of \$50,000 a year.

Albums came to the country field relatively later than to the pop market, and for years, country artists were represented with many singles each in stores in the country sales belt. In the last six years, however, albums have become established in the rural markets, and one of those making the most of this is Decca, with one of the heftiest country catalogs of all.

In recent years, Decca has produced 11 albums by Kitty Wells, 10 by Red Foley, 10 by Webb Pierce, nine by Ernest Tubbs, nine by Governor Jimmie Davis, four by Grady Martin and three by Bill Monroe. Although released over a period of years, all of these albums

Host of Record Execs to Take in WSM's Festival

NASHVILLE — Advance registrations indicate a heavy influx of top record company execs for WSM's 10th Annual National Country Music Festival to be held here this weekend (2-4).

Representing Columbia Records will be Bill Gallagher, Robert Pampe, Al Kasha, Sal Forlenza, Bruce Lundvall, Jack Loetz, Stan Kavan, Dave Kapralik, Don Law, Joe Lyons, Mort Hoffman, Len Levy, Herb Linshy, Tom Catalano, Gene Ferguson, Tom Cade, Bob Richardson, Harry Ascola, John Kurland, Mike Moccio, Jim Benton, Charlie Jones, Don Hunstein and Fred Wilmot.

On deck for RCA Victor will be Chet Atkins, Steve Sholes, George Parkhill, Pat Kelleher, Ben Rosner, Bob Holt, August Blume, Frank Ryall, Dick Maxwell, Jack Brink, Jerry Weiner, Tom Potter, Bill Baker and J. Burgess.

Carrying the Capitol Records' banner will be Alan Livingston, Joe Csida, Voyle Gillmore, Bill Talant, Jay Swint, Wade Pepper, Mannie Kellern, Bill Mikels, Freddie Martin, Paul Wyatt and Ken Nelson.

Representing Dot Records will be Randy Wood, president, and on hand for United Artists will be Pappy Daily, of Houston.

are current and in stores and in the words of a Decca spokesman, "We are still getting great action on all of these albums."

At Capitol, it's much the same story. Even a number of singles remain sellers in the country markets. Hank Thompson's "Squaws Along the Yukon," and "A Six Pack to Go," still sell. So do Tex Ritter's "Deck of Cards"; "Slipping
(Continued on page 26)

BMW 14th ANNUAL C&W DISK JOCKEY POLL

FAVORITE FEMALE ARTISTS OF C&W DISK JOCKEYS

Position	Artist	Label
1.....	PATSY CLINE	Decca
2.....	KITTY WELLS	Decca
3.....	SKEETER DAVIS	RCA Victor
4.....	JEAN SHEPHERD	Capitol
5.....	WANDA JACKSON	Capitol
6.....	ROSE MADDOX	Capitol
7.....	CONNIE HALL	Mercury
8.....	JAN HOWARD	Challenge
9.....	SHIRLEY COLLIE	Liberty
10.....	MARION WORTH	Columbia

FAVORITE MALE ARTISTS OF C&W DISK JOCKEYS

Position	Artist	Label
1.....	JIM REEVES	RCA Victor
2.....	MARTY ROBBINS	Columbia
3.....	FARON YOUNG	Capitol
4.....	BUCK OWENS	Capitol
5.....	RAY PRICE	Columbia
6.....	DON GIBSON	RCA Victor
7.....	HANK THOMPSON	Capitol
8.....	ROY DRUSKY	Decca
9..(Tie)	GEORGE JONES	Mercury
	JOHNNY CASH	Columbia

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Has Already SOLD 30,000 in Atlanta—30,000 in Washington, D. C.—
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“TURN AROUND, LOOK AT ME” b/w “BRENDA”

(Glen Campbell—Crest #1087)

“BUZZ SAW”—A Sensational Instrumental

(The Gee Cees—Crest #1088)

CREST RECORDS, Inc.

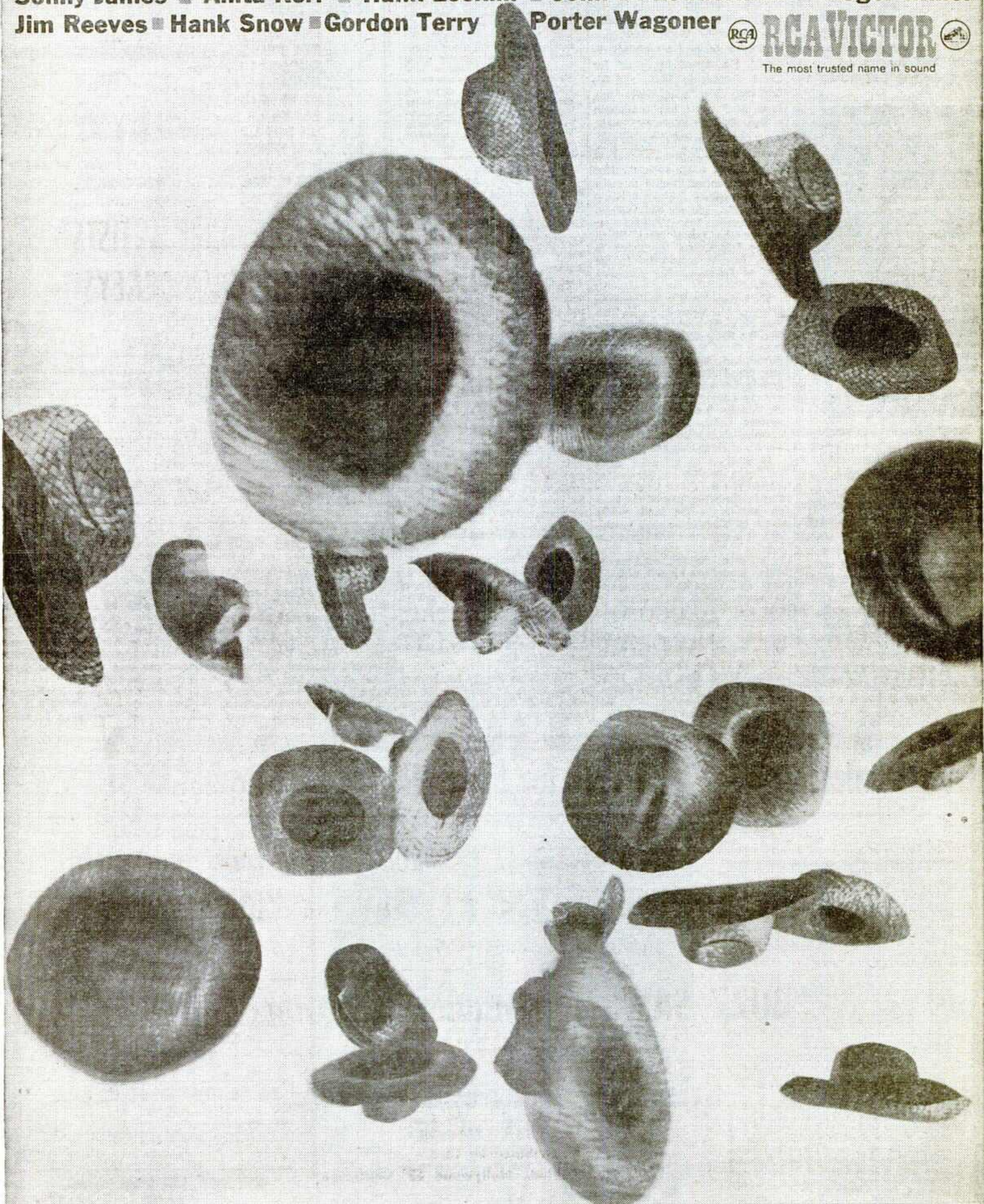
SYLVESTER CROSS, Pres.

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A HIP...HEP...HOORAY FOR THE ANNUAL 'COUNTRY MUSIC FESTIVAL'

Eddy Arnold ■ Chet Atkins ■ The Browns ■ Floyd Cramer ■ Skeeter Davis ■ Jimmie Driftwood ■ Jimmy Elledge ■ Walter Forbes ■ Dave Gardner ■ Don Gibson ■ Bonnie Guitar ■ George Hamilton IV ■ Timothy Hay (The Wanderobo) ■ Homer & Jethro ■ Sonny James ■ Anita Kerr ■ Hank Locklin ■ John D. Loudermilk ■ Roger Miller ■ Jim Reeves ■ Hank Snow ■ Gordon Terry ■ Porter Wagoner



DROP IN AND SEE US... WE'LL BE WAITING TO SHAKE HANDS IN RCA VICTOR'S HOSPITALITY SUITE IN NASHVILLE: ANDREW JACKSON HOTEL STATE ROOM - 11TH FLOOR.

Owen Bradley Wins C.&W. Man of Year

Owen Bradley, Decca's country a.&r. chief, has been selected as Billboard Music Week's "Country and Western Man of the Year" for 1961. Like his predecessors in other years (see list below), the soft-spoken Nashville recording chief was named for the "Man of the Year" award for his great contribution to the field of country music, and for his helping to spread the gospel of country mu-



OWEN BRADLEY

sic, via the records he has produced, throughout the world.

Bradley came up through the ranks to reach his pre-eminence as Decca's Nashville a.&r. chief. He was born in Westmoreland, Tenn., in 1915, and until he was 10 years of age, displayed little enthusiasm for music. But while recuperating from an eye injury, he became interested in playing the guitar, and he became so enamored of the instrument that he kept on playing. Eventually he learned to play a number of other instruments, including piano, organ, vibes and trombone. He decided on music as his career, and played his first professional small hillbilly band. He continued to play in bands on radio and in night clubs in Tennessee

until the outbreak of World War II. He joined the U. S. Merchant Marine and wound up as a member of the Ted Weems service ork. After Weems left the service musician First Class Bradley became the ork's director.

When the war ended, Bradley joined Station WSM and soon moved to the post of musical director. He started to record for Coral Records in 1949, and his first recording, "Blues Stay Away From Me," was a hit. In addition to recording, he also wrote songs, many of them in collaboration with Beasley Smith. In the 1950's, Paul Cohen, then a.&r. country chief for Decca, asked Bradley to assist him in turning out c.&w. wax. Bradley did, and the Cohen-Bradley association turned out hit after hit for the Decca label. When Cohen left Decca for Coral in 1958, Bradley moved up to the post of Decca country recording chief.

Since then Bradley has gone on to bigger and bigger triumphs. This year his chart clippers include records by Patsy Cline, Kitty Wells, Brenda Lee, Roy Drusky, Webb Pierce and Ernest Tubb. He is very proud of the success of both Brenda Lee and Patsy Cline, who are now among the top thrushes in the country both in the pop and country fields. Just recently he recorded sides with Burl Ives, and the Anita Kerr Singers.

In addition to his a.&r. work for Decca, Bradley and his brother Harold run the Owen Bradley studios in Nashville, one of the busiest studios in the land, where scores of labels make their recordings. It is estimated that the studio handles about 700 sessions a year. In addition, Bradley occasionally makes recordings himself with his own band. When he has a moment to spare, which isn't often, he spends it with his wife and two children in Nashville.

(Previous winners of Billboard Music Week's "Country and Western Man of the Year" were Chet Atkins, 1960; Don Pierce, 1959; Connie B. Gay, 1958; Steve Sholes, 1957; W. D. Kilpatrick, 1956; Jim Denny, 1955; Fred Rose, 1954.)

Las Vegas a Bonanza for Western Orks

By JIM HALSEY

Though young in years, Jim Halsey is a veteran of the country & western music business, chiefly as a promoter, booker and manager of c.&w. talent. He has piloted a number of western bands to prominence during the last decade and presently serves as personal manager to country singer Wanda Jackson and western band leader Hank Thompson, whose Brazos Valley Boys rate as one of the top western bands in the nation. Halsey makes his headquarters in Independence, Kan., where he operates Thunderbird Artists, c.&w. talent agency.

Ever since Vernon Brown and Bob Wills started playing country music with a big beat throughout the Southwest in the 1930's, country and western bands have been one of the mainstays in the c.&w. business.

Today, the Western band business is bigger than it has ever been, and dates, included in their itineraries, will list nearly all of the top ballrooms and clubs in the United States and Canada, as well as a heavy schedule of important fair and rodeo dates.

During the past year, Las Vegas has been a hot area for big c.&w. bands and one of the top Vegas gambling houses, the Golden Nugget, has a steady stream of c.&w. bandleaders and talent that keeps their entertainment lounge filled to capacity during their 21 hours of continuous shows daily. The Nugget uses five acts daily, and they are almost exclusively c.&w.

The Golden Nugget has featured, this past year, many of the top names in the business, including 13 weeks of Hank Thompson and his Brazos Valley Boys, 17 weeks of Bob Wills and his Texas Playboys, 18 weeks of Wanda Jackson and her Party Timers, and many other top drawing names—Jimmy Wakely, Pee Wee King, Judy Lynn to name only a few.

The Golden Nugget has become so popular as a showplace for top c.&w. bands that Hank Thompson recently recorded an album for

BMW 14th ANNUAL C&W DISK JOCKEY POLL

FAVORITE C&W ALBUMS

Position	Album	Label
1.	GIRLS, GUITARS AND GIBSON, Don Gibson	RCA Victor
2. (Tie)	SONGS OF THE FAMOUS CARTER FAMILY, Lester Flatt and Earl Scruggs	Columbia
	BUCK OWENS SINGS HARLAN HOWARD	Capitol
3.	HANK SNOW'S SOUVENIRS	RCA Victor
4.	ANYMORE, Roy Drusky	Decca
5.	MR. WORDS AND MR. MUSIC, Bob Wills and Tommy Duncan	Liberty
6.	TALL TALES AND SHORT TEMPER, Jim Reeves	RCA Victor
7.	FOGGY MOUNTAIN BANJO, Lester Flatt and Earl Scruggs	Columbia
8. (Tie)	FIRST COUNTRY COLLECTION OF WARREN SMITH	Liberty
	GOLDEN MEMORIES, George Morgan	Columbia
	GEORGE JONES SINGS HANK WILLIAMS	Mercury

FAVORITE C&W RECORDS

Position	Record & Artist	Label
1.	HELLO WALLS, Faron Young	Capitol
2.	I FALL TO PIECES, Patsy Cline	Decca
3.	DON'T WORRY ABOUT ME, Marty Robbins	Columbia
4.	SEA OF HEARTBREAK, Don Gibson	RCA Victor
5.	PO' FOLKS, Bill Anderson	Decca
6.	BIG BAD JOHN, Jimmy Dean	Columbia
7.	WALK ON BY, Leroy Van Dyke	Mercury
8.	IT'S YOUR WORLD, Marty Robbins	Columbia
9.	FOOLIN' AROUND, Buck Owens	Capitol
10.	WINDOW UP ABOVE, George Jones	Mercury

Capitol, direct from the Nugget stage. This is the first in person musical album ever recorded in the country field. The release date is October 30 and Capitol expects this to be one of Hank's biggest.

In pioneering such places as Salt Lake City's New Lagoon Amusement Park; Milwaukee's George Devine's Million Dollar Ballroom, Denver's Rainbow Ballroom, the Tom Archer and Prom chain through the Midwest, Country music through Western bands took a big step forward. It opened the

door for other country record acts to prove they too could do the box office in locations such as these.

Many of the top band leaders are big selling record artists themselves. Names such as Hank Thompson, Bob Wills, Tex Williams, and Pee Wee King have sold records into the millions of copies. This, as well as having a good musical organization, can only increase the prospects at the box office.

Because most of the bandleaders have always been interested in of-

(Continued on page 26)

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SLP-155

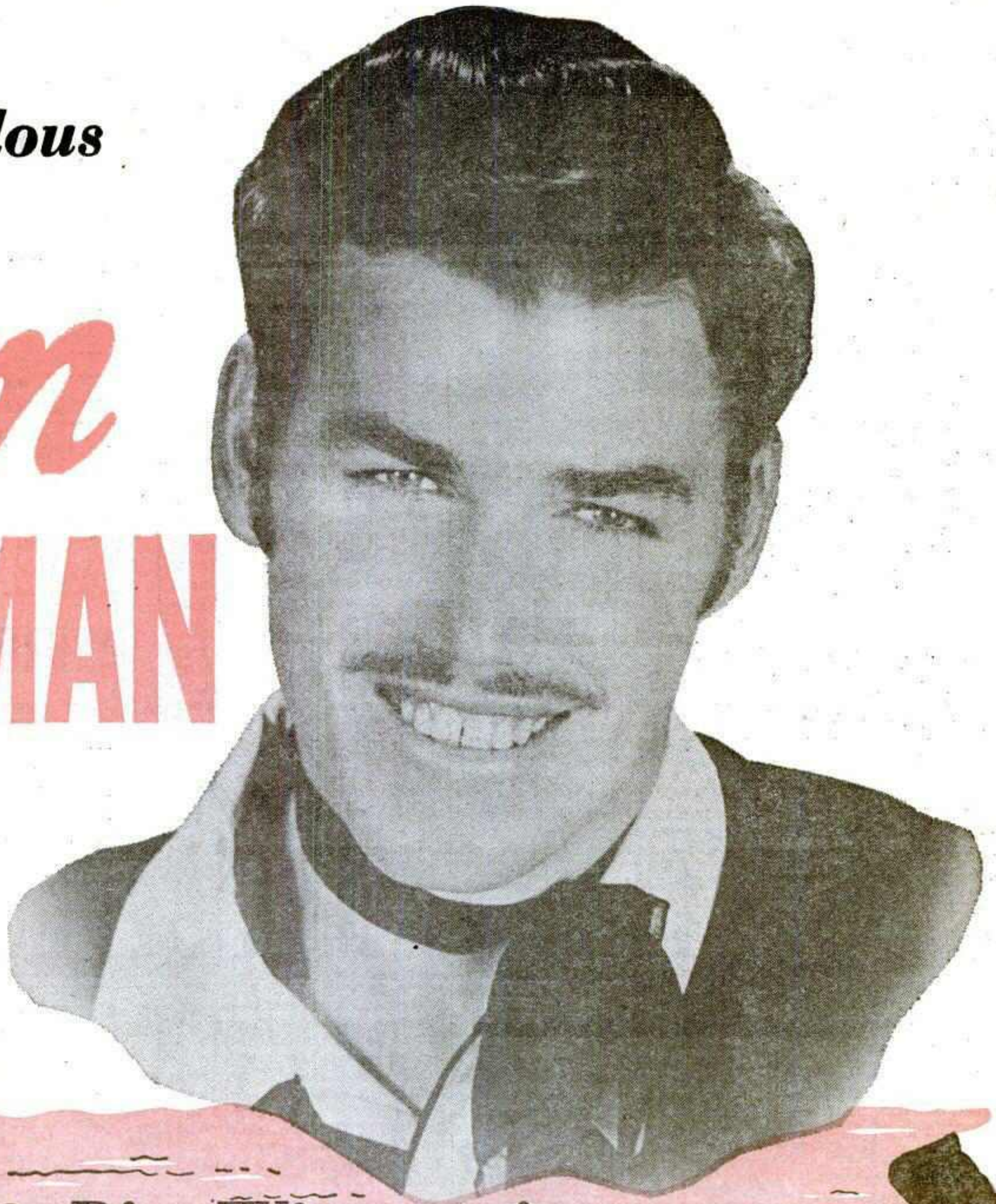
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Sparks Fly in Country Feud in Stars & Stripes

DARMSTADT, W. Germany—The U. S. Army's overseas newspaper, The Stars and Stripes, is embattled with the troops simply because it published a press association story critical of country and western music.

Although it is known that c.&w. is popular with the troops, even the military newspaper was unaware of the passions which an attack on country music could arouse.

On its entertainment page, Stars and Stripes guilelessly carried a United Press International story by Vernon Scott's UPI's Hollywood reporter, expressing his feeling about the TV show "Five Star Jubilee." Scott wrote: "Country singer Roy Acuff has a nice smile, but his voice is only slightly less pleasant, say, than running your fingers down a blackboard."

That did it. Stars and Stripes circulates from Iceland to Ethiopia and from Morocco to Saudi Arabia. Indignation welled up uniformly among U. S. troops and airmen deployed over this vast area. To mollify its irate readers, Stars and Stripes devoted nearly a page to printing the protests.

Majority sentiment was expressed by Technical Sergeant Paul J. Graupp, attached to a communications unit in Ethiopia, who wrote:

"I personally find the article distasteful and insulting. . . I know a lot of people within this small area who were angered by the article. Anyone who has the slightest idea of music, and the entertainment field as pertains to soldiers, should know how much this music means to each of us.

"The entire subject is in poor taste and the article itself was written by a man who seems to be as distant from the entertainment world as the article was from reality. If you can't say anything good about country music, the least you can do is not say anything bad."

Specialist 5 Arthur L. Ellis, an infantryman in Germany, conceded that "we hillbillies realize that we aren't the only people in the world," but Ellis pointed out:

"Not only are Carl Smith and Roy Acuff well-known country and western singers, but some of the songs mentioned were very big hits

in the late 1940's and early 1950. While Scott is quoting these songs, maybe he should try listening to one of Carl Smith's well-known songs, 'Live and Let Live.'

Makes Friends

"These men will make more friends with the songs they compose and sing than Scott will with his sarcastic statements about them."

The ATC Division penned a joint protest from its base at Rota, Spain: "We (the men of our division) are from different parts of the United States, including Pennsylvania, Wisconsin, Nebraska, California, Texas, Florida and New York. We ourselves do not enjoy all kinds of music, but we believe in 'live and let live.'"

Specialist 4 Dalton Thompson, writing from the quartermaster depot at Leghorn, Italy, protested: "I read your article about country music in today's paper. I don't think that was very sporting of you. Myself and a few others think that there is an apology due all country music lovers. I have loved country music all my life. I have heard people cut it down, but I think this is too much."

Pfc Landes expressed the Army's attitude in the matter. In the military's book c.&w. is part of America's heritage, part of the American way of life the troops are defending overseas.

To underscore its attitude, the Army has prohibited reference to country and western in official usage or even public discourse as "hick" or "hillbilly" music.

It may only be referred to as "country and western," "country," "Western," or "c.&w."—but nothing else, not even "mountain music," which the military views as a snide circumlocution of its ban on the terms "hick" and "hillbilly."

Senior Army Commanders, it was learned, have intervened on behalf of c.&w., declaring it symbolizes the American heritage and traditions and therefore has far greater impact on military morale than is realized.

The military's action was influenced by the astonishing West German acceptance of c.&w. West German radio stations are beginning to program c.&w. regularly, and at prime listening time.

Stage Set for WSM Music Fest

• Continued from page 15

the country music field, with all events, which run virtually around the clock, free to all those attending.

The festival officially kicks off Friday morning with WSM's opening breakfast at the Maxwell House Hotel, with Gov. Jimmy Davis of Louisiana, himself a prominent country artist, making the keynote address. His talk will be followed by a country music spectacular featuring stars of "Grand Ole Opry," after which the trade press will make their awards in the various categories.

Sen. Estes Kefauver will be the principal speaker at the Friday noon luncheon hosted by Dot Records. His subject will be "The Responsibility of the Deejay to the Youth of America." Other speakers at the Dot luncheon will be Gov. Buford Ellington of Tennessee, ex-governor of Tennessee Frank Clement, and Mayor Ben West of Nashville. Friday night, United Records and Pappy Daily will host a dance featuring the music of Merle Lindsay and his band.

The Saturday morning breakfast will again be sponsored by RCA Victor Records, with Steve Sholes and Chet Atkins playing host. With Don Law and Gene Ferguson in charge, Columbia Records will host the Saturday luncheon at the Maxwell House, with an array of Columbia country artists set to furnish entertainment for a 90-minute show.

A Daily Newspaper

Capitol Records, which will publish a daily newspaper during the run of the convention, will entertain at a buffet reception Saturday afternoon at the Andrew Jackson Hotel, with Ken Nelson as host for the occasion. Saturday night those attending the convention will be guests of WSM at Ryman Auditorium as "Grand Ole Opry" celebrates its 36th anniversary. Hospitality suites sponsored by the various record companies, music publishers and artists will be open to convention visitors throughout the run of the festival. Climaxing the fest will be Columbia Records' annual Kaffee Klatch at the Hotel Hermitage Sunday morning.

Live broadcasts will emanate from the lobby of the Andrew Jackson Hotel each day and will be fed to radio stations throughout the country.

Broadcast Music, Inc., will hold

BMW 14th ANNUAL C&W DISK JOCKEY POLL

FAVORITE SMALL C&W VOCAL GROUPS

Position	Artist	Label
1.....	THE WILBURN BROTHERS	Decca
2.....	THE LOUVIN BROTHERS	Capitol
3.....	LESTER FLATT & EARL SCRUGGS	Columbia
4.....	RUSTY & DOUG	Hickory
5.....	THE BROWNS	RCA Victor
6.....	TOMPAL & THE GLASER BROTHERS	Decca
7.....	WILMA LEE & STONEY COOPER	Hickory
8.....	JOHNNY & JACK	RCA Victor
9.....	LONZO & OSCAR	Starday
10.....	DON RENO & RED SMILEY	King

FAVORITE SONGWRITERS ARTISTS OF C&W JOCKEYS

Position	Songwriter	Publisher
1.....	HARLAN HOWARD	Pamper, BMI
2.....	BILL ANDERSON	Champion, BMI
3.....	JOHN LOUDERMILK	Cedarwood, BMI
4.....	WILLIE NELSON	Pamper, BMI
5.....	MARTY ROBBINS	Marizona, BMI
6.....	DON GIBSON	Acuff-Rose, BMI
7.....	BOUDLEAUX BRYANT	Acuff-Rose, BMI
8.....	ROGER MILLER	Tree, BMI
9.....	ROY DRUSKY	Lancaster, BMI
10.....	BUCK OWENS	Central, BMI

its annual dinner at the Belle Meade Country Club Thursday night (2), at which time Bob Burton, BMI vice-president, will present awards to the writers and publishers of the year's top country tunes. Owen Bradley's band will play for dancing.

CMA Dinner and Election

On Friday night (3), the Country Music Association will stage its annual dinner at the Hillwood Country Club, on which occasion the first three members of the

CMA's Hall of Fame will be announced. Supplying entertainment for the evening will be Homer and Jethro, the Jordanaires, the Anita Kerr Singers, Hank Thompson and His Brazos Valley Boys, Wanda Jackson, the Nashville Recording All-Stars and Bill Purcell.

The CMA will hold its third annual meeting at the Andrew Jackson Hotel Thursday morning, the session being devoted to the president's message and other items of business. Election of directors is scheduled for Thursday afternoon.

Congratulations & Welcome
 to Grand Ole Opry on your 36th Birthday!
 to all our dee jay friends!



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FARON YOUNG



BILL ANDERSON*



ROY DRUSKY*

*Exclusive writers for Moss Rose Publications

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THE GIRL THAT I AM NOW I WALKED AWAY FROM THE WRECK	LORETTA LYNN	31323
GIVE ME HEAVEN ALLIGATOR MAN	JIMMY NEWMAN	31324
I'M SO LONESOME DO I HAVE TO (Have A Reason)	CARL BELEW	31325
TIME CHANGES EVERYTHING SITTING ON TOP OF THE WORLD	JIMMIE DAVIS	31327

*...and thanks for your help in putting
these great records on the charts...*

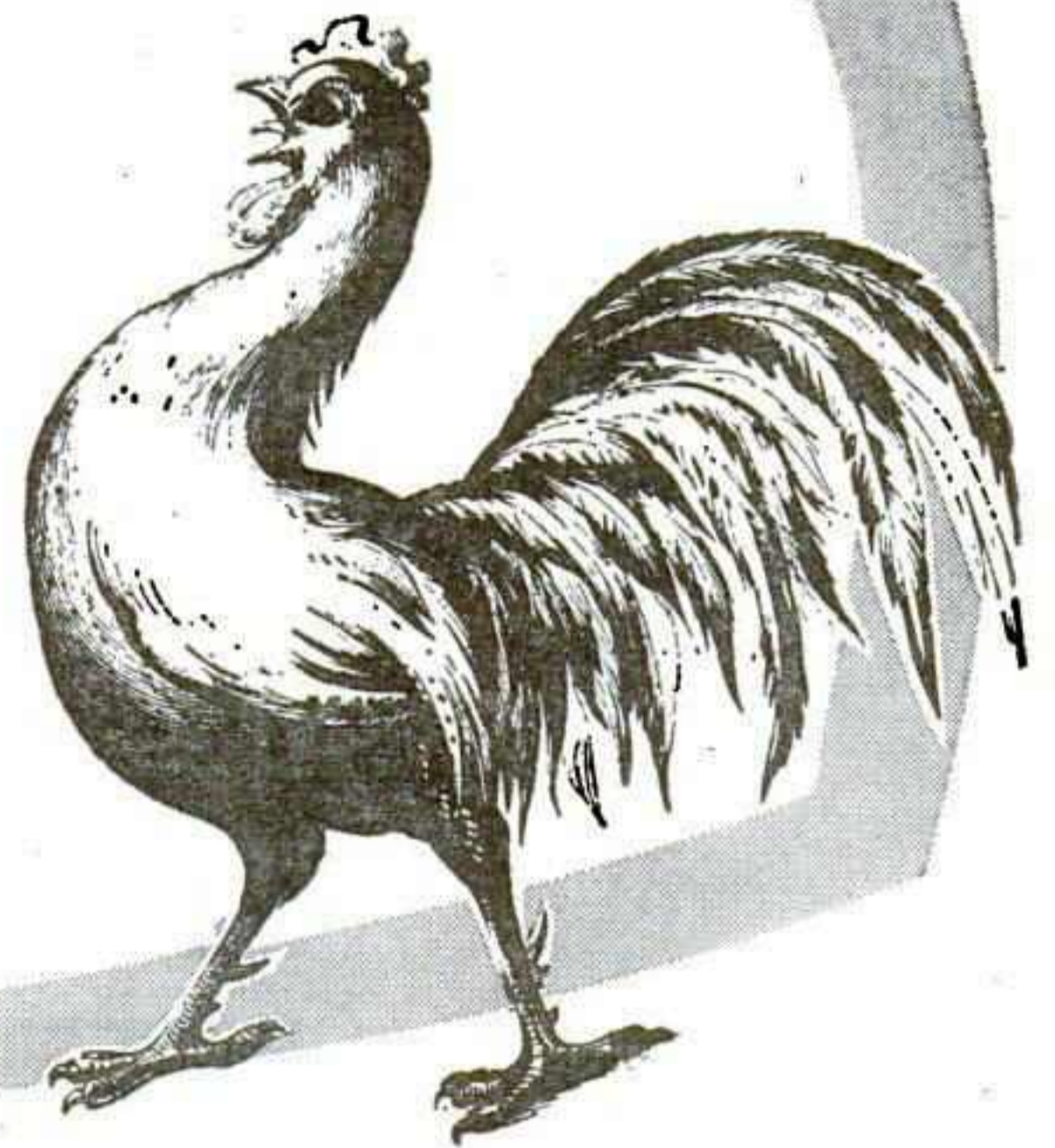
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Country &
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**Happy 36th
birthday to the
Grand Ole Opry!**

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PO' FOLKS	• BILL ANDERSON •	31262
I WENT OUT OF MY WAY		
I'VE GOT SOME	• ROY DRUSKY •	31297
I FALL TO PIECES	• PATSY CLINE •	31193
THROUGH THAT DOOR	• ERNEST TUBB •	31300
BE MINE AGAIN	• ERNEST ASHWORTH •	31292
CRAZY	• PATSY CLINE •	31317
BIG MAMOU	• JIMMY NEWMAN •	31281
HEARTBREAK, U.S.A.	• KITTY WELLS •	31246
OUR MANSION IS A PRISON NOW		
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MY BABY**

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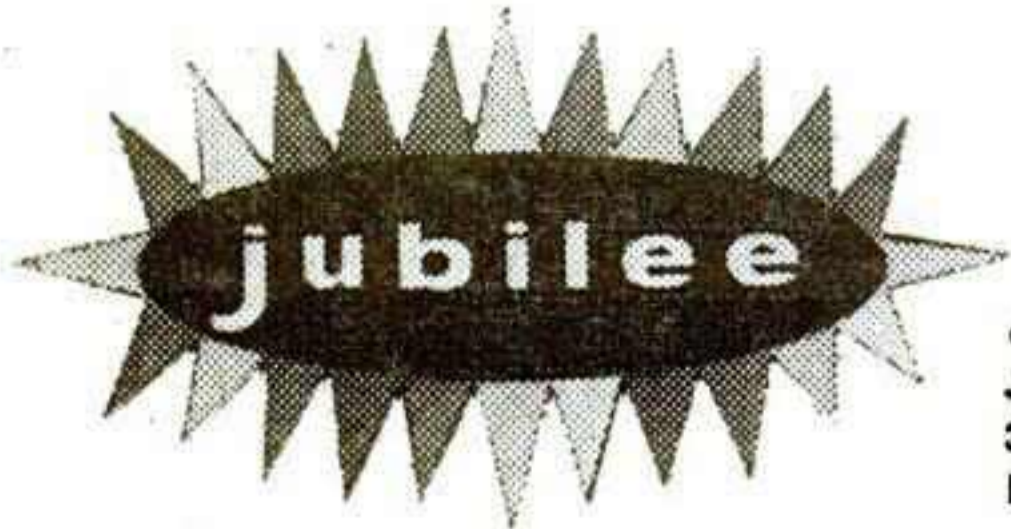
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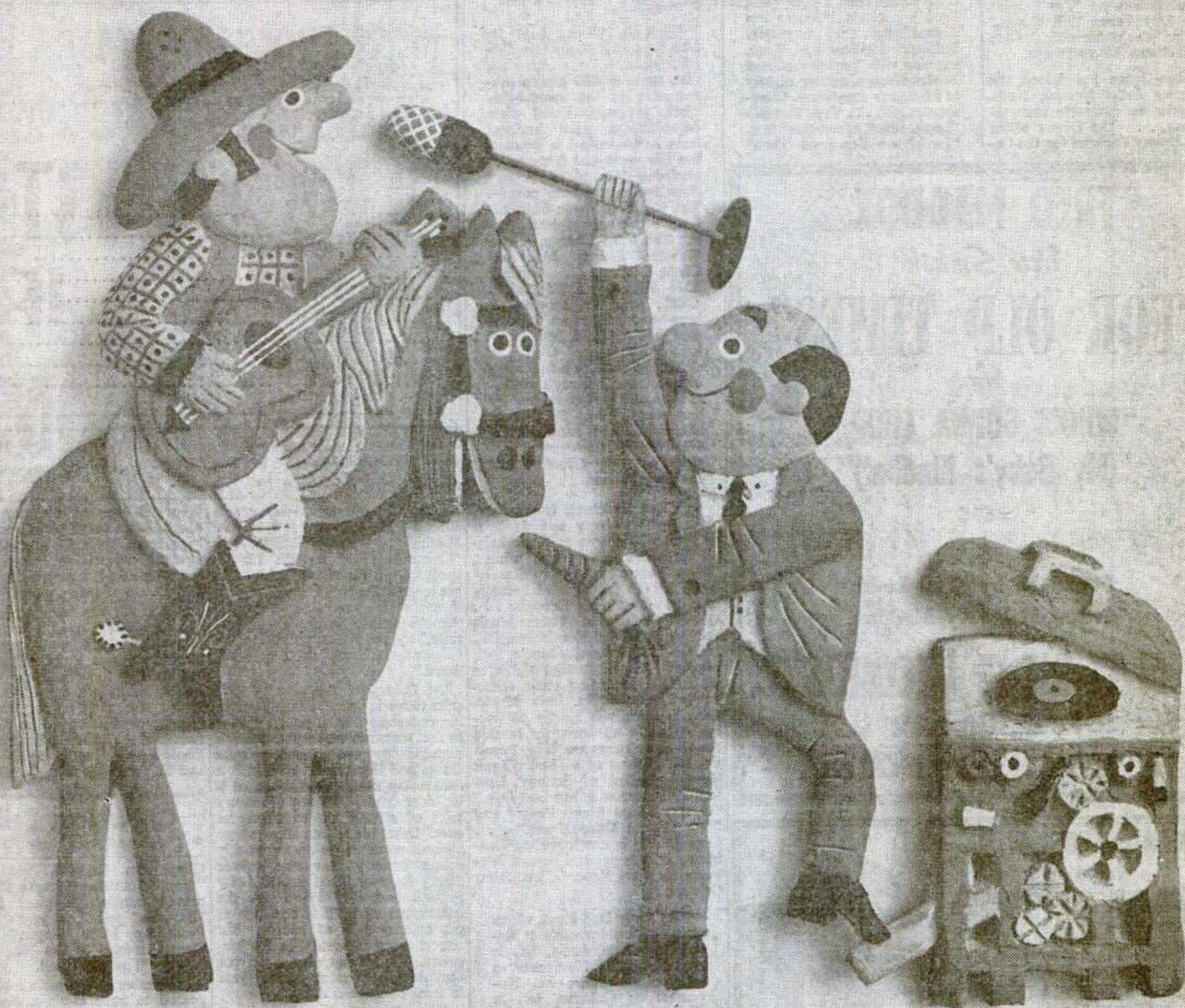
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FOLK TALENT & TUNES

By BILL SACHS

Harry (Hap) Peebles, Wichita, Kan., promoter, set a package comprising Ferlin Husky and band, Smiley Wilson, Norma Jean, George Morgan, Easmon Napier and the Plainsmen and Leon McAuliff and His Cimarron Boys for one-nighters at Omaha, Neb., October 19; Lincoln, Neb., October 20; St. Joseph, Mo., October 21, and Kansas City, Mo., October 22. . . . Gov. Jimmie Davis of Louisiana has just commissioned H. W. (Pappy) Daily a Louisiana colonel on the occasion of the latter's appointment as head of the c.&w. record department for United Artists. . . . Pee Wee King stopped off recently in Indianapolis for a visit with Bob Todd and Dick Good, of Station WGEE, to plug his new Briar Records release, which features Redd Stewart doing the vocal honors on "I'm Praying for the Day Peace Will Come," which Pee Wee wrote with the late Hank Williams 15 years ago.

Grandpa Jones has joined the Jim Denny Artist Bureau, Nashville, under an exclusive management pact. . . . The Denny office booked Jimmy Dickens for the Oc-

tober 17-21 period at the Four Seasons, new Aurora, Colo., club, which has just switched to a policy of using country music artists five days a week the year round. . . . Hawkshaw Hawkins showed his wares at the Flame Theater-Cafe, Minneapolis, October 23-28, set through the Jim Denny office.

One side of Jim Reeves' new RCA Victor release, "How Can I Write on Paper What I Feel in My Heart," was written by Danny Harrison, Don Carter and George Kent. . . . Fred Maddox, of the Maddox Brothers and Rose, has formed his own record company known as Flat-Get-It Records. Firm's initial releases are Maddox's "Who's Gonna Chop My Baby's Kindlin'" b.w. "For Old Times" and Freddy Rose's "Merry-Go-Round" b.w. "77 Louisiana Fiddles." Maddox and Rose, together with Vern Stovall and Bobby George, appear nightly at Maddox's Playhouse, Claremont, Calif. . . . Vern Stovall's "Long, Black Limousine" b.w. "Lovin' on Borrowed Time"

is reportedly still getting a lot of response for Crest Records. . . . New on the Crest label is Bobby George's "One Falling Star" b.w. "Nickel or a Dime."

RadiOzark Enterprises, country-music programming specialists with headquarters in Springfield, Mo., are readying a new promotional push on its Tennessee Ernie Ford, Red Foley and Smiley Burnette radio shows. Now that Ernie and Red are off network TV, the RadiOzark productions represent their only regular nationwide exposure outside of records. Smiley, enjoying his greatest popularity since his movie heydays of the '30's, thanks to the old Autry, Rogers and Starrett films being shown on television, continues as the king of the one-nighters, having played more than 61,000 to date.

Madison, Tenn., held its 10th Annual Hillbilly Day Celebration Saturday, October 14, with some 60,000 people participating in the around-the-clock program. Local civic organizations and business houses co-operated in promoting the event and features included a "Grand Ole Opry" show and a two-hour parade. The Madison Music Mart offered a two-hour show featuring Tall Paul Charon, Chase Webster, Beverly June and Clyde Beavers. . . . Beverly Mae Wilson, of El Cajon, Calif., presently sporting a brand-new release on the Impact label, "Till I Met You" b.w. "Lonesome Girl," is slated to bow with a follow-up in December. Beverly's material is written and composed by her uncle-agent, Robert A. Sherwood, and arranged by Gene LaMar. Background music is by Andy Giordino and the Blue Flames.

Ray Bell (Belcher), former bass player with Johnny and Jack, is on tour in Alabama and Mississippi, promoting his new release, "Blues Tavern" b.w. "Loveless Island," on the Queen label, recently reactivated by King Records. . . . Howard Vokes, of Vokes Music Publications, New Kensington, Pa., has assigned to Starday Music, Inc., Madison, Tenn., foreign rights to six of his recording songs. Starday's foreign outlet, Lark Music, Ltd., London, will handle publishing rights in all countries outside the U. S. A. Tunes are "This Prison I'm In," "Ghost of a Honky Tonk Slave," "Ballad of Johnny Horton," "Tomorrow Is My Last Day," "If This World Wants Peace" and "The Love I Once Knew." . . . Gene Burley is now covering Louisiana, Mississippi and part of Alabama for King Records, Inc., New Orleans.

The Andy Doll band, which maintains headquarters at Station KOEL, Oelwein, Ia., is routed through November as follows: Janesville, Ia., November 1; Oelwein, Ia., 2; Clear Lake, Ia., 3; Waterloo, Ia., 4; Prairie du Chien, Wis., 5; Decorah, Ia., 7; Marion, Ia., 8; Madison, Wis., 9; Janesville, Ia., 10; Muscoda, Wis., 11; Fort Dodge, Ia., 12; Spencer, Ia., 13; Janesville, Ia., 14; Worthington, Ia., 15; Waterloo, Ia., 16; Fennimore, Wis., 17; Guttenberg, Ia., 18; La Crosse, Wis., 19; Fort Dodge, Ia., 23; Dubuque, Ia., 24, and Decorah, Ia., 25. Band personnel comprises Larry Smith, Pee Wee Cherrier, Harv Frederick, Daddio Bradley, Carlos Freymiller and Andy Doll.

Mabelene Baker, handling pro-
(Continued on page 52)

BMW 14th ANNUAL C&W DISK JOCKEY POLL

MOST PROMISING FEMALE ARTISTS OF C&W JOCKEYS

Position	Artist	Label
1.....	LORETTA LYNN	Decca
2.....	MARGIE BOWES	Hickory
3.....	SUE THOMPSON	Hickory
4.....	MARGIE SINGLETON	Starday
5.....	JEANNE BLACK	Capitol
6.....	DOTTIE WEST	Starday
7.....	JONIE MOSBY	Challenge

MOST PROMISING MALE ARTISTS OF C&W JOCKEYS

Position	Artist	Label
1.....	WARREN SMITH	Liberty
2.....	CLAUDE GRAY	"D"
3.....	LEROY VAN DYKE	Mercury
4.....	BOBBY EDWARDS	Crest
5.....	ROGER MILLER	RCA Victor
6.....	RAY SANDERS	Liberty
7.....	ERNEST ASHWORTH	Decca
8.....	RALPH EMERY	Liberty
9.....	CLAUDE KING	Columbia

Country Disk Acts Keep Selling

• Continued from page 18

Around," by Margaret Whiting and Jimmy Wakely; "What It Was Was Football," by Andy Griffith; and "Knoxville Girl," by the Louvin Brothers. In the album field, there are many sellers for Capitol, among them such venerable titles as "Smoke Smoke Smoke That Cigarette," by Tex Williams and Martha Carson's "Church in the Wildwood."

At Columbia, the country disk sales curve is described as "stretching out almost indefinitely." Year in and year out, we continue to sell material by the Chuck Wagon Gang and Flatt and Scruggs," a spokesman said. "And much of it is older stuff. Johnny Horton's sales of albums are as strong as ever. Other big sellers, all of whose albums continue to move briskly across country counters, include Marty Robbins, Carl Smith, Lefty Frizzell and Ray Price. As the spokesman said, "You continue to get country hits of course. But almost more important is the longevity. There's not even a 15 per cent decline in sales year to year in most of these albums."

King Records too, has shown much strength when it comes to country re-issues. Much of the King library and that of Four Star, which King acquired only three

years ago, is on old lacquer masters. Most of this catalog has now been transferred to tape and through modern engineering, much of it has been as a King executive put it "de-clicked and de-popped."

The result has been a continual outpouring of King and Audio Lab (low price) LP's by such long-established names as Reno and Smiley, the Stanley Brothers, Cowboy Copas, Moon Mullican, Homer and Jethro, the Osborne Brothers, Hawkshaw Hawkins, the Carlisle Brothers, the Maddox Brothers and Rose, Ferlin Husky, Webb Pierce and T. Texas Tyler.

C&W. Jock Poll

• Continued from page 15

Cline, Jan Howard, last year's "Most Promising Female Singer," moved into eighth place in the "Favorite" poll. Last year's "Most Promising Male Singer," Buck Owens, moved to the No. 4 slot on the "Favorite" poll.

A number of the indie labels appeared to have made a deep imprint in the country field with their artists. Liberty placed three artists on the "Most Promising Male Singer" list, including Warren Smith, Ray Sanders and Ralph Emery plus Shirley Collie on the "Favorite Female Singer" chart. Hickory placed Margie Bowes and Sue Thompson on the "Most Promising" list and Rusty and Doug, and Wilma Lee and Stony Cooper on the "Favorite Vocal Groups" list. Starday, Challenge, Crest and "D" also had artists up there. The major labels, Victor, Decca, Capitol, Columbia, Mercury, were still mighty strong in the field, with Capitol Records having an exceptionally good year for its country roster.

Las Vegas Bonanza

• Continued from page 20

fering the public quality entertainment, the Western band has not only played a very important part in helping to develop the c.&w. industry, it will continue to do so—that's why each year these top band-leaders continue to rack up big money grosses, and add thousands of new fans to the country and western fold.

FRED MADDOX

New Smash

"FOR OLD TIMES"

b/w

"WHO'S GONNA CHOP
(My Baby's Kindlin')"

#696

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Produced by Toni Ladd
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WITH THE COUNTRY JOCKEYS

By **BILL SACHS**

Clyde Beavers reports from Nashville that his new Decca release, "I Ain't Gonna Drink No More" b.w. "I Wanted Heaven," is taking off bigger than his "Here I Am Drunk Again," which was his biggest to date. He invites jockeys to write in for a sample. His address is 220 Rockland Road, Hendersonville, Tenn. . . . Slick Norris reminds deejays to write to **Don Blocker**, Liberty Records, 6920 Sunset Boulevard, Hollywood 28, for a copy of Warren Smith's LP titled "The First Country Collection of Warren Smith." "If you don't get results," says Slick, "please let me know." Norris' address is P. O. Box 653, Highlands, Tex. "I still have some sample tapes on Rusty Productions' c.&w. jingles," continues Slick. "If your boss hasn't received a sample, and is interested, have him drop me a note. They are a must."

Jim Birger Jr., who spins a c.&w. seg from 5-7 p.m., Monday through Saturday, over **KROP**, Brawley, Calif., typewrites: "My show is the largest country and western program in the Imperial Coachella and Yuma valleys of California and Arizona, and with a larger library I would stand a good chance of getting more time. My record supply is very low." . . . Red Jones, of **KWKH**, Shreveport, La., is now piloting "All-Time Country Hit Parade" on Saturdays from 7-8 p.m. This is followed by "Louisiana Hayride" and "Red River Round-Up," piloted by jocks Nat Stuckey, Bob Stoner, Norm Baile and program director Frank Page. Stuckey spins the country wax during the week on the 50,000-

watter, and is quite a singer in his own right.

Copies of Beverly Mae Wilson's new release on the Impact label, "Till I Met You" b.w. "Lonesome Girl," are available by writing on your station's letterhead to her personal manager, **R. A. Sherwood**, 1151 Persimmon, El Cajon, Calif. . . . **Jim Whitlock**, the Singing Cherokee who spins a three-and-a-half-hour c.&w. show, seven days a week over **KBUB**, Sparks, Nev., has out one of his own releases which he'll be pleased to mail to jocks who write in. At the same time, Jim puts in a plea for records from the artists and diskeries. . . . **Connie Hall** still has available samples of her latest Decca release, "The Key to Your World" b.w. "What Pleasure," which she'll be pleased to send to deejays who may have been missed in the mailing. Put your request on your station's letterhead. Her address is 5 West Maple, Fort Mitchell, Ky. The record has hit the No. 1 slot on a number of c.&w. stations in recent weeks and at present is creating considerable interest in the Indianapolis area.

Cahan's New Label: Lescay

NEW YORK—Les Cahan, proprietor of Beltone Records, has debuted a new label, to be known as **Lescay Records**. The new division of Beltone kicks off with two new singles by the Carnations and Barbara J. and the Silver Slippers. Unlike Beltone, which is distributed through King, Lescay will be handled through indie distributors. Otis Pollard, who does promotion for Beltone, will operate in the same capacity for Lescay.

D. C. Fallout Scene

• Continued from page 2

Changes in neighborhood residents are another factor the dealer has to watch. George Shelton at Circle K said they'd had a good trade in progressive jazz, but sales began to taper off when that particular group of steady customers began moving out of the area.

In Washington, always extremely news conscious, Mr. K's Megatons subdued the entire area and depressed sales. Among the newer climbers, "Young Boy Blues," by Ben E. King on Atco, sold well, as did Ernie K-Doe's "A Certain Girl" on Minit. Distributor troubles held up sales of "I'll Never Stop Wanting You," by Brian Hyland on ABC, and "Walk On By," by Leroy Van Dyke on Mercury.

"Big Bad John" is still big here, although dealer Perkins, of Fairfax Radiocraft S.E., said he was unable to get the tune for three solid weeks. He is also unable to fill his customer requests for the Hyland and Van Dyke records, and can't get Johnny Mathis' "Wasn't the Summer Short."

Also big in Washington are "Big John," by the Shirelles on Scepter, and "Anybody But Me," by Brenda Lee on Decca. Doing well here are "Greetings," by the Valadiers; "Impossible," by Gloria Lynne; "Bright Lights, Big City," by Jimmy Reed on Vee Jay; "Love, I'm So Glad I Found You," by the Spinners on T-P, and both sides of the Jackie Wilson disk, "My Heart Belongs Only to You" and "The Way I Am," on Brunswick.

Atlantic Post to Shulman

NEW YORK—Moe Schulman has joined Atlantic Records as promotion man for New York and the East Coast. He will headquarter in New York City and supplement the promotion work of Atlantic staffers Larry Maxwell and Norm Rubin.

Columbia Cutting New York Revues

NEW YORK—Columbia Records has landed two local cabaret revues and is cutting them shortly for album release. One is the new Julius Monk show at his "Upstairs at the Downstairs" called "Seven Come Eleven." The other is a tab revue at the Camelot, which features Rodgers and Hart songs woven into a show titled "Too Good for the Average Man." Both revues received strong notices from the daily press when they opened last month.

Mills HIT REMINDERS

ROCK-A-BYE YOUR BABY WITH A DIXIE MELODY
 JUDY GARLAND • Capitol
 ARETHA FRANKLIN • Columbia

FOR ME AND MY GAL
 FREDDY CANNON • Swan


SHOES b/w LA FEMME
 LENNIE MARTIN & His Orch. Robbe

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 ATTRACTIVE IDENTICAL TWIN GIRL SINGERS FOR TOP NIGHT CLUB ACT must be no more than 5 ft. 3 in. Age 18-24
 Send pictures and resumes to
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THE JIVE FIVE




NEVER, NEVER

B-1014

Bookings:
SHAW ARTISTS



BOBBY LEWIS



WHAT A WALK

B-1015

Bookings:
GAC

BELTONE RECORDS 1650 Broadway, N. Y. C.
 Distributed Nationally by King Records

ALBUM PROGRAMMING & BUYING GUIDE

TOP LP's BY CATEGORY

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

VOCAL LP's

Title (Label) (Stereo) Mono Top LP Rank

Male Vocalists

All the Way (Cap)	71
Paul Anka Sings His Big 15, (ABC)	36
● PAUL ANKA SINGS HIS BIG 15, Vol. II (ABC)	80
Belafonte at Carnegie Hall (RCA)	(29) 41
● BOLL WEEVIL SONG AND 11 OTHER GREAT HITS (MER)	121
Come Swing With Me (Cap)	(40) 30
Bobby Darin Story (Atco)	39
Heavenly (Col)	51
● HELL BENT FOR LEATHER (COL)	90
● HITS OF THE ROCKIN' 50's (LIB)	125
Buddy Holly Story (Cor)	128
Hymns (Cap)	94
Johnny's Greatest Hits (Col)	31
Johnny's Moods (Col)	135
● JUMP UP CALYPSO (RCA)	(10) 4
● LOVE SWINGS (ATCO)	119
Moody River (Dot)	73
● MY KIND OF GIRL (WAR)	113
Nice 'N' Easy (Cap)	115
● PORTRAIT OF JOHNNY (COL)	(7) 2
● JIMMY REED AT CARNEGIE HALL (V-J)	66
Rick Is 21 (Imp)	62
Ring-A-Ding Ding (Rep)	137
● RYDELL AT THE COPA (CAMEO)	56
Sinatra Swings (Rep)	(21) 20
● SING TO ME, MR. C (RCA)	(50) 133
Something for Everybody (RCA)	(36) 18
● WHOLE LOTTA FRANKIE (CHAN)	104

Female Vocalists

All the Way (Dec)	17
At Last (Argo)	123
● BASIN ST. EAST PROUDLY PRESENTS MISS PEGGY LEE (CAP)	84
Emotions (Dec)	74
Connie Francis Sings Jewish Favorites (MGM)	145
Connie's Greatest Hits (MGM)	76
● HE NEEDS ME (EVEREST)	109
● I HAVE DREAMED (COL)	96
● I'M GLAD THERE IS YOU (EVEREST)	60
Judy at Carnegie Hall (Cap)	(1) 1
Mock the Knife (Ver)	138
● NEVER ON SUNDAY (MGM)	103
Roarin' 20's (WB)	100
● SPECIAL DELIVERY (RCA)	134
● THIS LITTLE BOY OF MINE (EVEREST)	102
● TIMI YURO (LIB)	99

Duos and Groups

● COLORFUL VENTURES, THE (DOLTON)	139
Encore of Golden Hits (Mer)	50
● FOUR PREPS ON CAMPUS, THE (CAP)	(25) 8
From the Hungry I (Cap)	79
Goin' Places (Cap)	(22) 27
Here We Go Again (Cap)	116
● HIGHWAYMEN (UA)	53
Kingston Trio (Cap)	89
● KINGSTON TRIO CLOSE UP, THE (CAP)	(34) 24
● LIMELITERS, THE (ELEKTRA)	(43) 45
Make Way (Cap)	70
● SLIGHTLY FABULOUS LIMELITERS (RCA)	(41) 25
Tonight in Person (RCA)	44
● VENTURES, THE (DOLTON)	130
● WEAVERS AT CARNEGIE HALL (VAN)	131

Choruses

Fireside Sing Along With Mitch (Col)	46
Folk Song Sing Along With Mitch (Col)	111
Happy Times Sing Along With Mitch (Col)	124
Memories Sing Along With Mitch (Col)	85
More Sing Along With Mitch (Col)	77
Saturday Night Sing Along With Mitch (Col)	106
Sentimental Sing Along With Mitch (Col)	86
Sing Along With Mitch (Col)	(12) 19
● SONGS OF THE NORTH AND SOUTH (COL)	(47) 28
TV Sing Along With Mitch (Col)	(20) 28
● YOUR REQUEST SING ALONG WITH MITCH (COL)	(6) 12

Mixed Voices

Oldies But Goodies (OS)	40
Oldies But Goodies, Vol. III (OS)	16

COMEDY LP's

● AIN'T THAT WEIRD (RCA)	21
● BEHIND THE BUTTON-DOWN MIND OF BOB NEUHART (WB)	101
Button-Down Mind of Bob Newhart (WB)	42
Button-Down Mind Strikes Back (WB)	57
Stan Freberg Presents The U. S. A. (Cap)	68
Here's Jonathan (Ver)	55
In Living Black and White (Colpix)	146
Inside Shelley Berman (Ver)	87
Jose Jimenez at the Hungry I (Kapp)	5
Knocker's Up (Jub)	14
● MOMS MABLEY AT PLAYBOY CLUB (CHESS)	147
Moms Mabley at the U. N. (Chess)	72
● MURRAY THE "K's" SING ALONG WITH THE ORIGINAL GOLDEN GASSERS (ROULETTE)	63

Title (Label) (Stereo) Mono Top LP Rank

Rejoice Dear Hearts (RCA)	95
Sinsational (Jub)	49
Songs for Sinners (Jub)	83

INSTRUMENTAL LP's

Mood and Dance

Calcutta (Dot)	(15) 35
Ebb Tide and Other Instrumental Favorites (Dec)	(27) 33
● GOLDEN WALTZES (DOT)	(39) 126
Italia Mia (Lon)	112
Mr. Lucky Goes Latin (RCA)	143
● MUCHO GUSTOI (COL)	(49) 54
● NEW PIANO IN TOWN (RCA)	54
Orange Blossom Special and Wheels (Dot)	141
Piano Forte (RCA)	142
● SATIN AFFAIR (CAP)	144
Say It With Music (Col)	93
● SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. III (POPULAR) (RCA)	6
● SOMEBODY LOVES ME (COL)	(19) 29
● SONGS OF THE SOARING 60's (KAPP)	(37) 52
Stars for a Summer Night (Col)	(4) 26
● TOUCH OF ELEGANCE, A (COL)	150
Yellow Bird (Life)	(18) 82
Yellow Bird (Dot)	(13) 15
● YELLOW BIRD (KAPP)	149

Jazz

● RAY CHARLES AND BETTY CARTER (ABC)	64
● MILES DAVIS, IN PERSON FRIDAY NIGHT AT THE BLACKHAWK, SAN FRANCISCO, VOL. I (COL)	92
Dreamstreet (ABC)	59
Exodus to Jazz (VJ)	(14) 37
Pete Fountain's New Orleans (Cor)	88
Genius of Ray Charles (Atl)	110
Genius Plus Soul Equals Jazz (Impulse)	67
● HE'S THE KING (RCA)	61
Al Hirt, Greatest Horn in the World (RCA)	(30) 69
Time Out (Col)	(17) 13
What'd I Say (Atl)	91

Teen Beat

Dance Till a Quarter to Three (LeGrand)	32
● LET'S TWIST AGAIN (RCA)	122
On the Rebound (RCA)	122

Percussion and Sound

● BIG BAND PERCUSSION (LON)	(33)
● MELODY AND PERCUSSION FOR 2 PIANOS (LON)	(44) 117
● PASS IN REVIEW (LON)	(28)
● PERCUSSION OOM PAH (LON)	(42)
Persuasive Percussion, Vol. I (Com)	(11)
Provocative Percussion, Vol. I (Com)	(32)
● STEREO 35/MM (COM)	(2)

SHOW MUSIC

Original Cast

Camelot (Col)	(3) 3
Carnival (MGM)	(31) 38
Fiorella (Cap)	75
Gypsy (Col)	97
Music Man (Cap)	78
My Fair Lady (Col)	(26) 43
The Sound of Music (Col)	(5) 7
South Pacific (Col)	58
Unsinkable Molly Brown (Cap)	108
West Side Story (Col)	(38) 48
Wildcat (RCA)	140

Sound Track

Ben-Hur (MGM)	118
● BLUE HAWAII (RCA)	(48) 10
Exodus (RCA)	(23) 34
● FANNY (WB)	148
G. I. Blues (RCA)	(46) 23
● GUNS OF NAVARONE, THE (COL)	120
Never on Sunday (UA)	(9) 11
● PARENT TRAP (VISTA)	127
● PARRISH (WB)	105
South Pacific (RCA)	(35) 107
● WEST SIDE STORY (COL)	81

Music From Musicals, Films and TV

● BREAKFAST AT TIFFANY'S (RCA)	(45) 47
Film Encores (Lon)	114
Great Motion Picture Themes (UA)	(8) 22
Music From Exodus and Other Great Themes (Lon)	(24) 136
● WEST SIDE STORY (CAP)	98

CLASSICAL & SEMI-CLASSICAL LP's

● RODGERS: VICTORY AT SEA, VOL. III (RCA)	(16) 65
Sixty Years of Music America Loves Best, Vol. II (RCA)	132
● SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. III (CLASSICAL) (RCA)	9

Reviews of New Albums

The pick of the new releases:



Strongest sales potential of all albums reviewed this week.

Pop

THE 12 GREATEST SONGS EVER WRITTEN

The International Pop Orchestra. Cameo C-2003—This second edition by this 110-man ensemble is packed in a classy, book-fold manner, with an interesting die-cut cover which should bring considerable attention. Beyond that the unusually lush and well-recorded arrangements (put together by Don Costa) are getting heavy airplay on numerous stations. Also, the label has blue-printed a major ad and promotion campaign to launch the set. These factors can combine to produce a lot of activity.

ALWAYS YOU

Robert Goulet. Columbia CS 8476 (Stereo & Monaural)—Young Goulet, one of the stars of Broadway's "Camelot," has a sock package in this, his first LP. It merits strong deejay exposure. The artist already has quite a following as the result of his appearances on Ed Sullivan's TV show. Selections, all wrapped up in a rich, feelingful baritone, include "The Lamp Is Low," "Strange Music," "The Breeze and I," and other poignant oldies.

I FEEL SO SPANISH!

Eydie Gorme. United Artists UAS 6152 (Stereo & Monaural)—The thrush is in fiery vocal form on this collection of Latin themes. Vocalizing equally well in Spanish and English, Miss Gorme is properly emotional and dramatic on "Granada," "Frenesi," "Adios," "Perfidia," and similar items. A sock deejay package for programming.

BRISTOL STOMP

The Dovells. Parkway P 7006—The Dovells are currently very hot with their waxing of "Bristol Stomp" and this album, containing the tune, could put them on the album chart. In addition to their hit they sing "Out in the Cold Again," "Foot Stompin'" and "Let's Twist Again." Strong teen wax.

Jazz

BOSS TENORS, GENE AMMONS, SONNY STITT; STRAIGHT AHEAD FROM CHICAGO, AUGUST, 1961

Verve V-8426—The two top tenor saxists team up for some first-rate blowing on this set. Ammons and Stitt play five tracks, all told, and each is in a medium or medium up-tempo. Besides a healthy sampling of blues, the tracks also contain swinging versions of "No Greater Love" and "Autumn Leaves." Reputations of both jazzmen should get this album action in areas where they normally sell well.

A STUDY IN FRUSTRATION—THE FLETCHER HENDERSON STORY (4-12")

Columbia C4L 19—Columbia's John Hammond has dug deep in the vaults to come up with this wonderful four-record tribute to the late Fletcher Henderson. The disks contain 64 sides by the Fletcher Henderson ork covering the years 1923 through 1938. The sides contain such great titles as "Wang Wang Blues," "Sugarfoot Stomp," "Christopher Columbus," and "Stealin' Apples." Fine album for the connoisseurs, with fullsome notes by Frank Driggs. Set is the definitive Henderson and should sell for years.

Folk

JOAN BAEZ, VOL. II

Vanguard VSD 2097 (Stereo & Monaural)—This second volume of folk songs by Joan Baez is a most moving series of 14 tracks. It should solidly establish the young lady as one of the top-ranking newcomers to the folk market. Her taste, choice of material and delivery are impeccable and her voice has a purity that should reach even the most casual listener. She accompanies herself throughout and is joined by the Greenbrier Boys on two tracks. Stirring wax.

Children

WALT DISNEY PRESENTS THE GREAT COMPOSER

Camarata. Disneyland ST 3915—Of the many attempts to provide children with recorded data on great composers and their music, this is one of the most successful, albeit only brief treatment can be given on one disk to eight composers: Bach, Haydn, Mozart, Beethoven, Mendelssohn, Chopin, Brahms and Tchaikovsky. Excerpts of their music are interspersed ably with narration, but also their most important innovations are illustrated simply and clearly.

(Continued on page 49)

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

"Jerry Herman has composed a splendid score... sung excellently by Robert Weede and Mimi Benzell."

WATTS N.Y. POST

"Sumptuous, melodic and rousing... Jerry Herman ballads (are) very haunting."

McCLAIN N.Y. JOURNAL-AMERICAN

"Striking, spectacular production. You don't often get voices like those of Robert Weede and Mimi Benzell on Broadway."

COLEMAN N.Y. MIRROR

"Taste and imagination... heartwarming... as for Molly Picon, what a spirited charmer she is!"

TAUBMAN N.Y. TIMES

"Charming cast... good music and lyrics... admirable voices."

CHAPMAN N.Y. DAILY NEWS

"Has the sunniness of a travel poster and, when it is singing, the bursting energy of a whole town meeting the boat."

KERR N.Y. HERALD TRIBUNE

"Everything about the show is entertaining. Makes you want to stand and cheer."

NADEL N.Y. WORLD TELEGRAM



7 out of 7 rave reviews!

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Available in Living Stereo and Monaural Hi-Fi. Also from "Milk and Honey," two hot singles: THE LIMELITERS, "Milk and Honey," #7942... ROBERT WEEDE, "Shalom," c/w MIMI BENZELL, "As Simple As That," #7937. Both available in 45 and 33.

★ 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. **▲** Indicates that 33 1/3 r.p.m. stereo single version is available.

THIS WEEK	1	2	3	4	TITLE	Artist, Label & Number	Weeks On Chart
1	1	2	4		RUNAROUND SUE	Dion, Laurie 3110	6
2	2	3	5		BRISTOL STOMP	Dovells, Parkway 827	8
3	3	8	17		BIG BAD JOHN	Jimmy Dean, Columbia 42175	5
4	4	1	1		HIT THE ROAD JACK	Ray Charles, ABC-Paramount 10244	8
5	7	12	12		I LOVE HOW YOU LOVE ME	Paris Sisters, Gregmark 6	9
6	5	7	18		SAD MOVIES (Make Me Cry)	Sue Thompson, Hickory 1153	9
7	9	10	14		YA YA	Lee Dorsey, Fury 1053	8
8	8	13	9		LET'S GET TOGETHER	Hayley Mills, Vista 385	9
9	10	14	22		THE FLY	Chubby Checker, Parkway 830	6
10	6	11	13		THIS TIME	Troy Shondell, Liberty 55353	7
11	17	23	45		TOWER OF STRENGTH	Gene McDaniels, Liberty 55371	5
12	12	9	10		MEXICO	Bob Moore, Monument 446	12
13	16	5	6		YOU MUST HAVE BEEN A BEAUTIFUL BABY	Bobby Darin, Atco 6206	9
14	19	25	32		(He's My) DREAMBOAT	Connie Francis, MGM 13039	6
15	11	4	2		CRYIN'	Roy Orbison, Monument 447	12
16	18	19	24		SWEETS FOR MY SWEET	Drifters, Atlantic 2117	8
17	21	31	36		FOOL #1	Brenda Lee, Decca 31309	5
18	24	24	46		YOU'RE THE REASON	Bobby Edwards, Crest 1075	10
19	13	15	16		THE WAY YOU LOOK TONIGHT	Lettermen, Capitol 4586	9
20	14	18	19		LOOK IN MY EYES	Chantels, Carlton 555	10
21	27	39	54		A WONDER LIKE YOU	Rick Nelson, Imperial 5770	5
22	23	20	28		DON'T BLAME ME	Everly Brothers, Warner Bros. 5501	6
23	20	33	42		I UNDERSTAND (Just How You Feel)	G-Clefs, Terrace 7500	7
24	33	41	59		BIG JOHN	Shirley, Scepter 1223	5
25	28	32	37		FOOT STOMPIN' (Part 1)	Flares, Felsted 8624	9
26	22	34	39		EVERLOVIN'	Rick Nelson, Imperial 5770	5
27	25	26	26		STICK SHIFT	Duals, Sue 745	8
28	15	6	3		TAKE GOOD CARE OF MY BABY	Bobby Vee, Liberty 55354	13
29	44	58	79		HEARTACHES	Marcel's, Colpix 612	4
30	37	43	29		CANDY MAN	Roy Orbison, Monument 447	10
31	31	38	58		ANYBODY BUT ME	Brenda Lee, Decca 31309	5
32	32	27	33		MY TRUE STORY	Jive Five, Beltone 1006	18
33	30	35	52		PLEASE MR. POSTMAN	Marvelettes, Tamla 54046	9
34	34	17	8		LITTLE SISTER	Elvis Presley, RCA Victor 7908	11

THIS WEEK	1	2	3	4	TITLE	Artist, Label & Number	Weeks On Chart
35	42	28	31		SO LONG BABY	Del Shannon, Big Top 3083	7
36	29	40	43		I REALLY LOVE YOU	Stereos, Cub 9095	6
37	39	42	44		WHAT A PARTY	Fats Domino, Imperial 5779	5
38	38	46	25		TAKE FIVE	Daye Brubeck, Columbia 41479	8
39	43	50	67		MOON RIVER	Jerry Butler, Vee Jay 405	4
40	26	16	7		THE MOUNTAIN'S HIGH	Dick and Deedee, Liberty 55350	14
41	49	77			SEPTEMBER IN THE RAIN	Dinah Washington, Mercury 71876	3
42	59				SCHOOL IS IN	Gary (U. S.) Bonds, LeGrand 1012	2
43	51	67	76		PLEASE DON'T GO	Ral Donner, Gone 5114	6
44	46	48	71		HOLLYWOOD	Connie Francis, MGM 13039	6
45	65				CRAZY	Patsy Cline, Decca 31317	2
46	62	68	89		ROCK-A-BYE YOUR BABY WITH A DIXIE MELODY	Aretha Franklin, Columbia 42157	4
47	53	51	41		MOVIN'	Bill Black's Combo, HI 2038	6
48	69	88			GOODBYE CRUEL WORLD	James Darren, Colpix 609	3
49	66	84			TONIGHT	Ferrante & Teicher, United Artists 373	3
50	54	60	78		JUST OUT OF REACH (of My Two Open Arms)	Solomon Burke, Atlantic 1114	7
51	45	52	60		IT'S JUST A HOUSE WITHOUT YOU	Brook Benton, Mercury 71859	5
52	60	76			I WANT TO THANK YOU	Bobby Rydell, Cameo 201	3
53	54	81			GOD, COUNTRY AND MY BABY	Johnny Burnette, Liberty 55279	3
54	68	90	93		MOON RIVER	Henry Mancini, RCA Victor 7916	4
55	41	22	21		(Marie's the Name) HIS LATEST FLAME	Elvis Presley, RCA Victor 7908	10
56	47	49	55		IT'S GONNA WORK OUT FINE	Ike and Tina Turner, Sue 749	14
57	35	30	38		(He's) THE GREAT IMPOSTOR	Fleetwoods, Dolton 45	8
58	36	29	30		ONE TRACK MIND	Bobby Lewis, Beltone 1012	10
59	50	45	34		MISSING YOU	Ray Peterson, Dunes 2006	14
60	75	86			BRIDGE OF LOVE	Joe Dowell, Smash 1717	3
61	40	21	15		BLESS YOU	Tony Orlando, Epic 9452	12
62	52	44	11		MICHAEL	Highwaymen, United Artists 258	17
63	56	64	65		FEEL IT	Sam Cooke, RCA Victor 7927	6
64	48	37	20		WITHOUT YOU	Johnny Tillotson, Cadence 1404	13

THIS WEEK	1	2	3	4	TITLE	Artist, Label & Number	Weeks On Chart
65	71	78			I'LL BE SEEING YOU	Frank Sinatra, Reprise 20023	3
66	67	75			YOUNG BOY BLUES	Ben E. King, Atco 6207	3
67	63	66	72		YOUR LAST GOODBYE	Floyd Cramer, RCA Victor 7907	6
68	70	63	74		MORNING AFTER	Mar-Keys, Stax 112	4
69	73	47	35		THE ASTRONAUT	Jose Jimenez, Kapp 409	11
70	72				MY HEART BELONGS TO ONLY YOU	Jackie Wilson, Brunswick 55220	2
71	88	99			GYPSY WOMAN	Impressions, ABC-Paramount 10241	3
72	77	74	91		BERLIN MELODY	Billy Vaughn, Dot 16119	6
73	82	85			UNDER THE MOON OF LOVE	Curtis Lee, Dunes 2008	3
74	76				THE WAY I AM	Jackie Wilson, Brunswick 55220	2
75	58	62	64		BRIGHT LIGHTS, BIG CITY	Jimmy Reed, Vee Jay 398	7
76	79	87	86		THEME FROM COME SEPTEMBER	Billy Vaughn, Dot 16119	4
77	100				BLUE MOON	Ventures, Dolton 47	2
78	74	61	57		DON'T GET AROUND MUCH ANYMORE	Belmonts, Sabrina 501	9
79	80				SOMEWHERE ALONG THE WAY	Steve Lawrence, United Artists 364	2
80	85	69	51		IT'S YOUR WORLD	Mary Robbins, Columbia 42065	8
81	86				EVERYBODY GOTTA PAY SOME DUES	Miracles, Tamla 54048	2
82	84	96			IN THE MIDDLE OF A HEARTACHE	Wanda Jackson, Capitol 4635	3
83	78	82			DON'T CRY NO MORE	Bobby (Blue) Bland, Duke 340	7
84	94	65	48		HUMAN	Tommy Hunt, Scepter 1219	9
85	61	71	83		TONIGHT I WON'T BE THERE	Adam Wade, Coed 556	7
86					DANNY BOY	Andy Williams, Columbia 42199	1
87	57	59	56		SAD MOVIES (Make Me Cry)	Lennon Sisters, Dot 16255	6
88	98				THREE STEPS FROM THE ALTAR	Shep and the Limelites, Hull 747	3
89	96	100			BACKTRACK	Faron Young, Capitol 4616	3
90					SOMETIME	Gene Thomas, United Artists 338	1
91	92	97			FOR ME AND MY GAL	Freddy Cannon, Swan 4083	3
92	93	95			WHY NOT NOW	Matt Monro, Warwick 669	3
93					I DON'T KNOW WHY	Linda Scott, Canadian-American 129	1
94					LET THERE BE DRUMS	Sandy Nelson, Imperial 5775	1
95	91				'TIL	Angels, Caprice 107	2
96					TOWN WITHOUT PITY	Gene Pitney, Musicor 1009	1
97					TURN AROUND, LOOK AT ME	Glen Campbell, Crest 1087	1
98					WALK ON BY	Leroy Van Dyke, Mercury 71834	1
99					ON BENDED KNEES	Clarence Henry, Argo 5401	1
100					I WONDER	Pentagons, Jamie 1201	1

HOT 100—A TO Z—(Publisher-Licensee)

Anybody But Me (Champion, BMI).....	31	Human (Ludix, BMI).....	84	Sad Movies—Thompson (Acuff-Rose, BMI).....	6
Astronaut, The (Bill Dana, ASCAP).....	69	I Don't Know Why (Ahiert & Cromwell, ASCAP).....	93	School Is In (Pepo, BMI).....	42
Backtrack (Vanadore, BMI).....	89	I Love How You Love Me (Aldon, BMI).....	5	September in the Rain (Ramick, ASCAP).....	41
Berlin Melody (Symphony House, ASCAP).....	72	I Really Love You (Shalimar, BMI).....	36	So Long Baby (Vicki-McLaughlin, BMI).....	25
Big Bad John (Cigma, BMI).....	3	I Understand (Jubilee, ASCAP).....	23	Somewhere Along the Way (United Artists, ASCAP).....	70
Big John (Ludix, BMI).....	4	I Want to Thank You (Lowe, ASCAP).....	52	Stick Shift (Hilde, BMI).....	27
Bless You (Aldon, BMI).....	67	I Wonder (Silmo, BMI).....	100	Sweets for My Sweet (Brenner-Progressive-Trio, BMI).....	16
Blue Moon (Robbins, ASCAP).....	71	I'll Be Seeing You (Williamson, ASCAP).....	65	Take Five (Derry, BMI).....	28
Bridge of Love (Belinda, CAPAC).....	60	In the Middle of a Heartache (Central, BMI).....	82	Take Good Care of My Baby (Aldon, BMI).....	38
Bright Lights, Big City (Conrad, BMI).....	75	It's Gonna Work Out Fine (Cope-Sons, ASCAP).....	56	Town Without Pity (United Artists, ASCAP).....	96
Bristol Stomp (Kalmann, ASCAP).....	2	It's Just a House Without You (Play, BMI).....	51	Turn Around, Look at Me (American, BMI).....	74
Candy Man (January, BMI).....	30	It's Your World (Marizano, BMI).....	80	This Time (Tree, BMI).....	10
Crazy (Pamper, BMI).....	45	Just Out of Reach (Four Star, BMI).....	50	Three Steps from the Altar (Keel, BMI).....	88
Cryin' (Acuff-Rose, BMI).....	15	Let There Be Drums (Travis, BMI).....	94	'Til (Chappell, ASCAP).....	95
Danny Boy (Boosey and Hawkes, ASCAP).....	86	Let's Get Together (Wonderland, BMI).....	8	Tonight I Won't Be There (Paxton, ASCAP).....	49
Don't Blame Me (Robbins, ASCAP).....	22	Little Sister (Elvis Presley, BMI).....	34	Tower of Strength (Famous, ASCAP).....	11
Don't Cry No More (Lion, BMI).....	83	Look in My Eyes (Atlantic, BMI).....	20	Town Without Pity (United Artists, ASCAP).....	96
Don't Get Around Much Anymore (Robbins, ASCAP).....	78	Mexico (Acuff-Rose, BMI).....	12	Turn Around, Look at Me (American, BMI).....	74
Dreamboat (Acuff-Rose, BMI).....	14	Michael (United Artists, ASCAP).....	52	Under the Moon of Love (S-P-R, BMI).....	73
Everlovin' (Jat, BMI).....	26	Missing You (Coper, BMI).....	99	Walk on By (Lowery, BMI).....	98
Everybody Gotta Pay Some Dues (Jobete, BMI).....	81	Moon River—Butler (Famous, ASCAP).....	39	Way I Am, The (East-West, ASCAP).....	74
Feel It (Kags, BMI).....	63	Moon River—Mancini (Famous, ASCAP).....	54	Way You Look Tonight, The (Harms, ASCAP).....	19
Fly, The (Woodcrest-Murad, BMI).....	9	Morning After (East-Bais, BMI).....	68	What a Party (Travis, BMI).....	37
Fool #1 (Sure Fire, BMI).....	17	Mountain's High, The (Odin, ASCAP).....	40	Why Not Now (Selma, BMI).....	92
Foot Stompin' (Part 1) (Argo, BMI).....	25	Movin' (Jec, BMI).....	47	Without You (Ridge, BMI).....	64
For Me and My Gal (Mills, ASCAP).....	91	My Heart Belongs to Only You (Merrimac, BMI).....	70	Wonder Like You, A (Four Star, BMI).....	21
God, Country and My Baby (New Phoenix-Sarah, ASCAP).....	53	My True Story (Steven, BMI).....	32	Ya Ya (Fast-Barich, BMI).....	7
Goodbye Cruel World (Aldon, BMI).....	48	On Bended Knees (Arc, BMI).....	99	You Must Have Been a Beautiful Baby (Remick, ASCAP).....	13
Great Impostor, The (Gold Cup-Cornerstone, BMI).....	57	One Track Mind (Lescaz, BMI).....	58	Young Boy Blues (Rumbalero-Progressive-Trio, BMI).....	16
Gypsy Woman (Curton, BMI).....	71	Please Don't Go (Alan K., BMI).....	43	Your Last Goodbye (Cigma, BMI).....	67
Heartaches (Leads, ASCAP).....	29	Please Mr. Postman (Jobete, BMI).....	33		
His Latest Flame (Elvis Presley, BMI).....	55	Rock-A-Bye Your Baby With a Dixie Melody (Warlock-Mills, ASCAP).....	46		
Hit the Road Jack (Tangerine, BMI).....	4	Runaround Sue (Schwartz-Disal, ASCAP).....	1		
Hollywood (Acuff-Rose, BMI).....	44	Sad Movies—Lennon's (Acuff-Rose, BMI).....	87		

BUBBLING UNDER THE HOT 100

101. A CERTAIN GIRL.....	Ernie K-Doe, Minit 634
102. LET THEM LOVE.....	Dreamlovers, Heritage 104
103. LANGUAGE OF LOVE.....	John D. Loudermilk, RCA Victor 7938
104. DOOR TO PARADISE.....	Bobby Rydell, Cameo 201
105. DANCE WITH A DOLLY.....	Damita Jo, Mercury 71871
106. YOUR MA SAID YOU CRIED IN YOUR SLEEP LAST NIGHT.....	Kenny Dino, Musicor 1013
107. ONE GRAIN OF SAND.....	Eddy Arnold, RCA Victor 7926
108. DON'T WALK AWAY FROM ME.....	Dee Clark, Vee Jay 409
109. WHAT I FEEL IN MY HEART.....	Jim Reeves, RCA Victor 7950
110. I CRIED MY LAST TEAR.....	Ernie K-Doe, Minit 634
111. STEPS 1 & 2.....	Jack Scott, Capitol 4637
112. BE CAREFUL HOW YOU DRIVE YOUNG JOEY.....	Jerry Keller, Capitol 4630
113. LATE DATE.....	Parkays, ABC-Paramount 10246
114. AFTER ALL WE'VE BEEN THROUGH.....	Maxine Brown, ABC-Paramount 10255
115. JUST BECAUSE.....	McGuire Sisters, Coral 62288
116. IT WILL STAND.....	Showmen, Minit 632
117. THE ROACH.....	Gene and Wendell, Ray Starr 777
118. GREETINGS (This Is Uncle Sam).....	Valadiers, Miracle 6
119. LOVE (I'm So Glad) I FOUND YOU.....	Spinners, Tri-Phi 1004
120. IT'S TOO SOON TO KNOW.....	Etta James, Argo 5402

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HORTON

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SHREVEPORT, LOUISIANA**

150 Best Selling

MONAURAL LP's

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

LP's in black reverse are most recent additions and on chart 9 weeks or less.

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	JUDY AT CARNEGIE HALL Judy Garland, Capitol WBO 1569	14
2	2	PORTRAIT OF JOHNNY Johnny Mathis, Columbia CL 1644	10
3	3	CAMELOT Original Cast, Columbia KOL 5620	41
4	4	JUMP UP CALYPSO Harry Belafonte, RCA Victor LPM 2388	10
5	7	JOSE JIMENEZ AT THE HUNGRY I. Bill Dana, Kapp KL 3238	16
6	5	SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. III (Black Seal—Popular), Various Artists, RCA Victor LOP 1509	9
7	8	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	98
8	14	THE FOUR PREPS ON CAMPUS Capitol T 1566	11
9	6	SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. III (Red Seal—Classical), Various Artists, RCA Victor LM 2574	9
10	75	BLUE HAWAII Elvis Presley, RCA Victor LPM 2426	2
11	17	NEVER ON SUNDAY Sound Track, United Artists UAL 4070	41
12	12	YOUR REQUEST SING ALONG WITH MITCH Mitch Miller, Columbia CL 1671	7
13	29	TIME OUT Dave Brubeck, Columbia CL 1397	44
14	18	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	52
15	13	YELLOW BIRD Lawrence Welk, Dot DLP 3389	12
16	16	OLDIES BUT GOODIES, VOL. III Various Artists, Original Sound 5004	12
17	22	ALL THE WAY Brenda Lee, Decca DL 4176	10
18	11	SOMETHING FOR EVERYBODY Elvis Presley, RCA Victor LPM 2370	17
19	20	SING ALONG WITH MITCH Mitch Miller, Columbia CL 1160	172
20	15	SINATRA SWINGS Frank Sinatra, Reprise R 1002	12
21	25	AIN'T THAT WEIRD! Brother Dave Gardner, RCA Victor LPM 2335	7
22	9	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAL 3122	40
23	27	G. I. BLUES Elvis Presley, RCA Victor LPM 2256	53
24	28	THE KINGSTON TRIO CLOSE UP Capitol T 1642	4
25	19	THE SLIGHTLY FABULOUS LIMELITERS RCA Victor LPM 2393	5
26	23	STARS FOR A SUMMER NIGHT Various Artists, Columbia PM 1	22
27	10	GOIN' PLACES Kingston Trio, Capitol T 1564	18
28	24	TV SING ALONG WITH MITCH Mitch Miller, Columbia CL 1628	22
29	32	SOMEBODY LOVES ME Ray Conniff Singers, Columbia CL 1642	8
30	21	COME SWING WITH ME Frank Sinatra, Capitol W 1594	12
31	36	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133	183
32	26	DANCE TILL A QUARTER TO THREE Gary (U. S.) Bonds, LeGrand LLP 3001	13
33	30	EBB TIDE AND OTHER INSTRUMENTAL FAVORITES Earl Grant, Decca DL 4165	11
34	34	EXODUS Sound Track, RCA Victor LOC 1058	42
35	31	CALCUTTA Lawrence Welk, Dot DLP 3359	40
36	44	PAUL ANKA SINGS HIS BIG 15 ABC-Paramount ABC 323	70
37	38	EXODUS TO JAZZ Eddie Harris, Vee Jay 3016	23
38	33	CARNIVAL Original Cast, MGM E 3946	23
39	37	BOBBY DARIN STORY Atco 131	24
40	59	OLDIES BUT GOODIES, VOL. I Various Artists, Original Sound 5001	109
41	45	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6006	104
42	39	BUTTON-DOWN MIND OF BOB NEWHART Warner Bros. W 1379	77
43	40	MY FAIR LADY Original Cast, Columbia OL 5090	291
44	35	TONIGHT IN PERSON Limelitters, RCA Victor LPM 2272	36
45	43	LIMELITERS Elektra EKL 100	9
46	79	FIRESIDE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1389	70
47	41	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LPM 2362	4
48	50	WEST SIDE STORY Original Cast, Columbia OL 5230	56
49	52	SINSATIONAL Rusty Warren, Jubilee JGM 2034	24
50	56	ENCORE OF GOLDEN HITS Platters, Mercury MG 20472	86
51	48	HEAVENLY Johnny Mathis, Columbia CL 1351	111

This Week	Last Week	Title, Artist, Label	Wks. on Chart
52	53	SONGS OF THE SOARING 60's Roger Williams, Kapp KL 1251	5
53	42	HIGHWAYMEN United Artists UAL 3125	4
54	49	NEW PIANO IN TOWN Peter Nero, RCA Victor LPM 2383	7
55	55	HERE'S JONATHAN Jonathan Winters, Verve MG V 15025	23
56	90	RYDELL AT THE COPA Bobby Rydell, Cameo C 1011	2
57	69	BUTTON-DOWN MIND STRIKES BACK Bob Newhart, Warner Bros. W 1393	51
58	72	SOUTH PACIFIC Original Cast, Columbia OL 4180	386
59	78	DREAMSTREET Eroll Garner, ABC-Paramount ABC 365	19
60	51	I'M GLAD THERE IS YOU Gloria Lynne, Everest BR 5126	7
61	73	HE'S THE KING Al Hirt and His Band, RCA Victor LPM 2354	4
62	46	RICK IS 21 Ricky Nelson, Imperial LP 9132	23
63	71	MURRAY THE "K" SING ALONG WITH THE ORIGINAL GOLDEN GASSERS Roulette R 25159	4
64	85	RAY CHARLES AND BETTY CARTER ABC-Paramount ABC 385	9
65	57	RODGERS: VICTORY AT SEA, VOL. III RCA Victor Symphony Orch. (Bennett), RCA Victor LM 2523	8
66	70	JIMMY REED AT CARNEGIE HALL Vee Jay LP 1035	3
67	54	GENIUS PLUS SOUL EQUALS JAZZ Ray Charles, Impulse A-2	32
68	66	STAN FREDERICK PRESENTS THE UNITED STATES OF AMERICA, VOL. I Capitol W 1573	18
69	77	AL HIRT, GREATEST HORN IN THE WORLD RCA Victor LPM 2366	25
70	47	MAKE WAY Kingston Trio, Capitol T 1474	36
71	81	ALL THE WAY Frank Sinatra, Capitol W 1538	29
72	74	MOM'S MABLEY AT THE UN. Chess 1452	27
73	65	MOODY RIVER Pat Boone, Dot DLP 3384	16
74	88	EMOTIONS Brenda Lee, Decca DL 4104	26
75	103	FIORILLO Original Cast, Capitol WAO 1321	65
76	149	CONNIE'S GREATEST HITS Connie Francis, MGM E 3793	65
77	64	MORE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1243	141
78	80	MUSIC MAN Original Cast, Capitol WAO 990	191
79	87	FROM THE HUNGRY I Kingston Trio, Capitol T 1107	142
80	100	PAUL ANKA SINGS HIS BIG 15, VOL. II ABC-Paramount ABC 390	6
81	128	WEST SIDE STORY Sound Track, Columbia OS 2070	2
82	60	YELLOW BIRD (PERCUSSION SPECTACULAR) Arthur Lyman, Life LP 1004	15
83	62	SONGS FOR SINNERS Rusty Warren, Jubilee J 2024	10
84	91	BASIN ST. EAST PROUDLY PRESENTS MISS PEGGY LEE Capitol T 1520	8
85	94	MEMORIES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1542	51
86	97	SENTIMENTAL SING ALONG WITH MITCH Mitch Miller, Columbia CL 1457	69
87	99	INSIDE SHELLEY BERMAN Verve MG V 15003	132
88	101	PETE FOUNTAIN'S NEW ORLEANS Coral CRL 57282	42
89	63	KINGSTON TRIO Capitol T 996	154
90	140	HELL BENT FOR LEATHER Frankie Laine, Columbia CL 1615	2
91	58	WHAT'D I SAY Ray Charles, Atlantic 8029	10
92	68	MILES DAVIS, IN PERSON FRIDAY NIGHT AT THE BLACKHAWK, SAN FRANCISCO, VOL. I Columbia CL 1694	5
93	121	SAY IT WITH MUSIC Ray Conniff, Columbia CL 1490	55
94	112	HYMNS Tennessee Ernie Ford, Capitol T 756	215
95	107	REJOICE DEAR HEARTS Brother Dave Gardner, RCA Victor LPM 2083	61
96	115	I HAVE DREAMED Doris Day, Columbia CL 1660	5
97	124	GYPSY Original Cast, Columbia OL 5420	100
98	125	WEST SIDE STORY Stan Kenton, Capitol T 1609	2
99	61	TIMI YURO Liberty LRP 3208	7
100	—	ROARING 20's Dorothy Provine, Warner Bros. W 1394	23

This Week	Last Week	Title, Artist, Label	Wks. on Chart
101	—	BEHIND THE BUTTON-DOWN MIND OF BOB NEWHART Warner Bros. W 1417	1
102	—	THIS LITTLE BOY OF MINE Gloria Lynne, Everest LPBR 5131	1
103	—	NEVER ON SUNDAY Connie Francis, MGM E 3965	1
104	143	WHOLE LOTTA FRANKIE Frankie Avalon, Chancellor CHL 5018	2
105	67	PARRISH Sound Track, Warner Bros. W 1413	6
106	93	SATURDAY NIGHT SING ALONG WITH MITCH Mitch Miller, Columbia CL 1414	63
107	89	SOUTH PACIFIC Sound Track, RCA Victor LOC 1032	188
108	102	UNSINKABLE MOLLY BROWN Original Cast, Capitol WAO 1509	45
109	106	HE NEEDS ME Gloria Lynne, Everest BR 5128	3
110	108	GENIUS OF RAY CHARLES Atlantic 1312	66
111	98	FOLK SONG SING ALONG WITH MITCH Mitch Miller, Columbia CL 1316	70
112	113	ITALIA MIA Mantovani, London LL 3239	23
113	117	MY KIND OF GIRL Matt Monro, Warwick W 2045	5
114	118	FILM ENCORES, VOL. I Mantovani, London LL 1700	171
115	122	NICE 'N' EASY Frank Sinatra, Capitol W 1417	63
116	123	HERE WE GO AGAIN Kingston Trio, Capitol T 1258	98
117	127	MELODY AND PERCUSSION FOR TWO PIANOS Ronny Aldrich and His 2 Pianos, London P 54007	2
118	110	BEN-HUR Sound Track, MGM TE1	79
119	136	LOVE SWINGS Bobby Darin, Atco 134	8
120	109	THE GUNS OF NAVARONE Sound Track, Columbia CL 1655	6
121	129	BOLL WEEVIL SONG AND 11 OTHER GREAT HITS Brook Benton, Mercury MG 20641	6
122	132	ON THE REBOUND Floyd Cramer, RCA Victor LPM 2359	12
123	114	AT LAST Etta James, Argo 4003	11
124	76	HAPPY TIMES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1568	34
125	—	HITS OF THE ROCKIN' 50's Bobby Vee, Liberty LRP 3205	1
126	92	GOLDEN WALTZES Billy Vaughn, Dot DLP 3280	4
127	146	PARENT TRAP Sound Track, Vista BV 3309	2
128	96	BUDDY HOLLY STORY Coral CRL 57326	43
129	104	LET'S TWIST AGAIN Chubby Checker, Parkway P 7004	6
130	105	THE VENTURES Dolton B 2004	7
131	116	WEAVERS AT CARNEGIE HALL Vanguard VRS 9010	6
132	119	SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. II Various Artists, RCA Victor LM 6088	53
133	120	SING TO ME, MR. C Perry Como, RCA Victor LPM 2390	6
134	126	SPECIAL DELIVERY Della Reese, RCA Victor LPM 2391	2
135	139	JOHNNY'S MOODS Johnny Mathis, Columbia CL 1526	45
136	147	MUSIC FROM EXODUS AND OTHER GREAT THEMES Mantovani, London LL 3231	46
137	86	RING-A-DING DING Frank Sinatra, Reprise R 1001	27
138	131	MACK THE KNIFE—ELLA IN BERLIN... Ella Fitzgerald, Verve MG V 4041	49
139	145	THE COLORFUL VENTURES Dolton BLP 2008	5
140	95	WILDCAT Original Cast, RCA Victor LOC 1060	41
141	111	ORANGE BLOSSOM SPECIAL AND WHEELS Billy Vaughn, Dot DLP 3366	27
142	133	PIANO FORTE Peter Nero, RCA Victor LPM 2334	17
143	137	MR. LUCKY GOES LATIN Henry Mancini, RCA Victor LPM 2360	22
144	—	SATIN AFFAIR George Shearing, Capitol T 1628	1
145	130	CONNIE FRANCIS SINGS JEWISH FAVORITES MGM E 3869	10
146	148	IN LIVING BLACK AND WHITE Dick Gregory, Colpix CP 417	22
147	—	MOM'S MABLEY AT PLAYBOY CLUB Chess LP 1460	1
148	144	FANNY Sound Track, Warner Bros. W 1414	6
149	141	YELLOW BIRD Roger Williams, Kapp KL 1244	8
150	135	A TOUCH OF ELEGANCE Andre Previn, Columbia CL 1649	3

50 Best Selling

STEREO LP's

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	JUDY AT CARNEGIE HALL Judy Garland, Capitol SWBO 1569	14
2	5	STEREO 35/MM Enoch Light and His Orchestra, Command RS B26 SD	4
3	2	CAMELOT Original Cast, Columbia KOS 2031	41
4	3	STARS FOR A SUMMER NIGHT Various Artists, Columbia PMS 1	22
5	6	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	86
6	9	YOUR REQUEST SING ALONG WITH MITCH Mitch Miller, Columbia CS 8471	6
7	4	PORTRAIT OF JOHNNY Johnny Mathis, Columbia CS 8444	9
8	7	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAS 6122	41
9	8	NEVER ON SUNDAY Sound Track, United Artists UAS 5070	24
10	20	JUMP UP CALYPSO Harry Belafonte, RCA Victor LSP 2388	9
11	10	PERSUASIVE PERCUSSION, VOL. I Terry Snyder and the All Stars, Command RS 800 SD	85
12	13	SING ALONG WITH MITCH Mitch Miller, Columbia CS 8004	73
13	12	YELLOW BIRD Lawrence Welk, Dot DLP 25389	13
14	15	EXODUS TO JAZZ Eddie Harris, Vee Jay 3016	18
15	16	CALCUTTA Lawrence Welk, Dot DLP 25359	40
16	19	RODGERS: VICTORY AT SEA, VOL. III RCA Victor Symphony Orch. (Bennett), RCA Victor LSC 2523	7
17	21	TIME OUT Dave Brubeck, Columbia CS 8192	13
18	23	YELLOW BIRD (PERCUSSION SPECTACULAR) Arthur Lyman, Life SLP 1004	14
19	17	SOMEBODY LOVES ME Ray Conniff, Columbia CS 8442	8
20	18	TV SING ALONG WITH MITCH Mitch Miller, Columbia CS 8428	21
21	26	SINATRA SWINGS Frank Sinatra, Reprise R 9-1002	10
22	14	GOIN' PLACES Kingston Trio, Capitol ST 1404	17
23	11	EXODUS Sound Track, RCA Victor LSO 1058	42
24	37	MUSIC FROM EXODUS AND OTHER GREAT THEMES Mantovani, London PS 224	47
25	34	THE FOUR PREPS ON CAMPUS Capitol ST 1566	9
26	22	MY FAIR LADY Original Cast, Columbia OS 2015	123
27	28	EBB TIDE AND OTHER INSTRUMENTAL FAVORITES Earl Grant, Decca DL 74165	11
28	38	PASS IN REVIEW Bob Sharpley Orch., London SP 44001	4
29	39	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LSO 6006	101
30	31	AL HIRT, GREATEST HORN IN THE WORLD RCA Victor LSP 2366	14
31	27	CARNIVAL Original Cast, MGM SE 3946	20
32	32	PROVOCATIVE PERCUSSION, VOL. I Enoch Light and the Light Brigade, Command RS 806 SD	92
33	33	BIG BAND PERCUSSION Ted Heath Orch., London SP 44002	4
34	29	KINGSTON TRIO CLOSE UP Capitol ST 1642	2
35	24	SOUTH PACIFIC Sound Track, RCA Victor LSO 1032	123
36	36	SOMETHING FOR EVERYBODY Elvis Presley, RCA Victor LSP 2370	15
37	35	SONGS OF THE SOARING 60's Roger Williams, Kapp KS 3251	2
38	43	WEST SIDE STORY Original Cast, Columbia CS 2001	18
39	30	GOLDEN WALTZES Billy Vaughn, Dot DLP 25280	4
40	25	COME SWING WITH ME Frank Sinatra, Capitol SW 1594	11
41	41	SLIGHTLY FABULOUS LIMELITERS RCA Victor LSP 2393	2
42	40	PERCUSSION OOM PAH Rudi Bohn, London SP 44009	3
43	45	LIMELITERS Elektra EKS 7-180	6
44	49	MELODY AND PERCUSSION FOR TWO PIANOS Ronny Aldrich & His 2 Pianos, London SP 44007	2
45	50	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LSP 2362	2
46	44	G. I. BLUES Elvis Presley, RCA Victor LSP 2256	48
47	—	SONGS OF THE NORTH AND SOUTH Mormon Tabernacle Choir, Columbia MS 6239	1
48	—	BLUE HAWAII Elvis Presley, RCA Victor LSP 2426	1
49	—	MUCHO GUSTO! Percy Faith, Columbia CS 8439	3
50	—	SING TO ME, MR. C Perry Como, RCA Victor LSP 2390	1

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SINGLES PROGRAMMING & BUYING GUIDE

TOP MARKET BREAKOUTS

Records shown here are important to buyers and programmers because this measurement of local popularity may well indicate popularity and sales on a national scale in the weeks ahead. These records have shown sharp local sales increases during the last ten days to two weeks, but are not necessarily best sellers in their markets. Records selling strongly in a sufficient number of markets have this national strength reflected in the Hot 100 chart this week.

NEW YORK

- TONIGHT
Eddie Fisher, Seven Arts
- I DON'T KNOW WHY
Linda Scott, Canadian American

CHICAGO

- THE ROACH
Gene and Wendell, Ray Starr
- BACKTRACK
Faron Young, Capitol
- ROCK ISLAND LINE
Lonnie Donegan, Felsted
- WHAT I FEEL IN MY HEART
Jim Reeves, RCA Victor
- DON'T WALK AWAY FROM ME
Dee Clark, Vee Jay

LOS ANGELES

- SOMETIME
Gene Thomas, United Artists
- GOD BLESS THE CHILD
Eddie Harris, Vee Jay

PHILADELPHIA

- IF YOU GOTTA MAKE A FOOL OF SOMEBODY
James Ray, Caprice
- LOVE (I'm So Glad) I FOUND YOU
Spinners, Tri-Phi
- I DON'T KNOW WHY
Linda Scott, Canadian-American
- DANNY BOY
Andy Williams, Columbia
- GREETINGS (This Is Uncle Sam)
Valadiers, Miracle

BOSTON

- STEPS 1 & 2
Jack Scott, Capitol

PITTSBURGH

- EVERYBODY'S CRYING
Johnny Beaumont, May

BALTIMORE

- I KNOW
Barbara George, AFO

WASHINGTON

- I KNOW
Barbara George, AFO

MILWAUKEE

- DON'T WALK AWAY FROM ME
Dee Clark, Vee Jay

NEW ORLEANS

- ON BENDED KNEES
Clarence Henry, Argo

- TIL
Angels, Caprice

- A CERTAIN GIRL
Ernie K-Doe, Minit

- I KNOW
Barbara George, AFO

MIAMI

- DANCE WITH A DOLLY
Damita Jo, Mercury

MINNEAPOLIS-ST. PAUL

- I DIDN'T FIGURE ON HIM
Ral Donner, Gone

- ST. LOUIS WOMAN
Freddie Lark, Thanx

- ROCK ISLAND LINE
Lonnie Donegan, Felsted

MEMPHIS-NASHVILLE

- WALK ON BY
Leroy Van Dyke, Mercury

- THE ROACH
Gene and Wendell, Ray Starr

BEST BUYS IN RECORDS

These records, of all those on the Hot 100, Hot C&W and Hot R&B Sides charts, have registered sufficient NATIONAL sales action this week to be recommended to dealers and all other readers as having the greatest potential to go all the way. Previous Billboard Spotlight Picks are marked (*).

POP

- *SCHOOL IS IN, GARY (U. S.) BONDS. (Pepe, BMI) LeGrand 1012
- *CRAZY, PATSY CLINE. (Pamper, BMI) Decca 31317
- ROCK-A-BYE YOUR BABY WITH A DIXIE MELODY, ARETHA FRANKLIN
(Warock & Mills, ASCAP) Columbia 42157
- *GOODBYE CRUEL WORLD, JAMES DARREN. (Aldon, BMI) Colpix 609
- *TONIGHT, FERRANTE AND TEICHER. (Shirmer, ASCAP) United Artists 373

COUNTRY & WESTERN

- *HANGOVER TAVERN, HANK THOMPSON. . . (Brazos Valley, BMI) Capitol 4605
- *HOW DO YOU TALK TO A BABY, WEBB PIERCE (Cedarwood, BMI) Decca 31298

RHYTHM & BLUES

- *JUST OUT OF REACH (of My Two Open Arms), SOLOMON BURKE. .
(Four Star, BMI) Atlantic 2114

• Reviews of New Singles

The pick of the new releases:



Strongest sales potential of all records reviewed this week.

Pop

NEIL SEDAKA



HAPPY BIRTHDAY, SWEET SIXTEEN (Aldon, BMI) (2:40)—**DON'T LEAD ME ON** (Aldon, BMI) (2:56)—Neil Sedaka has one of his strongest records in a long time here, and the disk could easily hit the top of the charts. First side is bright rocker with teen-slanted lyrics, flip is a tender ballad sold with feeling. **RCA Victor 7957**

TIMI YURO



HE REALLY LOVES YOU (Eden, BMI) (2:40)—**SMILE** (Bourne, ASCAP) (2:48)—Timi Yuro follows up her first big hit "Hurt" with another sock disk. Top side features the emotional lass in a soulful reading of a tender love song; flip is a potent version of Chaplin's great song, aided by strong ork support. **Liberty 55375**

PAT BOONE



JOHNNY WILL (Lyle-Holly Jo, ASCAP) (2:25)—Another two-sided winner for Pat Boone here. "Just Let Me Dream" is a rock style tune with a bluesy feel, chanted neatly by Pat; "Johnny Will" is a swinging country effort featuring solid vocalizing and good rhythm. **Dot 16284**

RAY STEVENS



SCRATCH MY BACK (Lowery Music, BMI) (2:04)—The lad who had the sock novelty, "Jeremiah Peabody's," etc., turns in a wild reading on another catchy novelty, and displays the same bright vocal gimmicks as on his first hit. This could be big. Flip is "When You Wish Upon a Star" (Bourne, ASCAP) (2:49). **Mercury 71888**

ADRIAN KIMBERLY



GOD BLESS AMERICA (Berlin, ASCAP) (2:01)—Kimberly has a strong follow-up to his best selling "Pomp and Circumstance" single. The Berlin oldie is wrapped up in a bouncy, joyful march-tempo treatment with cute chirping by fem chorus. Watch it. Flip is "Greensleeves" (Rooke, BMI) (2:23). **Calliope 6503**

KARL HAMMIL JR.



SITTIN' ALPHABETIC'LY (Jay-Kay, ASCAP) (1:57)—**A SMILE ON MY FACE—A TEAR IN MY HEART** (Jay Kay, ASCAP) (1:30)—The lad contributes an exuberant warbling stint on "Sittin' Alphabetic'ly" a catchy r.&r. ditty with strong teen-appeal lyrics. Flip spotlights a feelingful reading on a plaintive rockaballad. **Arlliss 1011**

GINGER DAVIS



I'M NO RUN AROUND (Schwartz-Disal, ASCAP) (2:40)—Here's a sock answer record to "Runaround Sue." The thrush hands it a solid reading over good support from the ork. Flip is "Laughin'" (Chicory, BMI) (2:35). **Swan 4090**

MARIE KNIGHT



COME TOMORROW (Sylvia, BMI) (2:02)—The canary is in rich, moving vocal form on a feelingful spiritual-flavored theme with strong emotional impact. Flip is "Nothing in the World" (Sylvia, BMI) (2:20). **Okeh 7141**

THE CRYSTALS



OH YEAH, MAYBE BABY (Bertha, BMI) (2:23)—**THERE'S NO OTHER (LIKE MY BABY)** (Bertha, BMI) (2:29)—Here's a wild sounding new girl vocal group with much of the excitement of the Shirelles. On top, they tie into a swingin' rocker with great backing. Flip is a strong rockaballad reading with an equal chance. **Philles 100**

JACK EUBANKS



SEARCHING (Tiger, BMI) (2:32)—Here's the Coasters old hit done up in a snappy instrumental setting, with a Deep South harmonica lead. A good chorus sound backs up well. This could move. Flip is "Take a Message to Mary" (Acuff-Rose, BMI) (2:28). **Monument 451**

BILLY STORM



WHO'LL KEEP AN EYE ON JANE? (Gregmark-Time, BMI) (2:19)—The lad sounds fine on this ballad with a strongly topical touch about a boy going into the Armed Forces and the girl he leaves behind. Solid material for today's market. Flip is "3,000 Tears" (Time-Gregmark, BMI) (2:19). **Gregmark 9**

(Continued on page 38)

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SPOTLIGHT SINGLES
OF THE WEEK

• Continued from page 37

Country & Western

FERLIN HUSKY



THE WALTZ YOU SAVED FOR ME (Feist, ASCAP) (3:00)—**OUT OF A CLEAR BLUE SKY** (Bee-Gee, BMI) (2:26)—The chanter has two winners here and on both, he's assisted by "Smiley and Kitty." The three voices develop creamy harmony sounds on the old theme of Wayne King while the flip is a bouncy ditty well styled for the rural market. First side has strong pop chances.

Capitol 4650

HANK THOMPSON



I'VE CONVINCED EVERYBODY BUT MYSELF (Brazos Valley, BMI) (2:30)—**LOST JOHN** (Texoma, ASCAP) (2:15)—The great nasal pipes of Thompson are heard to good advantage here. First up is a strong weeper with solid support from the Brazos Valley Boys. The flip is a traditional tune and Thompson gives it an equally salable reading.

Capitol 4649

ROSE MADDOX



THERE AIN'T NO LOVE (Central Songs, BMI) (2:13)—**YOUR KIND OF LOVIN' WON'T DO** (Glad, BMI) (2:38)—The thrush turns in her usual rich, spirited vocal job on a solid coupling of tunes. First up is a rhythm up-beater which fits her style fine. Flip is a weeper waltz done with equal effect. Both can make the grade.

Capitol 4651

★★★★
STRONG SALES POTENTIAL

POPULAR

DODIE STEVENS

★★★★ **The In-Between Years** — DOT 16279—Here's another version of a tune with strong teen-appeal with a sincere reading by the young thrush. Previous release by James MacArthur, has already won some action and this has a chance, too. (December, BMI) (3:05)

★★★★ **Trade Winds** — Romantic island-flavored calypso-type theme is accorded a romantic vocal treatment by the gal and chorus. (Pan World, BMI) (2:53)

EARL GRANT

★★★★ **Honey** — DECCA 31328 — The poignant oldie (featured in the new Jennifer Jones movie "Tender Is the Night") is sung with feeling and tasteful phrasing. Fine jockey side. (Feist, ASCAP)

★★★★ **Tender Is the Night**—Soft, smooth movie title theme is wrapped up in a solid rendition by Grant. Another nice deejay item. (Miller, ASCAP)

CARL BELEW

★★★★ **I'm So Lonesome**—DECCA 31325 —Here's a bright medium-beat tune that has some of the sound of "Oh Lonesome Me." Bellew gets a solid choral backing and a good arrangement. Watch this one. (Four Star Sales, BMI)

★★★★ **Do I Have To**—Bellew sings with warmth here. The tune is a pleader ballad and it's backed by an effective Floyd Cramer-styled piano. The side can get plays. (Cedarwood, BMI)

ROGER MILLER

★★★★ **FAIR SWISS MAIDEN** — RCA VICTOR 7958—Strong novelty-type ditty is wrapped up in a solid vocal treatment with an unusual arrangement. (Tree, BMI) (2:05)

★★★★ **Burma Shave**—An amusing country novelty with rocking tempo is handed showmanly vocal by Miller. Two good sides. (Tree, BMI) (1:50)

KEN RANKIN

★★★★ **Funny, That's Love**—ABC-PARAMOUNT 10268—An appealing theme with good teen-type lyrics is sung attractively by Rankin. Merits exposure. (Almino, BMI) (2:09)

★★★★ **Go Home Little Girl** — Unusual folk-flavored theme is sung with verve by the chanter. Also rates a hearing. (Almino, BMI) (2:15)

RONNIE HAWKINS

★★★★ **I Feel Good**—ROULETTE 16309 —Ronnie Hawkins swings out on this happy rocker over bright support. Nice waxing with a good band sound. (Aladdin, BMI) (1:59)

★★★★ **Come Love**—Bluesy item is handled warmly by the singer and combo on this attractive side. Two good ones that could get coins. (Conrad, BMI) (2:52)

NORRIS WILSON

★★★★ **(My Heart's In) Mexico**—MONUMENT 453—Here's a smart waxing of the

current hit with a clever lyric sung stylishly by the chanter over solid support. This side could garner coins. Watch it. (Acuff-Rose, BMI) (2:33)

★★★★ **Ma Baker's Island**—Cute novelty about a little lady who was asked to sell her acre of land but refuses. Good side for the pop and country marts. (Acuff-Rose, BMI) (2:00)

GAYNEL HODGE

★★★★ **The Door Is Still Open**—RCA VICTOR 47-7964—Gaynel Hodge bows on the label with a tender performance of the old Chuck Willis bit of years ago. It features some down home backing and fine piano work. Watch it. (Berkshire, BMI) (2:57)

★★★★ **Bachelor in Paradise**—Cute tune from the flick of the same name is handled nicely here by the chanter over attractive support. Two nice sides. (Robbins, ASCAP) (2:26)

JOEY DEE

★★★★ **Peppermint Twist (Parts 1 & 2)**—ROULETTE R 4401—Joey Dee, now playing at the Peppermint Lounge in New York has made a wild disking here with his group and it could turn into a good seller.

SINGLES REVIEW POLICY

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

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

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

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

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

It features Dee singing the slight lyrics while the rhythm pounds away in Twist fashion. Good side. (Impact-Ware, BMI) (2:02)

JORDAN BROTHERS

★★★★ **Love's Made a Fool of You**—JAMIE 1205—The Buddy Holly ditty receives a sock reading from the boys over solid support from a rhythm group. Side swings and it could happen. Watch it. (Nor-Va-Jak, BMI) (2:20)

★★★★ **Whispering Wind** — The Jordan Brothers sells this pretty tune with feeling over good support from the string ork. It could gain spins. (Jamie-Jordan, BMI) (2:10)

FRANK CHACKSFIELD AND HIS ORK

★★★★ **Theme From "King of Kings"**—LONDON 9502—A stirring and well-made version of this martial theme material. Other versions are out but on sound and arrangement, this, too can grab a share of the action. (Robbins, ASCAP) (2:07)

Theme From "Francis of Assisi"

★★★★ —A listenable reading of the theme from this highly publicized film. It's pretty and it could get plays, but the flip may rate the first listen. (Robbins, ASCAP) (2:42)

VIC DANA

★★★★ **Hello, Roommate**—DOLTON 48—A cute bit of medium-rhythm wax. The roommate is coming from the direction of the other's man's girl's house. Another tale of best friends mixed up with the same fem. Good side, with nice use of dual-tracking. (Cornerstone, BMI) (2:18)

★★★★ **Little Altar Boy**—A pretty ballad, done for the most part without an accented beat. The chanter pleads with the altar boy to teach him how to pray. Dana renders the song with feeling and warmth with effective support. (House of Sound-Bilya Bah, BMI) (3:04)

CLYDE OTIS

★★★★ **El Cid**—LIBERTY 55381—From the picture of the same title comes this stirring, martial air done by the ork and chorus. The rhythm is close to a bolero and it's plenty exciting. Watch it. (Robbins, ASCAP) (2:05)

★★★★ **May Your Blessings Be Many**—A pleasant inspirational ballad done for listenable results by the chorus. There's a good quality of the reverential to this, in the manner of "May the Good Lord Bless and Keep You." Side could get a lot of spins in the impending Christmas season. (Prentice, ASCAP) (2:15)

NED MILLER

★★★★ **Go On Back, You Fool**—CAPITOL 4652—A smart rhythm effort by Miller as he advises the man to return to his chick. Fine sound from the chanter with chorus used for good effects in the arrangement. Wax has pop as well as country potential. (Central Songs, BMI) (2:17)

★★★★ **Dark Moon**—Bonnie Guitar and Gale Storm both had hits with this pretty tune several seasons back. Now Miller, the writer of the ballad, records it for the first time himself and a warm and sincere job it is. Worth listens. (Dandelion, BMI) (2:52)

WINK MARTINDALE

★★★★ **Three Steps to the Phone**—DOT 16282—Wistful reading by the ex-deejay on a plaintive country flavored tune with good lyrics, which has also been waxed by George Hamilton IV. (Acuff-Rose, BMI) (2:29)

★★★★ **Man Needs a Woman**—A catchy gospel-flavored theme is sung with verve by Martindale and chorus. (Nash-Veau, BMI) (2:04)

JIVE FIVE

★★★★ **People From Another World**—BELTONE 1014—Cute rocker is sold well by the boys and could turn into a hit. Watch it. (Lescay, BMI) (2:25)

★★★★ **Never, Never**—The boys sing this rockaballad with feeling over simple triplet backing. Side has a good sound and a chance for coins from the teen set. (Lescay, BMI) (2:20)

GENE PITNEY

★★★★ **Please Come Back**—FESTIVAL 25002—An early Gene Pitney record spotlighted the singer in a bright reading of a swinging rocker. The backing is clever and the side has possibilities. (Medal, BMI) (2:33)

★★★★ **I'll Find You**—Another interesting side by the singer, again showing off some of his earlier styling. Both sides could get spins. (Shalimar, BMI) (2:02)

MARION WORTH

★★★★ **Go On Home**—COLUMBIA 42184 —A powerful country-styled weeper ballad. The gal tells the lad to go on home to that somebody who is waiting. The thrush sings with heart and pathos against simple backing, with chorus. (Pamper, BMI) (2:28)

★★★★ **Imitation**—Miss Worth turns in a pretty vocal performance, with dual track spots, of a weeper ballad. She has a real Patti Page quality here. Two strong sides. (Cedarwood, BMI) (2:47)

CHRIS KENNER

★★★★ **Something You Got**—INSTANT 3237—Chartmaker Kenner has a strong item in this propulsive tune with an infectious medium tempo that should keep the kids dancing. Use of chorus in the backing and punching combo give the side a strong sound. (Tune-Kel, BMI) (2:48)

★★★★ **Come See About Me** — Another highly danceable tune for the teen-ager. The boy sings out the lyric against a bluesy punctuation of the combo and incantations of vocal groups. (Tune-Kel, BMI) (2:38)

AL HURRICANE

★★★★ **Racer**—CHALLENGE 9127— The bright instrumental effort is sold with verve by the ork. Could get spins and some coins. (Four Star, BMI) (2:20)

★★★★ **Lobo** — Another rocking instrumental that moves all the way. Both sides are good for the boxes. (Four Star, BMI) (1:56)

JIMMY RICHARDSON

★★★★ **Freeway**—NASHVILLE 5033 — A bright, happy and bouncy instrumental effort is sold with a lilt by the combo here. The horn blares it out in neat fashion over good rhythm. Could get coins. (Starday, BMI) (1:53)

★★★★ **Stockade Roll** — Another winning side by the combo played in smoother style but still with a beat. Both could gain juke plays and radio time. (Starday, BMI) (1:56)

TIBBY EDWARDS

★★★★ **Teen-Age Troubles**—TODD 1065—Amusing novelty with showmanly performance by Edwards and teen appeal lyrics. (Big Bopper-Fame, BMI) (2:20)

★★★★ **Daydreamin'** — Attractive reading by Edwards on wistful country flavored theme. Spinnable. (Copar-Forrest, BMI) (2:10)

MAUREN GRAY

★★★★ **I Don't Want to Cry**—CHAN-CELLOR 1091—The 13-year-old thrush has an all-stops out, emotional style which she turns loose on this slow, rockaballed with a built in tragedy. Gal could grab good action. Side should be watched. (Rambled, Mured) (2:41)

★★★★ **Come On and Dance**—A rocker, with the gal shouting out the message. She gets a rockin', pounding band backing. A spinnable side. (Rambled, Mured) (1:56)

LOU SHERVINGTON

★★★★ **The Wedding of Two Hearts**—KENCO 5019—They meet near the school-house after school to plan their wedding. Fare would have a message for teens. The chanter sings it with feeling against fem group support. (Kenco, ASCAP) (2:24)

★★★★ **I Want a Girl**—The oldie gets a rock treatment by Shervington, with a good band and fem group backing. Side has a sound. (Von Tilzer, ASCAP) (2:15)

THE COASTERS

★★★★ **Bad Blood**—ATCO 6210—A rocking bluesy effort by the Coasters done in their usual smart style. Backing pounds along in good form. Side could break loose for coin. Should be watched. (Vocal) (2:15)

★★★★ **Just Like Me** — Another well turned out chanting job by the boys on a medium tempo rock-styled effort. This side, too, has a sound. (Vocal) (1:53)

THE BLUE JAYS

★★★★ **Tree Tall Len**—MILESTONE 2009 —The Blue Jays sell this bouncy rocker with spirit aided by a cute arrangement. Good teen wax that could pull coins. (Figure, BMI) (2:30)

★★★ **Tears Are Falling**—Listenable rockaballad receives a warm performance from the lads over simple support. Good follow-up to "Lover's Island." (Figure, BMI) (2:09)

FRANK SCOTT

★★★★ **Harpichord Boogie**—DOT 16280 —Attractive harpichord solo work is spotlighted here, as featured on the Lawrence Welk Show. TV exposure should help sales. Spinnable item. (Von Tilzer, ASCAP) (2:16)

★★★★ **Yankee Doodle Boogie**—(Von Tilzer, ASCAP) (2:04)

MARTIN DENNY

★★★★ **Fandango** — LIBERTY 55384—A bright instrumental with chorus used without lyrics. Percussion and organ are neatly spotted here. A spinnable side. (Glenwood, ASCAP) (2:12)

★★★ **Bonsolt Dame**—(Metric, BMI) (2:15)

JOHNNY AND DIANE

★★★★ **Ziganette**—Attractive guitar work is spotlighted on a catchy instrumental. Nice deejay side. (Lyndale, BMI) (2:00)

★★★ **Bull Whip**—(Arc, BMI) (2:29)

KEVIN McQUINN

★★★★ **Ev'ry Step of the Way** — DIA-

(Continued on page 50)

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- DLP-3234 He Leadeth Me
- DLP-3222 White Christmas
- DLP-3199 Side By Side
- DLP-3180 Tenderly
- DLP-3121 Yes Indeed!
- DLP-3118 Star Dust

- DLP-3077 Pat Boone Sings Irving Berlin
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- DLP-3050 "Pat"
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- DLP-9000 April Love



"THE NATION'S BEST SELLING RECORDS"

THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING NOVEMBER 5

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 RUNAROUND SUE	By Ernie Maresca-Dion DiMucci—Published by Schwartz-Dial (ASCAP)	5
2		2 BRISTOL STOMP	By Mann-Appell—Published by Kalmann (ASCAP)	6
3		3 HIT THE ROAD JACK	By Percy Mayfield—Published by Tangerine (BMI)	7
4		4 BIG BAD JOHN	By J. Dean—Published by Cigma (BMI)	4
5		5 SAD MOVIES (Make Me Cry)	By Loudermilk—Published by Acuff-Rose (BMI)	5
6	10	10 I LOVE HOW YOU LOVE ME	By Mann-Kolber—Published by Aldon (BMI)	4
7	8	8 LET'S GET TOGETHER	By Richard M. Sherman-Robert B. Sherman—Published by Wonderland (BMI)	5
8	12	12 YA YA	By Dorsey-Robinson—Published by Fast-Barich (BMI)	5
9	9	9 MEXICO	By Boudreaux Bryant—Published by Acuff-Rose (BMI)	6
10	7	7 THIS TIME	By Chips Moman—Published by Tree (BMI)	6
11	6	6 CRYIN'	By Roy Orbison-Joe Melson—Published by Acuff-Rose (BMI)	9
12	14	14 THE FLY	By Madara-White—Published by Woodcrest-Mured (BMI)	4
13	18	18 TOWER OF STRENGTH	By Hilliard-Bachrach—Published by Famous (ASCAP)	3
14	15	15 YOU MUST HAVE BEEN A BEAUTIFUL BABY	By Warren-Mercer—Published by Remick (ASCAP)	7
15	13	13 THE WAY YOU LOOK TONIGHT	By D. Fields-J. Kern—Published by Harms (ASCAP)	5
16	22	22 (He's My) DREAMBOAT	By John D. Loudermilk—Published by Acuff-Rose (BMI)	3
17	19	19 SWEETS FOR MY SWEET	By Pomus-Shuman—Published by Brenner-Progressive-Trio (BMI)	4
18	23	23 YOU'RE THE REASON	By Edwards-Imes-Henley-Fell—Published by American (BMI)	3
19	24	24 FOOL #1	By Kathryn Fulton—Published by Sure Fire (BMI)	2
20	16	16 LOOK IN MY EYES	By Barrett—Published by Atlantic (BMI)	5
21	11	11 TAKE GOOD CARE OF MY BABY	By King-Goffin—Published by Aldon (BMI)	10
22	20	20 LITTLE SISTER	By Doc Pomus-Mort Schuman—Published by Elvis Presley (BMI)	10
23	28	28 A WONDER LIKE YOU	By Jerry Fuller—Published by Four Star (BMI)	2
24		— BIG JOHN	By Patton-Summers—Published by Ludix (BMI)	1
25	27	27 DON'T BLAME ME	By McHugh-Fields—Published by Robbins (ASCAP)	4
26	21	21 I UNDERSTAND (Just How You Feel)	By Pat Best—Published by Jubilee (ASCAP)	2
27	25	25 EVERLOVIN'	By Dave Burgess—Published by Jat (BMI)	2
28	30	30 FOOT STOMPIN' (Part 1)	By Aaron Collins—Published by Argo (BMI)	2
29	26	26 STICK SHIFT	By Bellinger—Published by Hilde (BMI)	3
30	17	17 THE MOUNTAIN'S HIGH	By St. John—Published by Odin (ASCAP)	9

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

1. RUNAROUND SUE—Dion, Laurie 3110.
2. BRISTOL STOMP—Dovells, Parkway 827.
3. HIT THE ROAD JACK — Ray Charles, ABC-Paramount 10244.
4. BIG BAD JOHN—Jimmy Dean, Columbia 42172.
5. SAD MOVIES (Make Me Cry)—Lennon Sisters, Dot 16255; Sue Thompson, Hickory 1153.
6. I LOVE HOW YOU LOVE ME—Paris Sisters, Gregmark 6.
7. LET'S GET TOGETHER—Hayley Mills, Vista 385.
8. YA YA—Lee Dorsey, Fury 1053.
9. MEXICO—Bob Moore, Monument 446; Li'l Wally and the Harmony Boys, Jay-Jay 250.
10. THIS TIME — Troy Shondell, Liberty 55353.
11. CRYIN'—Roy Orbison, Monument 447.
12. THE FLY—Chubby Checker, Parkway 830.
13. TOWER OF STRENGTH — Gene McDaniels, Liberty 55371.
14. YOU MUST HAVE BEEN A BEAUTIFUL BABY—Bobby Darin, Atco 6206.
15. THE WAY YOU LOOK TONIGHT — Lettermen, Capitol 4586.
16. (He's My) DREAMBOAT—Connie Francis, MGM 13039.
17. SWEETS FOR MY SWEET — Drifters, Atlantic 21127.
18. YOU'RE THE REASON—Bobby Edwards, Crest 1075; Hank Locklin, RCA Victor 7921; Joe Smith, Fairlane 21006.
19. FOOL #1 — Brenda Lee, Decca 31309.
20. LOOK IN MY EYES — Chantels, Carlton 555.
21. TAKE GOOD CARE OF MY BABY—Bobby Vee, Liberty 55354.
22. LITTLE SISTER — Elvis Presley, RCA Victor 7908.
23. A WONDER LIKE YOU—Rick Nelson, Imperial 5770.
24. BIG JOHN—Shirrelles, Scepter 1223.
25. DON'T BLAME ME — Everly Brothers, Warner Bros. 5501.
26. I UNDERSTAND (Just How You Feel)—G-Clefs, Terrace 7500.
27. EVERLOVIN' — Rick Nelson, Imperial 5770.
28. FOOT STOMPIN' (Part 1)—Flares, Felsted 8624.
29. STICK SHIFT—Duals, Sue 745.
30. THE MOUNTAIN'S HIGH—Dick and DeeDee, Liberty 55350.

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GEMA Presses Copyr'ht Payments on Grundig

MUNICH — GEMA, the West German copyright society, is determined to force copyright payments by tape recorder manufacturers.

Dr. Erich Schulze, GEMA board chairman, disclosed in an exclusive statement to Billboard Music Week that the copyright society is continuing legal action to force royalty license fees by manufacturers.

GEMA, Dr. Schulze said, has abandoned for the time being any notion of trying to collect music taping license fees from individual tape recorder purchasers.

Instead, the copyright society is concentrating solely on manufacturers, and primarily on Grundig, which boasts that it is Europe's largest tape recorder producer.

Dr. Schulze contended GEMA's tactic of concentrating on the manufacturer instead of set purchaser is consistent with its practice of collecting lump-sum license fees from radio and television stations.

GEMA's board chairman said the magnitude of the taping problem is little appreciated or understood outside expert circles. Dr. Schulze estimated the number of tape recorders (including dictation machines) now in operation in West Germany at 1,200,000.

"However, the industry believes that by the end of 1965," Dr. Schulze continued, "the number of recorders will have increased to 6,500,000. This means that every third household will then have a tape recorder, and it will mean obviously a very great increase in music taping."

"Tape price reductions will contribute to increased music taping. Tape which in 1957, for example, cost 58 pfennigs a minute today has been reduced in price to 6 pfennigs a minute."

Dr. Schulze revealed that GEMA is engaged in the patient creation of a solid legal foundation for its offensive against the tape recorder manufacturer. He indicated GEMA is delighted with results of this legal offensive to date.

Cornerstone of GEMA's legal case is a decision of the Federal Supreme Court dated May 18, 1955. This decision held that the taping of music from the GEMA repertory without authorization violated copyright laws, even

when such taping was done for personal enjoyment and without any intention of realizing monetary profit.

With this decision in hand, GEMA then moved against tape recorder manufacturers, concentrating on Grundig. The Supreme Court ruled on January 22, 1960, that manufacturers of tape recorders were obligated to take into consideration that the recorder might be employed for illegal purposes (i.e., taping music).

GEMA failed, however, in a subsequent effort to have the Berlin court require Grundig and other manufacturers to provide records of all recorders sold.

The apparent purpose of this effort was to enable GEMA to bill individual recorder owners, but in his statement to Billboard Music Week Dr. Schulze disclaimed any such intention.

Rather, GEMA's board chairman said the German society was pressing further court action aimed at requiring recorder manufacturers to pay a flat license on each set produced, this fee to be passed on in the set price to the purchaser. Recorder buyers thus would automatically be privileged to tape music.

"There is no intention on the part of GEMA of intruding into the private sphere," Dr. Schulze insisted. "We would be satisfied with a license payment by the manufacturer. That the manufacturer should pay is only just."

"In the case of the radio and television, it is not the set owner but the broadcasting organizations who have assumed responsibility for license payments to GEMA. Similarly, when a phonograph record is purchased, the purchaser knows that the copyright fee is included in the purchase price."

Grundig is fighting GEMA tooth and nail. The giant Nuremberg electronics firm has refused to take special pains in cautioning purchasers against unauthorized music taping. Grundig takes the position that it is none of its concern.

GEMA opponents generally accuse the copyright organization of infringing private rights, a charge to which GEMA is sensitive as indicated by Dr. Schulze's disclaimer of such intention.

GEMA foes are counter-attacking the copyright organization's implied argument that it must be assumed all tape recorders are used for music taping. This is not demonstrably true, according to GEMA opponents, and assumes what obviously is doubtful, particularly when dictation machines are lumped with standard recorders.

Grundig contends that it is fallacious to compare tape recorder use with radio and television programming, which revisioning country music.

Denny Bookings Up

Continued from page 4

are scheduled for a like trek in December. Arrangements have also been made, Moeller says, for Jimmy Dickens, Red Sovine and Wilma Lee and Stony Cooper to carry the Denny banner to Europe early in 1962.

Moeller also attributes a measure of the Denny firm's increased bookings to the fact that many more radio stations are programming country music.

MUSIC AS WRITTEN

Continued from page 6

hosted Ray Ellis and Jack Lee in Pittsburgh October 16. Ellis was here to promote his "Portofino" platter for RCA Victor. . . . Rusty Warren, the Liberty Records star, broke every existing record in the history of the Horizon Room night club during her two-week stint at the Greater Pittsburgh Airport Room.

A new indie label, La Vere Records, with headquarters on Fort Pitt Boulevard, waxed its first platter last week featuring the Diadems in "Ala Vevo" backed with "What More Is There to Say?" The Diadems features 23-year-old, blind Cleveland Martin as lead singer; James Mitchell, Jerry Hill and two brothers, Robert and Earle Thompson.

Stan Ediss, former production manager at KDKA, is the new branch manager of Dot Records in Pittsburgh, replacing Bob Vogel. Ediss was at one time affiliated with WINS, New York.

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thanks, disk jockeys,
program directors and
librarians for all
your help.
Pete

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 MARVELETTES

The five thrushes that make up the new Tamla recording group are lead singer Gladys Horton, Katherine Anderson, Georgeanna Tillman, Juanita Cowart and Wanda Young. All the girls are in their senior year at Inkster High School located in a suburb of Detroit.

The Marvelettes were performing in a high school talent show earlier this year, when Berry Gordy Jr., president of Tamla-Motown Records, discovered them. Gordy was "sent" by their versatile stylings and immediately signed the group to the label. A session quickly followed out of which came their current hit single, "Please Mr. Postman." The disk is moving up well on the Hot 100.

The Marvelettes are presently on a round of theater dates across the country, plugging their debut disk. An album titled after their first hit is currently being readied for release.

**RETAILING
PANEL**

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

THE QUESTION

Do you have a favorite disk to use as an "opener" on your show?

THE ANSWERS

**BRUCE MORROW
WABC, New York**

My opening theme is very important to me. It was written and produced for me by talented Dick Doo. This theme is now literally an institution as far as I am concerned. All of my Cousins identify me by the theme and it enhances the program's personality. Thousands of my listeners have requested the "Big M" theme for their own collections, but it's mine, all mine!



**DAVE CARRICO
KOTN, Pine Bluff, Ark.**

Yes, I feel a successful disk jockey should have his own personal "trade mark." Therefore, I use personalized disks and certain gimmicks in my afternoon program. On my evening rhythm and blues show I use "a great mood setter," "Blues for Barbara" by Wild Bill Davis, along with a rocket blast-off. This identifies me and my program as well as letting the audience know what to expect.



**JOEL SEBASTIAN
WIND, Chicago**

In my opinion, no one song can withstand daily exposure in the same position on a show without diminishing its impact on the listener. Studies reveal that audience composition changes frequently and within specific segments. Since listeners gravitate to determine periods, it is good programming to vary the opener and avoid repetition. My criteria for an opening number are that it be up-tempo and appealing to a mass audience.



York; the Coca-Cola Hi-Fi Club and the Armed Forces Network. ... Newcomer to the recording world, Roger Douglass visited recently with WIL, St. Louis jockey, Gary Stevens, to talk about and play his debut disk for Mercury Records. The wax is tagged, "Teenagers Forever." ... Felsted Records' the Flares demonstrated their hot chart disk, "Foot Stomping," at the poolside party broadcast by Pittsburgh deejay Larry Aiken on KQV a short time ago. On the group's recent 6,000-mile promo tour the boys managed to visit lots of deejays and hold lots of stompin' parties.

VOX JOX

By JUNE BUNDY

POLL ALERT: Billboard Music Week's 14th Record Artists Popularity Poll is coming up in a few weeks. If you haven't received your ballot yet, please write BMW's New York office immediately and we'll send you one. There have been so many personnel changes at local stations around the country during the past few months that listeners, as well as pollsters, are understandably confused. In line with this, we received a plaintive letter from a Long Island, N. Y., listener, Mrs. Judy Lee, who wants information on the whereabouts of the following jocks: Al Loman, Dean Hunter, Ernie Stone, Allan Williams, Norm Stevens, Reed Upton, Gordon Baker, Fred Parsons and Bert Sherwood. Mrs. Lee also wants to know if and when Martin Block, who recently started a weekend show over WOR, New York, will be back on the air six days a week.

THIS 'N' THAT: It may or may not be significant, but Sid Caesar is playing a "paranoic disk jockey" in a straight dramatic show, "Kill the Sound," on the November 15 episode of CBS-TV's "Checkmate" series. . . . Candy Lee, who has been a working disk jockey at WDOK, Cleveland, since she was a small child, is competing for the title of Notre Dame University Homecoming Queen. Miss Lee, currently a sophomore at Baldwin-Wallace College, also spins 'em for the college station.

WAX WANTED: Jack Rieley, WBCR, Beloit College, Wis., needs singles. . . . Ed Michaels, music librarian of WECB, Emerson College, Boston, needs records of all types, albums and singles. . . . Doc Holiday, KREO, Indio, Calif., wants country and western and rock and roll records. He is currently programming three hours of c.&w. music and—starting November 1—four hours of r.&r. daily. . . . John Mooney, WBVH, Attica, N. Y., wanted talent to appear at his Halloween Dance this week. Unless some of the disk names have a broom stick, this notice won't help much, but perhaps it will help on future hopes. Sorry.

Bill Quinn, program director of WTLB, Utica, N. Y., reports the outlet is setting up "Giant Hopes" in the Greater Central New York area and would like to line up record artists as guests. . . . Garry Miller, WTOL-TV, Toledo, also is looking for record talent to appear on the outlet's new "TV Dance Party" Saturday, 3:30-4:30 p.m. . . . Bill Arthur, who recently joined WFIW, Fairfield, Ill., as program director, is trying to build the station's pop library, but reports a lack of service. "Record sales are down in the Fairfield area," he writes, "and I'm sure that much of the blame can be attributed to the lack of exposure of the new tunes on the local radio station."

GIMMIX: Ex-deejay-program director Norman Wain, now president of Sound Ideas, Inc., Cleveland, has sold his new "Teen-Beat" featurette series to the Storz Broadcasting chain for use on its six radio stations. Sound Ideas provides the Storz outlets with 24 different tapes each week. The firm's newest series, "Record Stars Confidential," is available to stations either on tape or as a script service.

Jim Dougherty, WHOL, Allentown, Pa., features a "Housewife of the Day" award. Each day Dougherty presents a dozen roses to the winner, who is selected by Dougherty from post cards sent in by listeners. The jock started the award stunt last month to celebrate 10 years a deejay. During the entire decade Dougherty has held down the same time slot—9 a.m.-1 p.m.

YESTERYEAR'S HITS

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

**POP—5 Years Ago
NOVEMBER 3, 1956**

1. Love Me Tender, E. Presley, RCA Victor
2. Don't Be Cruel/Hound Dog, E. Presley, RCA Victor
3. Green Door, J. Lowe, Dol
4. Just Walking in the Rain, J. Ray, Columbia
5. Honky Tonk (Parts I & II), B. Doggett, King
6. Blueberry Hill, F. Domino, Imperial
7. Canadian Sunset, H. Winterhalter, RCA Victor
8. True Love, B. Crosby-G. Kelly, Capitol
9. Tonight You Belong to Me, Patience and Prudence, Liberty
10. Friendly Persuasion, Pat Boone, Dol

**POP—10 Years Ago
NOVEMBER 3, 1951**

1. Cold, Cold Heart, T. Bennett, Columbia
2. Because of You, T. Bennett, Columbia
3. Sin, E. Howard, Mercury
4. I Got Ideas, T. Martin
5. Sin, Four Aces-A. Alberts, Victoria
6. World Is Waiting for the Sunrise, L. Paul and M. Ford, Capitol
7. Undecided, Ames Bros.-L. Brown, Coral
8. Down Yonder, Del Wood, Tennessee
9. Turn Back the Hands of Time, E. Fisher, RCA Victor
10. Sin, S. Churchill, RCA Victor

RHYTHM & BLUES—5 Years Ago—NOVEMBER 3, 1956

- | | |
|---|---|
| Blueberry Hill, F. Domino, Imperial | I Can't Love You Enough, L. Baker, Atlantic |
| Let the Good Times Roll, Shirley and Lee, Aladdin | Lonely Avenue, R. Charles, Atlantic |
| Love Me Tender, E. Presley, RCA Victor | You'll Never, Never Know, Plattors, Mercury |
| In the Still of the Night, Satins, Ember | I Can't Quit You Now, O. Rush, Cobra |
| Still, L. Baker, Atlantic | ABC's of Love, Teen-Agers, Gee |

**WSIX Shows
Nashville Tops**

• Continued from page 3

studios of RCA Victor, Decca, (interviewing Owen Bradley) and Starday. Film clips of sessions recorded in Nashville featured Connie Francis, Anita Bryant, Sue Thompson, Ray Orbison, Hank Garland, Grady Martin, the Anita Kerr Quartet, the Jordonaires, Floyd Cramer, Bobby Moore, Boots Randolph and others.

In an effort to acquaint other parts of the country with Nashville's eminence as a national recording center, Station WSIX-TV has offered to "dub off" the entire half hour for TV outlets in other cities. There will be no charge, but the stations will have to forward their own videotape to WSIX-TV. Tapes should be sent to WSIX-TV promotion director Bill Jones.

**Marcus, Greenfield in
Columbia Disk Jobs**

NEW YORK — John Kurland, new head of Columbia Records' information services department, has named Leonard Marcus and Myrna Greenfield to key posts in his department. Marcus is the new manager of information services, handling press relations for both the pop and classical fields. He was formerly with London Records as assistant manager in the classical department. Miss Greenfield has been named co-ordinator of information services and will handle jazz and trade press relations. She was formerly at Riverside Records, and at RCA Victor.

**SCHOOL AIR
LACKS ROCK**

PINE BLUFF, Ark.—Station KOTN believes it has a first in the local radio field. The outlet is beaming its noon-time programs directly into local schools during the students' lunch period from noon to 1:30 p.m.

At the request of the Pine Bluff School Board, KOTN is not emphasizing rock and roll during the lunch period. Instead LP selections and standards are integrated with current pop ballads and "quality" hit singles. "We save rock and roll for after-school hours," reports KOTN program director Dave Carrico.

**LABEL-DEEJAY
PROMOTIONS**

By NIKI KALISH

COLUMBIA ARTISTS SPOT-LIGHTED: Two of Columbia Records' popular thrushes, Doris Day and Anita Bryant, garnered quite a bit of air time for their records recently with contests at two different stations. Miss Day's old Columbia waxing of "Teacher's Pet" was used as a theme for a "Teacher's Pet" contest on deejay Tony Glenn's "Musical Merry Go Round" show on WWBD, Bamberg, S. C. Listeners were requested to send in their favorite teacher's name for a "Teacher of the Week." The winning teacher received a bag of apples and the listeners also received a prize.

In conjunction with Anita Bryant's new Columbia LP "Kisses Sweeter Than Wine," a station in Texas asked all the boys in the audience to send in their girls' lipstick prints. A panel of the station's jockeys chose the prettiest lip prints and the winners (both the gal and her fella), received copies of Miss Bryant's new album.

REAL MYSTERY MELODY: Deejay Larry Gar, of Station WLBG, Laurens, S. C., reports that George Shearing's "Let's Call the Whole Thing Off," from the Capitol LP, received a lot of attention on his "Tempo Show." It seems he used the tune on his "Mystery Melody Game" and the song has gone almost 30 days without a winner getting the right name.

BIG BAD JOHN: Deejay Red Robinson writes from CKWX, Vancouver, Can., that Jimmy Dean's smash platter for Columbia Records titled "Big Bad John," caused quite a furor at the station and with the listeners. After much argument and discussion and after putting the question to a vote of Robinson's listeners, the jockeys decided to leave the H-E-L-L on the disk.

SEEN AROUND THE STATIONS: Glen Gray, Capitol Records' noted bandman, has been on the road these past few weeks visiting deejays in New York, Philadelphia, Washington, Baltimore, Pittsburgh, Cleveland, Detroit, Chicago, Buffalo and Boston, to plug his new Capitol album, "Shall We Swing?" In New York, accompanied by the label's New York Promotion Manager, Ray Battocchio, Gray spent a day being interviewed on Joe Franklin's ABC-TV show and taping interviews for Bob Douglas, WNCN-FM, New York; Big Wilson, WNEW, New

DEALERS... DISK JOCKEYS... RACK JOBBERS!

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Billboard Music Week's

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Coming NEXT WEEK

The big issue that highlights the rise of Sound LP's as a sales and programming bonanza.

DEALERS & RACK JOBBERS: Check these "How-To" articles designed to help you display and SELL these albums.

"How I Sell Sound Albums"—Articles on key dealers in major albums.

Merchandising—How manufacturers merchandise, featuring a list of dealer aids—from racks to window displays—including photos.

Sound Catalogs—A complete product listing of major companies in the field.

Sound LP's and Stereo Phonos—How Sound Disks influence the sale of stereo sets.

DISK JOCKEYS: There's a wealth of programming success stories for you:

FM Stations and Sound LP's—Programs built around them—both regular shows and stereo.

Study of Sound Programming Successes—Case histories of stations enjoying outstanding results in this area.

Sound LP Stations Across the Country—A complete list of all stations currently doing Sound programming.

These and many more features of interest to you are scheduled for this big issue.

THE WORD'S IN!

... Concerning

Billboard Music Week's

SPOTLIGHT on COMEDY and SPOKEN WORD ALBUMS

Coming NOV. 20

Featuring items on how dealers, rack jobbers and DJ's can take advantage of the current boom in Comedy and Spoken Word Albums.

This solid line-up of sales and programming aids blankets all facets of the field including:

"Selling Comedy and Spoken Word Disks"—How successful dealers have built up solid sales in this product.

Words on Wax—Covering Drama, Poetry, Documentary, Language and Educational records—stressing the top sellers.

Comedy & Spoken Word Disks on the Air—FM & AM programming around the country; how much air-play these records get; promotional efforts and programming aids by record manufacturers.

Hot Comedy Albums—A detailed listing of the best selling comedy albums in 1961.

Spoken Word Spotlights—A compilation of the Spotlights among 1961 releases.

Display Material—Dealer aids, racks, window streamers, counter boxes, etc., available to distributors and dealers.

Plus many, many more articles and features designed to help you sell and program these LP's successfully.

SPECIAL NOTE TO MANUFACTURERS:

Why not supplement the editorial emphasis in both these issues with strong advertisements featuring your records, your merchandising, your special offers.

Advertising deadlines

SPOTLIGHT ON SOUND RECORDS: NOV. 1

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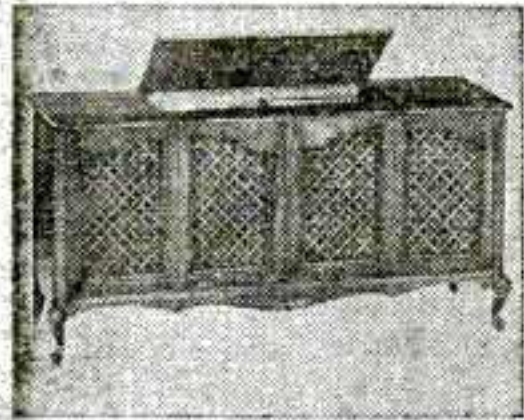
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NEW DEALER PRODUCTS

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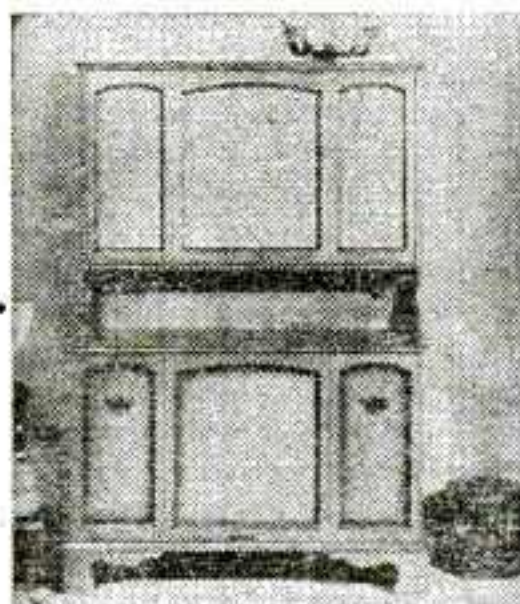


Along with members of the firm's 1962 line of stereo

consoles, Calritone Sound Corporation of Canada, Ltd., introduced the Baroness, a new model that is styled along French Provincial lines. It has facilities for multiplex, TV and tape. It has Garrard changer, type A, hand-carved legs and suggested price of \$749. There are six speakers which break down into two EMI oval, aluminum cone woofers and four EMI tweeters.

A New "Hutch" Stereo Console

Part of the current RCA Victor line of stereo consoles is this unique unit dressed in Early American styling. The set contains all stereo console accoutrements. The 'Hutch' design puts speakers above, or even with (depending on the height of the listener) ear level). The set also includes built-in FM radio in stereo form. The RCA guide price on the unit is \$525.



Recordings Done on 3 Heads



The Korting 114 is a new four-track tape recorder deck

being introduced in this country from West Germany by Kimberly Industries, Ltd., New York City. The set contains three tape heads for recording, playback and erase. It also has dubbing control which takes previous recording from one track and dubs it, simultaneously, onto another. It also has reverb-echo effects, and other features. The 114 sells for \$279.50.

Playback Arm Gets a Lift

The new Empire 980 is a component playback arm that has many new features, among them Dyna Lift. This lifting device eliminates stylus abuse, the firm says, because it lifts the arm from the disk more delicately than is possible with the human hand. The unit also has a stylus overhang adjustment which



permits adjustment of cartridge position in shell for the lowest tracking error. The new Empire 980 sells for a list price of \$50.

Disk Cleaning Kit Debuts



The Duotone Company of Keyport, N. J., is marketing what they call a stereo cleaning kit. The package, which is made up of three pieces, contains a bottle of anti-static detergent, a special wiping pad, and a needle brush. The kit comes in a vinyl bag for storing and lists for \$1.50 complete. The display pictured here is also available and contains the products plus a miniature, baton wielding maestro.

GEMA Presses Copyr'ht Payments on Grundig

Continued from page 40

quire music as staple programming fare. Dr. Schulze states, however, that GEMA will press its campaign against the recorder manufacturers on a wide legal front until victory is achieved; e.g., until GEMA is receiving a license fee for every set produced. There has been talk in GEMA circles that the copyright organization would ask a year fee of 10 marks (\$2.50). Dr. Schulze's statement did not spell out the

organization's precise thinking on this issue. Presumably, however, GEMA would negotiate annually with recorder manufacturers, the lump-sum license payment to be calculated according to current production. There seems little likelihood manufacturers could be held liable for annual payments on sets once sold. It is understood that, in fact, GEMA has backtracked from its original demands because of the

MRIA BACKS S.F. HI-FI SHOW

SAN FRANCISCO — The Magnetic Recording Industry Association will again sponsor the annual San Francisco Home and High Fidelity Show, according to James Logan, executive director of the event. The show will run March 7-11 in the Cow Palace. As in the case of shows in other parts of the nation this year, the highlight of the event is expected to be demonstrations of FM stereo. Show will combine displays of home building, home furnishings and home music systems.

Dealers to Take To the Airwaves

JERSEY CITY, N. J.—More than a score of members turned out last week for one of the most successful recent meetings of Dealers in Sound Corporation (DISC), local record-buying dealer co-op. Among those in attendance besides local retailers were store men from up-State New York and Detroit. Under the chairmanship of President Irving Randolph, the dealers passed a motion to sponsor local radio deejay shows, with a tagline, "patronize the DISC store nearest you." A dozen of the dealers will engage in the first programming stint with others expected to get in on the scene later on. Joe Shulman of Park Records, Newark, is in charge of setting up the arrangements. Three of the local pop-oriented stations, WABC, WMGM and WINS, are all under consideration.

Audio Pioneer, Peter Jensen, Dead at 75

WESTERN SPRINGS, Ill.—Peter L. Jensen, 75, co-inventor of the loudspeaker and founder of Jensen Industries, Forest Park, Ill., died here October 25. Jensen and his partner, Edwin Pridham, developed their first loudspeaker in 1910 at Napa, Calif., while seeking to develop an improved telephone receiver. The inventors felt their over-loud receiver was a failure until a friend suggested they mount the receiver on a ball park roof to see if the fans could better hear the ball park announcer. The inventive pair also developed one of the early electric phonographs. Previous to coming to America, Jensen developed a wireless marine telephone, over which he played his phonograph, becoming perhaps the first disk jockey, piping music to ships at sea. Survivors include his son, Karl W. Jensen, who heads Jensen Industries, which produces phonograph needles, cartridges and many record accessories.

Berlin court decision in favor of Grundig. It is understood that if GEMA had won the decision, the intention was to bill recorder owners 10 marks a year. This would not be without precedent, since all radio and TV set owners in West Germany pay a monthly fee which finances the address German radio and TV. Dr. Schulze's statement to Billboard Music Week appealed for public consideration of the injustice done composers and authors by music taping. Dr. Schulze contended that unless checked promptly the practice could increase to fatally fantastic proportions. This is the position also taken by West German diskeries, although GEMA's board chairman made no mention of diskeries in connection with the taping hassle.

BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

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

PHONOS LISTING BETWEEN \$81 AND \$100

Position This Issue	Position 7/31/61 Issue	Brand	% of Total Points
1	4	Decca	23.2
2	1	Magnavox	22.2
3	7	RCA Victor	9.1
4	3	Voice of Music (V-M)	6.8
4	8	Capitol	6.8
6	6	Webcor	5.5
7	5	Motorola	4.7
		Others	21.7

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.

- PRESTIGE**—Expires November 3, 1961. Started September 25, 1961. "Prestige Big M Deal." Purchase 10 albums of Prestige or Moodsville label and get two albums free. Available through distributor.
- COLOSSEUM**—Expires November 15, 1961. Started August 15, 1961. "Half Price Victory Sale." \$3.98 LP's to retail for \$1.99. Dealer cost \$1.23, f.o.b., warehouse. Label is owned by Bruno Hi-Fi Records.
- PACIFIC JAZZ-WORLD PACIFIC**—Expires November 24, 1961. Started October 9, 1961. Two LP's free for every 10 LP's purchased with a minimum order of 100 mono or stereo LP's. Covers 11 new releases. One hundred per cent exchange privilege.
- ATLANTIC-ATCO**—Expires November 30, 1961. Started October 30, 1961. "The Right Deal at the Right Time." One LP given free with the purchase of eight LP's. Deal is available to dealers through distributors and covers entire catalogs of both labels and new releases. One hundred per cent exchange privilege. See separate story, current issue, for details.
- KAPP**—Expires November 30, 1961. Started October 10, 1961. October-November Program. Ten per cent discount on 12 new releases only. Dating available to qualified dealers.
- LIBERTY**—Expires November 30, 1961. Starts October 30, 1961. Ten per cent cash discount on the label's Christmas product, including its Robert Rheims catalog, plus a new Felix Slatkin Christmas release on the Premiere label. See page 2, October 16 issue, for details.
- ABC-PARAMOUNT**—Expires December 15, 1961. Started July 17, 1961. Fall-Winter LP Program. Distributors are offered 12½ per cent discount on all LP purchases. Program covers complete catalogs and new releases, including Christmas packages, on ABC-Paramount, Impulse and Chancellor labels.
- CAPITOL-ANGEL**—Expires December 22, 1961. Started October 16, 1961. Christmas Package Program. Twelve and a half per cent cash discount on all Capitol and Angel new yuletide releases, catalog as well as new releases. See page 3, October 16 issue, for details.
- MERCURY**—Expires December 31, 1961. Started November 1, 1961. "Operation Gold Rush." Fifteen per cent merchandise bonus. Plan covers 22 new albums and also gives right to buy three catalog LP's in the same price group for every new LP release purchased on same 15-for-100 basis. One hundred per cent exchange privilege on entire November release and 10 per cent exchange privilege on catalog. Dealer must place initial order by November 21.
- PETER PAN**—Expires December 31, 1961. Started August 15, 1961. Label is offering all of the current seven inch singles to dealers six for \$1.
- TIME**—No expiration date. Started November 1, 1961. Entire Series 2000 catalog will be available on a buy six-get-one-free basis.
- MONITOR**—No expiration date. Started June 19, 1961. Five LP's are specially priced to the consumer at \$1.98. Soviet Army Chorus and Band, Vol. 4; Beethoven Piano Concerto No. 4 in G, Gilels, piano; Beethoven Piano Concerto No. 5 in E Flat Major, Gilels, piano; Bach Concerto No. 1 in D Minor; Leonid Kogan Plays Prokofiev, Tchaikovsky and Saint-Saens.
- WONDERLAND**—No expiration date. Started August 23, 1961. Dealer gets 26 albums for the price of 24. Key numbers in catalog available in two pre-paks. Label is Riverside's children's line.
- CONCERT-DISC**—No expiration date. Started September 25, 1961. Complete catalog including new releases offered on a one-free-every-five-purchased basis. Label's "Success in Life" and "The Businessman's Record Club" series available at 10 per cent discount.

PHASE 4 PROMO PUSHES DISKS ON LP CHART

Continued from page 2
 week) are Ray Martin's "Dynamica," Henry Jerome's "Brazen Brass," Pat Boone's "Moody River," Stan Kenton's "West Side Story," Roger Williams' "Yellow Bird," Doris Day's "I Have Dreamed," "The Guns of Navarone" (sound track), Bert Kaempfert's "Wonderland by Night," "The Highway Men," and "Jimmy Reed at Carnegie Hall."

MCA Drops Talent

Continued from page 2
 MCA could "prepare" for movie production — and all that went with it, including the usual movie music deals — if it indicated to AG that it would drop its talent agency.
 By conservative estimate, MCA will gross this year over \$50 million from the sale of its own TV film productions. MCA will also take in over \$9 million in TV revenues from the 700-picture backlog of pre-1948 Paramount movies which MCA distributes. About \$5 million will also come to MCA in rentals to TV and movie producers' facilities at the Universal City lot. About \$1 million will come from "miscellaneous" sources. An estimated \$8.7 million will be derived from agency commissions. Since MCA's annual talent commissions have increased only \$200,000 since 1957—and are, in fact, about \$100,000 lower this year than they were in 1959—talent-feeding no longer represents a growth area to MCA.

Disk Dates in Clubs and Halls

Continued from page 1

turns to Carnegie Hall" is also on the verge of breaking into the best selling chart group.
 Although practically all night clubs are eager to offer their facilities (for in person recording sessions) free in return for having the club name featured on an album cover, Carnegie Hall charges \$300 per recording date and gets an extra \$500 for the use of its name on an album cover. However, Carnegie evidently isn't stuffy about the content of packages recorded on its stage. In addition to the varied lineup of artists listed above, Belle Barth is scheduled to record her first album for Roulette during a midnight Carnegie Hall concert next month.

Sight and Sound

Capitol a.&r. executive Andy Wiswell, who cut the Garland album at Carnegie, said he couldn't see the stage from where they set up the recording equipment. However, Wiswell noted that he sometimes has trouble doing a date in a nitery too, because there isn't room to set up a control room and he has to depend on earphones. One advantage of doing a date in a night club (rather than a concert hall) though, said Wiswell, is that it's possible to re-cut a nitery performance if the first take isn't good.

In addition to the four Carnegie albums, the monaural chart this week lists the following "live performance" albums: "Jose Jimenez at the Hungry i," No. 5; "The Four Preps on Campus," No. 8; "Tonight in Person," by the Limeriters; "Bobby Rydell's "Rydell at the Copa," the Kingston Trio's "From the Hungry i," "Basin St. East Proudly Presents Miss Peggy Lee," "Miles Davis in Person Fri-

day Night at the Blackhawk, San Francisco," Ella Fitzgerald's "Mac the Knife—Ella in Berlin" and "Moms Mabley at the Playboy Club." Hovering just off the chart is "Shelley Berman—A Personal Appearance," which was recorded at various night spots around the country.

New in person albums on the market or scheduled for release shortly include Ella Fitzgerald's "Ella in Hollywood," cut at the Crescendo; Tennessee Ernie Ford's "Martha Schlamme at the Gate of Horn," a San Francisco club; "Dakota Staton at Storyville," Boston; "Steve Lawrence and Eydie Gorme at the Pigalle, London," "Carmen McRae at the Flamingo, London," Joey Dee and the Starlighters at the Peppermint Lounge," New York; Count Basie's "Basie at Birdland"; "Sunday at the Village Vanguard," New York, by the Bill Evans Trio; "The Essential Billie Holiday," up-dated original dates of the late singer's Carnegie Hall concert; "Russ Morgan at Catalina," Kay Stevens' "Ruckus at the Riviera," "Gibson and Camp at the Gate of Horn," and Sister Rosetta Tharpe at Hernden Stadium, Atlanta, Ga.

NARAS to Show

Continued from page 1

strong program of instruction on various aspects of the record industry in the works.

The forthcoming program was set up by Joe Wells, RCA custom recording manager here, chairman; Mike Simpson, arranger; Don Bernstein, photographer, and Don Gold, SBI associate editor.

In addition to the film and discussion, NARAS will hold its regularly scheduled business meeting. Refreshments will be served.

Liberty's Link With Britain's EMI

Continued from page 1

starts with the exception of RCA Victor.
 Bennett, fresh from London where he concluded the deal with EMI Records Managing Director G. Wood, appeared profoundly impressed with the potential of the overseas market in general and the British market in particular. He said Liberty is shooting for an overseas sales volume that will equal its firm's domestic gross. Today, Liberty's foreign sales are between 15 to 20 per cent of its U. S. business, Bennett said.

According to Bennett, England is a very strong record market. Britain's capacity for singles records, he noted, is proportionate to this country's singles sales during bygone peak years. He estimated that in proportion to population, the singles demand in England is approximately double of what it is today in the U. S. "Singles have sold as high as a million copies in England," he added, "and what's more, it is also a potent market for LP's as well."

Foreign Sales Goals

Bennett feels his EMI affiliation will go a long way toward helping him achieve his foreign sales goals.

Indie Record Clubs

Continued from page 1

records were being acquired from distributors.
 The New Jersey club is being run by Harold Chasin, who is also in charge of the disk sales activity at Harmony House, a large high-price disk merchandiser with outlets in both Springfield and Eatontown, N. J. Chasin's mailings also offer product from all labels on a buy-two, get-one-free basis, which amounts to a one-third discount. Heavy disk purchases made for Harmony House, combined with merchandising requirements for the club, are believed to make the substantial discount structure possible.

The fact that Liberty will be enjoying its own label identity for the first time in Europe and the other world markets covered by EMI, will in itself enhance the label's sales potential in Bennett's estimation. He told BMW that this will speed up availability of product now that label name and disk numbers will be the same in all countries. This will facilitate shipment of merchandise from these countries where there is an abundance of product to those markets where the demand for given releases exceeds the immediate supply. It will also make more practical the advertising and promotional efforts placed behind given releases.

Bennett was accompanied to England by Dick Annotico, Liberty's international sales manager, who has remained there to help prepare for the kick-off of the line under its own banner. Ray Sandler, general counsel and director, participated in the negotiations Bennett and Annotico held with EMI's Wood.

Ullman RSI Rep

Continued from page 2

record packages, currently has 900 station subscribers. The eight different RSI package services include new pop LP's, classical, jazz, "Hot 100" singles, "easy listening" singles, country and western, and two basic library services—one featuring 100 "easy listening" instrumental albums, the other 50 classic and light classic LP's.

Ullman distributes "The Big Sound," Formatic Radio, CRC Jingles, Country and Western Radio Target Jingles, IMN Jingles, and Spotmaster Tape Cartridge equipment. The firm also provides clients with a new Soundmanship Merchandising Plan, which enables stations to buy prizes and other merchandise at wholesale prices.

HER BIGGEST!
ETTA JAMES
"SEVEN DAY FOOL"

c/w
"TOO SOON TO KNOW"

ARGO #5402

"ON BENDED KNEES"
CLARENCE HENRY

ARGO #5401

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LITTLE MILTON
"SO MEAN TO ME"
CHECKER #994

CHESS 2120 S. Michigan, Chicago 5
PRODUCING CORP.



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THE ALLEGHENY VI
 Self contained Stereo
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 DP-315 (Blonde) **\$134.95**

STEREO

THE RAMSEY II
 Full Stereo—Complete with self-storing remote speaker—Hand-rubbed cabinet.
 DP-333 (Mahogany) **\$99.95**
 DP-334 (Walnut Finish) **\$104.95**
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What dealers say about DECCA!

BILLBOARD MUSIC WEEK 1961 DEALER SURVEY

Customer is always right policy; good delivery; good product at competitive prices; excellent service; fair in all dealings; keeps dealers well informed of price changes, new models; better guarantee.

All prices Suggested List — Slightly higher in South, Southwest, and West.

BILLBOARD MUSIC WEEK

HITS OF THE WORLD



Europe

BRITAIN

Courtesy New Musical Express, London

Table with columns: This Last Week, Week, Song Title, Artist, Label. Includes songs like 'WALKIN' BACK TO HAPPINESS', 'GIRL IN YOUR ARMS', 'WILD WIND', etc.

HOLLAND

(Courtesy Plateneuws, Amersfoort)

Table with columns: This Last Week, Week, Song Title, Artist, Label. Includes songs like 'OCH, WAS IK MAAR', 'HELLO, MARY LOU', 'TEMPTATION', etc.

ITALY

(Courtesy Musica e Dischi, Milan)

Table with columns: This Last Week, Week, Song Title, Artist, Label. Includes songs like 'LA NOVIA', 'PEPITO', 'AIUTAMI A PIANGERE', etc.

GERMANY

(Courtesy Automaten-Markt, Braunschweig)

Table with columns: This Last Week, Week, Song Title, Artist, Label. Includes songs like 'DER MANN IM MOND', 'WEISSE ROSEN AUS ATHEN', 'PEPITO', etc.

FRANCE

(*) Denotes local origin

Table with columns: This Last Week, Week, Song Title, Artist, Label. Includes songs like 'BRIGITTE BARDOT', 'LET'S TWIST AGAIN', 'WHEELS', etc.

NORWAY

(Courtesy Verdens Gang Oslo)

Table with columns: This Last Week, Week, Song Title, Artist, Label. Includes songs like 'MICHAEL', 'DOWN BY THE RIVERSIDE', 'HELLO MARY LOU', etc.

FLEMISH BELGIUM

(Courtesy Juke Box Magazine, Mechelen)

Table with columns: This Last Week, Week, Song Title, Artist, Label. Includes songs like 'OCH, WAS IK MAAR', 'ROMEO', 'BRIGITTE BARDOT', etc.

Table with columns: This Last Week, Week, Song Title, Artist, Label. Includes songs like 'DANCE ON, LITTLE GIRL', 'CINDERELLA', 'YOU DON'T KNOW', etc.

EIRE

(Courtesy Dublin Evening Mail)

Table with columns: This Last Week, Week, Song Title, Artist, Label. Includes songs like 'MICHAEL', 'JOHNNY, REMEMBER ME', 'MICHAEL ROW THE BOAT', etc.

SPAIN

(Courtesy Discomania, Madrid)

Table with columns: This Last Week, Week, Song Title, Artist, Label. Includes songs like 'QUISIERA SER', 'TONIGHT MY LOVE', 'LA NOVIA', etc.

SWEDEN

(Courtesy Show Business, Stockholm)

Table with columns: This Last Week, Week, Song Title, Artist, Label. Includes songs like 'DEN SISTE MOHIKANEN', 'HELLO MARY LOU', 'PUTTI PUTTI', etc.

Asia & Pacific

HONG KONG

Table with columns: This Last Week, Week, Song Title, Artist, Label. Includes songs like 'MICHAEL', 'A WONDER LIKE YOU', 'MY CLAIRE DE LUNE', etc.

JAPAN

(Courtesy Utamatic, Tokyo)

Table with columns: This Last Week, Week, Song Title, Artist, Label. Includes songs like 'KIMI KOISHI', 'MOLIENDO CAFE', 'BROKEN PROMISES', etc.

NEW ZEALAND

(Courtesy La Prensa, Lima)

Table with columns: This Last Week, Week, Song Title, Artist, Label. Includes songs like 'TAKE GOOD CARE OF MY BABY', 'YOU DON'T KNOW', 'QUARTER TO THREE', etc.

SOUTH AFRICA

(Courtesy Lourenco Marques Radio)

Table with columns: This Last Week, Week, Song Title, Artist, Label. Includes songs like 'A GIRL LIKE YOU', 'SEND ME THE PILLOW YOU DREAM ON', 'TAKE GOOD CARE OF HER', etc.

AUSTRALIA

(Courtesy Music Maker, Sydney)

Table with columns: This Last Week, Week, Song Title, Artist, Label. Includes songs like 'I'M COUNTING ON YOU', 'FIVE FOOT TWO', 'YOU MUST HAVE BEEN A BEAUTIFUL BABY', etc.

The Americas

MEXICO

(Courtesy Audiomusica, Mexico)

Table with columns: This Last Week, Week, Song Title, Artist, Label. Includes songs like 'AGUJETAS, COLOR DE ROSA', 'ESCANDALO', 'EL LOCO', etc.

PERU

(Courtesy La Prensa, Lima)

Table with columns: This Last Week, Week, Song Title, Artist, Label. Includes songs like 'QUIERO AMANRECER', 'MOCHITA', 'QUERIDA', etc.

NORWAY

'Michael' Captures Norwegian Hearts

By ESPEN ERIKSEN, Verdens Gang, Akersgaten

"Michael" completely conquered the Norwegians and is already on its third week on the VG-charts. The Highwaymen's rendition on United Artists rushed to top position. The disk replaced "Hello Mary Lou" by Ricky Nelson on California, which was kept from setting a new top disk record in Norway. "Marina" by Rocco Granata on RCA has had top position on 15 weeks (last summer), while Ricky Nelson reached 14 weeks.

Also a big success in Norway is Helen Shapiro's latest Columbia disk, "Walking Back to Happiness", running from 32 to 9 position this week. The Scandinavian Palette people gathered in Stockholm to discuss their business. The Palette representative Jean Kluger from Belgium lead the meeting, and from Norway came Jorg-Fr. Ellertsen, of Egil Monn Iversen A-s, while the Swedish representative was Felix Stahl of Cupol and World Music. It is Cupol that has the Scandinavian rights to Palette.

Also while in Stockholm the Palette people took care of Fabian when he came to Sweden to give a concert.

GERMANY

Interest Strong in The 'Pepito' Tune

By BRIGITTE KEEB
Music Editor, Automaten-Markt

German Peer Organization Director **Theodor O. Seeger** reports that the record industry's interest continues in the Latin-American number "Pepito," currently one of Germany's strongest chart riders. The number is currently No. 3 of German hit parade, in the original version by **Los Machucambos** and the German version of English longstress **Yvonne Carre** is much in demand. Up to now there are already nine different versions of the tune: In Spanish; by **Los Machucambos** on Decca; **Pepita Merlambo** on Ariola; **Bob Azzam** on London; **Maria Zamora** on Philips (Spanish-German combined); in German: **Yvonne Carre** on Decca; **Rocco Granata** on Columbia; and **Erika Berg** on Tempe. As an instrumental there are **Los Muchachos** on Telefunken; and **Roberto Delgado** on Polydor.

Peer Music Publishing House, Hamburg, has also launched British No. 1 hit "Johnny, Remember Me" as a German version entitled "Johnny, vergiss mich nie" with Belgian singer **Fud Leclere** on Polydor. Ariola has issued the original recording with **John Leyton**.

Awards

In charge of the German Federal President, Kultursenator **Tiburius** handed over the Federal Service Cross to conductor **Ferenc Fricsay** in recognition of his outstanding merits. Award took place October 9 during a concert with the Radio Symphony ork in Radio Sender Freies Berlin.

Changes

Dr. Gilbert Obermair, composer of the third-place song of the German Song Festival Radio Luxembourg 1961 "Johnny nimm das Heimweh mit," formerly with Melodie der Welt Publishing House, has changed to Schallplatten-Importdients **Bernhard Mikulski**, Frankfurt. He will work on press, public relations and production duties for the firm's pop label Amuett, which recently released German recordings of **Ella Fitzgerald**: "Mr. Paganini" and "Ich fühle mich crazy" (You're Driving Me Crazy).

Reinhard Streit, who formerly did this job for Mikulski, has founded his own Golden 12 label as reported earlier. . . . **Werner Mertin**, German representative for Galette Records, distributed here by Ariola, has moved offices from Pexard-West/Westfalen, to Oberlosbach v.d.H., Am Bahnhof 12. **Mr. Dehmler**, up to now promotion manager with Gerig Publishing House, Cologne, will change over to Electrola's press and artist promotion department.

PUERTO RICO

Avalon Due to Play Hotel

By ANTONIO CONTRERAS
26 Gertrudis St., Santurce, P. R.

Frankie Avalon is coming to Puerto Rico by the end of October to appear at a big dance for the benefit of the Puerto Rico Heart Fund. It is reported that Avalon is donating his services free to this important charity affair.

Lenny Welch, young recording star (Cadence) signed to appear at local plush hotel October 27. His record of "Changa Rock" is a big seller here. . . . More big names are expected to appear at local spots are **Victor Borge**, **Carol Channing**, **Alan King**, **Frankie Lane**.

There is a new number gaining popularity with teen-agers here called "El Brinquito" (The Wee

By JIMMY JUNGERMANN

102 Ismaninger Street, Munich 27

Early next year **Connie Francis** will visit Europe for three months. She will tour Germany for the first time. Scheduled are concerts in 10 German cities. She will be accompanied by the **Kurt Edelhagen** ork.

Visitors

Top Italian record star **Peppino Di Capri** arrived in Munich to star in **Michael Pflieger's** new TV spectacular. He will sing "Peppino" and "Parlami d'Amore, Mariu." Co-starring is French record star **Georges Guetary**. . . . French recording star **Marcel Amont** visited Vienna and Munich.

Disk Shorts

Claus Ritter wrote the lyrics for a new version of the "Harry Lime Theme" by **Anton Karas**—"Oh Billy Billy Black." **Gerd Bottcher** and **Detlef Engel** sing it on Decca. The producers were **Sigrid Volkman** and **Werner Muller**.

The Monte Carlo Light Symphony Ork recorded an LP "A Night in Monte Carlo" featuring standards. The ork was conducted by **Erwin Halletz**, the producer is **Gerhard Mendelson**, the label is Polydor.

Former GI, now German best selling singer **Gus Backus**, records the English versions of his German top hits "Der Mann Im Mond" and "Heut Kommen Die Engeln Nach Wien" for the Fonograf label.

MEXICO

Toffel Leaves Columbia Firm

By OTTO MAYER-SERRA
Editor, Audiomusica
Apartado 8688, Mexico City

Andre Toffel, general artistic director of Discos Columbia de Mexico, is leaving that company on November 1 after six years of having created a successful artist's roster for the Columbia catalog. He will establish himself as independent producer of records and TV shows, artists' manager, promoter of shows, etc. For this purpose he has formed his own company, PAI (Producciones Artisticas Interamericanas).

Julio Korn, one of Argentina's most important publishers of pop music, owner of seven radio and TV magazines, director of TV channel 9 of Buenos Aires and film producer, came for film business through Mexico, on his way to Los Angeles and New York, where he will stay up to November 1 at the Waldorf-Astoria.

Gamma-Hispavox will cut for Christmas three LP's from the Reprise catalog, by **Frank Sinatra**, **Tony Williams** and **Dammy Davis Jr.** . . . Importadora de Discos is expecting the tapes of two LP's from the French Bel Air label, "Holiday in Paris" by **Joe Moutet** and Strauss waltzes by **Franz Weber** and his Orchestra. . . . Judge **Robert J. Burton** from BMI has been working with executives of SACEM (Society of Composers) on an interesting project to increase the knowledge and prestige of Mexican music in the U. S. through concerts and ballet performances, sponsored by the government and big business of Mexico.

Jump that could start a new dance craze. The number was included in a Frago label LP by the **Pepito Torres Orchestra** and was recently released as a single.

BRITAIN

EMI-Verve Sign Long-Term Contract

By DON WEDGE

News Editor, New Musical Express

EMI Records, the British operation, has a new long-term contract with Verve as a result of managing director **L. G. Wood's** recent U. S. trip. Negotiations he had with MGM about the Verve repertoire resulted in an extension "of several years" on the previous deal. Verve product will continue to be released on the HMV mark here. Wood also negotiated several deals with other companies. Although agreement was reached, contracts still await signature. I understand, he was, during his stay in Hollywood, in contact with Liberty. Serious negotiations started in London after the American label's talks with British Decca broke down. Result was for Liberty to be distributed by EMI throughout most of the Eastern Hemisphere, including Britain.

Visitors

Pye's joint general manager **Louis Benjamin** plans his first visit to his firm's Australian operation next month. He is due in Sydney by November 19 for a two-week stay. **Benjamin**, who has already visited the U. S. three times this year, is virtually certain to call again on either the outward or

return trip. . . . Unheralded visitor to Pye's launching (17) of the first Reprise albums here was **Mo Ostin**, vice-president of the U. S. label. After three days in London, he flew on to Hamburg and planned visits to Berlin, Milan, Rome, Amsterdam and Paris, but was due back in Hollywood by Tuesday (31). . . . American Decca's **Hubert Stone** returned to New York after an extended stay in Europe. . . . With Liberty President **Al Bennett** in London for the talks that brought the affiliation switch from British Decca to EMI were international sales manager **Richard Annotico** and general counsel-director **Raymond Sandler**. . . . With **Dion** on his visit to launch "Runaround Sue," were the singer's manager **Sal Bonafede** and label chief, Laurie's **Bob Swartz**. . . . American composer **Sid Robin** was in town negotiating a big album recording project. . . . Project Records President **Sy Rady** was here for talks with the filming **Bing Crosby**. . . . Interdisc managing director **Ed Michel** is back in London after a Hollywood trip. He was expecting Riverside President **Bill Grauer** in for talks. . . . **Fred Marks**, of Festival Records, Australia, visited EMI; he was on a round-the-world trip to have New

York talks with **Sam Clarke** and other Ampar executives.

Disk Business

Fontana label (Philips) will issue November 1 a 28-track two-LP for the price of one **Frank Sinatra** set drawn from material available from U. S. Columbia. It's called "Sinatra Plus"—a tag used on recent consumer advertising copy by Pye for the release of its first Reprise album, "Sinatra Swings." . . . The Music Trades Association has launched a record token scheme available to all dealers with no membership qualification. It will compete with EMI's long-running scheme (extended this year to cover all manufacturers) and a recently started plan run by a provincial dealer.

Pye is searching for an a.&r. man for its new Piccadilly label. . . . Decca issued a single and an EP cut by its artist **Winifred Atwell** in Australia last month and designed for the Christmas market.

Publisher Business

Geoffrey Everett, general manager of Radio Luxembourg's English service, and **Campbell, Connelly's Roy Berry** are due in New York today (30) after a Bermuda visit. **Berry** runs Radiolux's publishing firm, Ivy Music, and the two will be contacting U. S. publishers during their stay. . . . Filmusic, the Rank Organization's publishing house, has acquired the rights for "The Ballad of El Cid," in connection with the movie "El Cid" due for its world premiere in London, December 6. **Bourne-Rank** will handle the song in the U. S. . . . The profession mourned the death of **Len Edwards**, a music veteran, recently a director and general manager of **Robert Mellin** Music and associated companies here.

AUSTRALIA

'Sundowners' Theme Getting Play

By GEORGE HILDER
19 Todman Ave., Sydney

Warner Bros., who control the rights to the music in the film "The Sundowners," notified the Australian publishers, Allan & Company of Melbourne, that the music, which had been restricted, is now available for publication in sheet music form and records. E.M.I. planned a rush release of the **Billy Vaughn** single "Theme From the Sundowners" for November 2. Four L.P.'s, which have been held up by this restriction, are to be released between now and Christmas, **Mantovani's** "Exodus and Other Great Themes" from English Decca, "The Sound of Hollywood" by the Medallion Strings and "Temptation" by **Roger Williams** both on Kapp and the **Billy Vaughn** album, "The Sundowners," from Dot.

Ron Wills, a.&r. manager for E.M.I., flew to Melbourne this week to record the Australian stage cast version of "The Sound of Music" for the local Columbia label. The star of the show is **June Bronhill**, Aussie soprano who

has had much success in England during the past two years and returned home to play the lead in this musical.

Ray Charles' single "Hit the Road" (Continued on page 52)

ISRAEL

Crowing Over Roosters

By AZARIA RAPOPORT
73, Ahad Haam St., Tel Aviv

Not since the appearance, years ago, of the first **Shoshana Damari** recordings, has there been such interest evident in Israel in recordings of local artists as is currently aroused by the first commercial recording of the **Roosters**. This group of eight young boys, with the Hebrew name, **Hatarnegolim**, have smashed all existing records. Their **Hed Arzi** LP is in great demand and a third pressing is already on its way in less than a month.

Having prolonged their nightclub tour for a third month, the **Blue Jeans**, a young French Trio, has appeared already four times on the radio. A recording contract is being negotiated with them after their present one with a French label expires. . . . In for a stay at the **Adria** nightclub in Tel Aviv, is the **Flying Dutchwoman**, **Pia Beck**, accompanied by her trio.

BEGINNING NOVEMBER 13

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ITALY

Barrage of Criticism Hits RAI-TV's 'Canzonissima'

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

RAI-TV is running into one of its worst critical storms as a result of the first two "Canzonissima." Criticism from some sources says that it is using this show as an excuse to smother Italy's top song event, the San Remo Festival.

With 14 songs already presented, press critics point not only to the general low calibre of compositions but to the poor surrounding production. Record companies, although looking askance, are suggesting that the producers be given more time because this is the first time in Italy's TV decade that disk labels have been directly plugged in introducing numbers. Labels such as Fonit, Cetra and Durium are giving special distinction to numbers introduced on the program.

By contrast, another new musical show which is costing a record \$18,000 weekly, has won top support from critics. "Studio One," on Saturday nights, presents **Mina**, **Arturo Testa**, **Quartetto Cetra**, American choreographer **Don Lurio**, the **Kessler Twins** and a Las Vegas chorus line in a one-hour show. Whether the outlay for "Canzonissima" is as great is not known, but RAI-TV is now paying \$3,200 weekly, another record sum, to **Caterina Valente** who is recording a series of weekly shows which will take the air later in the fall.

Meanwhile TV plans for opening of the second channel on November 4 are moving ahead. Opening night will be a three-part spectacle, "The War and the Victory—1915-18" with one part devoted to songs by **Raffaele Gervasio** with singing by **Rosanna Cartieri**, **Raffaele Arie** and **Giuseppe Campora**. **Renato Capecchi** will direct.

Music Chatter

RAI has also prepared itself for the future by forming a new company named "Telespazio" with Italcable to handle all future Italian communications and broadcasts by way of outer space. . . . **Chet Baker**, cured of the drug habit, will be released early in November from the Lucca prison and plans to begin a tour of Europe immediately thereafter. . . . The Little Theater of Song will present a gala of pop songs at the Rome Opera, first time the theater has admitted such an event, in November under **Gino Conte's** baton.

NEW ZEALAND

Spate of American Artists Released

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

Jack Scott is back on the scene again with a new disk for Capitol entitled "Strange Desire." The ever-popular **Nat King Cole** has a good chance of making the charts with "Cappuccina." . . . Local pianist **Jack Thompson** has an early Christmas release for HMV in his new EP "A Merry Xmas from Jack Thompson."

Gary, U. S. Bonds missed air-time with his "Quarter to Three," but could break out with his latest for Allied International, "School Is Out." . . . The **Jive Five's** big U. S. hit, "My True Story," is out on Parlophone and set for the best selling charts. . . . Mercury has the new by the **Platters**, "I'll Never Smile Again," this is picked as a hit here. . . . Local lads **Freddy Keil** and the **Kavaliers** have a good

By MARIO DE LUIGI
Editor, Musica e Dischi, Milan

Maestro **Alceo Guatelli** with his ensemble appeared on Thursday, October 19, on the TV show "Quattro Passi Tra Le Note," presenting two of his famous successes, **Pupa Bella** and **Il Trenino Dell'Amore**. . . . The **Four Freshmen** recently appeared in Italy for the first time in Viareggio at La Bussola and consequently appeared Saturday, October 14, on the Italian Network.

Violinist **Nathan Milstein**, who appeared at La Scala on October 11, gave masterly performance of the **Max Bruck Concerto** in G minor. He also was the first attraction of the ARC concert series on the evening of October 18 at the Milan Conservatory.

Singer **Barry Mann**, already famous in America, appears in Italy for the first time with two songs for the Italian market: "Who Put the Bomp" and "Love, True Love."

HOLLAND

Duinhoven Moves To Philips Label

By HEMMY J. S. WAPPEROM
Editor Platennieuws
P. O. Box 43 Amersfoort

Dutch actor-singer **Ton Van Duinhoven** switched from the Omega label to Philips and made his first LP for this company. He is accompanied by a jazz combo.

Disk Shorts

Anita Bryant, who had "Paper Roses" and "In My Little Corner of the World" released here on the London label, has her first recordings since she switched to Columbia Records out on the Philips label here. It's the Mexican song "The Wedding" (La Novia), with "Seven Kinds of Lonesome" on the flipside. . . . **Frank Sinatra's** LP "Ring a Ding Ding" has just been released by **Artone L. C.** on the Reprise label.

L. C. Bovema is going to sell during the new record season, a series of records for doctor's and medical students. Inventions and improvements in medical science are recorded. . . . Songs and music from pictures and sound tracks become more and more popular in Holland. For instance, there are disks from the pictures "Parrish" (Warner Bros.), "Pepe" (Pye), "The World of Suzie Wong" (RCA), "Jamais Le Dimanche" (United Artists), "Ben Hur" (MGM), "Exodus" (RCA), "The Subterraneans" (MGM) and others. Music from the sound track of "The Guns of Navarone," conducted by the composer **Dimitri Tiomkin**, has just been released on a Philips EP. **Doris Day** fans are delighted with the album "Doris Day's Greatest Film Hits" on Philips. Included are hit songs from motion pictures.

rocker on Zodiac called "What About Me," these boys have plenty of followers and play for many local dance dates.

New LP's

Shortly to arrive here and assured of a great following, English idol **Cliff Richard** will be supported by plenty of records on the market. HMV has just released his new platters called "Listen to Cliff" (33) and "Cliff's Silver Discs" (EP 45). His group, the **Shadows**, also has a release on the Columbia label simply titled "The Shadows."

FRANCE

RCA-Digest Forming Club

By EDDIE ADAMIS
92 Quai du Marechal Joffre,
Courbevoise (Seine)

Jointly with the French Reader's Digest, RCA started a promotional campaign entitled "Festival de Musique Classique Legere" which offers 12 LP's for the price of five with payment facilities.

Each Reader's Digest subscriber or eventual reader is offered those 12 LP's for 167,50 new francs instead of 400, that is for about \$34 instead of \$80, with a first cash payment of 47.50 new francs (about \$9) and three monthly installments of 40 new francs each (about \$8).

Festival Records signed a new rock and roll group named **Les Vautours**. . . . Guitarist **Freddy King**, who recently his chartsville with "Hide Away" and "San-Ho-Zay," is making his bow on the French Odeon label with four rocking instrumentals cut in Cincinnati for Federal.

ARGENTINA

Disk Firms Mull Price Measures

By RUBEN MACHADO
Lavalle 1783, Buenos Aires

Serious concern over prices has pushed the local industry to take some measures. The Chamber of Record Manufacturers has promised to level discountings on sales to the shops.

Audio-Fidelity Records produced and distributed by Microfon in Argentina, has been warmly welcomed and is in strong demand in spite of being the dearest in the local market.

Reprise, in Argentina will be distributed by Sicamericana, whose President **Nestor Celasco** has just come back from a long trip throughout all America. Reprise will be on sale on November of this year. . . . **Deutsche Grammophon** and **Polydor** invalidated their agreement with Interbas. This resulted when **Heddo Heide** visited Argentina, sent by **Deutsche Grammophon Gesellschaft**, who established a new deal with Philips Argentina. Heide visited Chile and Uruguay as well.

Jose Escatena, president of RGE Records, a Brazilian recording company, arrived in Buenos Aires on October 17. He will study the Argentine market in order to delegate the representation of his catalog in a local recording company.

The president of SADAIC (Sociedad Argentina de Autores y Compositores de Musica) **Santiago Adamini**, and its general manager, **Emilio Fuster**, are visiting the U.S.A., Peru, Mexico and Brazil, in order to find a solution to very difficult problems of the Authoral Right.

A TV, radio and stage magazine, "Platea," has increased its sales by offering a plastic record to each issue. These issues had almost been sequestered because they lack the previous authorization from SADAIC, breaking, therefore, the Authoral Right. Steps are being taken to reach an agreement.

Artists

Brenda Lee has performed in several shows and TV Buenos Aires is waiting now for **Johnny Restivo**, **Carmen Cavallaro**, **Count Basie** and **Benny Goodman**, although it is reported that Goodman might have canceled his tour. The **Duo Dinamico**, from Spain, **Roland La Serie** and **Los Tres Ases** from Mexico, are now visiting Argentina.

JAPAN

National Invests in Teichiku

By J. FUKUNISHI
108 Kakinokizaka, Tokyo

Matsushita Electronic, manufacturer of National brand radios, phonographs and household electric appliances and owner of Victor Records in Japan, further bought 60 per cent shares of Teichiku Records, affiliate of American Decca and Italian Fonit. Teichiku is the fifth ranking recording company with a small capital of \$48,500.

It is an old company privately operated by Nanko family, so it has not been so active in recent years. Now with Matsushita's new investment, production and sales systems as well as personnel structure will expectedly undergo extensive reshuffling and reshuffling for positive activities from now on.

At present Victor, Columbia and Toshiba are turning out their own radios, phonographs, television receivers, tape recorders and other electronic merchandise. Nippon Gramophone is operated by Fuji Electric, an affiliate of German Siemens, but is not selling any electronic product under its trade mark because its parent Fuji is. This only leaves King Records without an electronic company tie.

Informed sources speculate either Mitsubishi or Hitachi Electric will certainly tie-in with King very soon; it is simply a matter of time. King is pressing London, Telefunken, ABC-Paramount, Mercury and other minor labels at the present moment, but it is expected Mercury will be switched over to Nippon Victor within a year as the result of Dutch Philips' recent purchase of Mercury in the U. S. A. Nippon Victor has been producing Philips label since one year ago, because its parent Matsushita has a technical exchange agreement with Philips Electronic.

Echo System Stereo

In addition to the first three-channel echo system stereo phonograph Model DSC 551 (\$150), Nippon Columbia marketed the second Model DSC 831 (\$468). Echo-System produces an echo as in concert hall. DSC stands for Differential Signal Control and can visibly adjust the expanse of volume with dial; it is a patent exclusively used by Nippon Columbia.

HONG KONG

Diamond in Deals With Cadence, Laurie, C-A

By CARL MYATT
44 Mount Kellett Road, The Peak

The Diamond Music Company closed a series of deals with top American labels and will shortly be releasing their disks here. **Mr. Ren da Silva**, managing director of the company who recently returned from an extensive tour of the United States, Europe and Japan, revealed that his company has finalized deals with Chancellor Records, Cadence, Canadian-American and several minor labels such as Laurie and Jamie.

"We will thus make available to the Hong Kong collectors the recordings of such talented artists as **Frankie Avalon**, **Fabian** (Chancellor), the **Cordettes**, **Johnny Tillotson** and **Eddie Hodges** (Cadence), **Linda Scott** (Canadian-American), and the **Jarmels** and **Dion** (Laurie and Jamie)."

Mr. da Silva also met and talked with some of the big names in show business—people like **Connie Francis**, **Paul Anka**, **Johnny Nash** and **Bobby Vee**—and he said he was surprised that so many of them expressed a desire to visit Hong Kong.

EMI's **P. N. Brodie** (area manager Far East), and **J. D. Finny** (Continued on page 52)

By TEN KATTORI
Yokohama Correspondent

Nippon Columbia's "Popull Singers Contest"—the gate to success in professionals for amateurs—for the year 1961 has two winners for the first time since it started 12 years ago. The firm present name artists include those who succeeded in the contest the past.

Hibari Misora, one of the veteran singers, has waxed jazz tune on one 10-inch stereo LP for the release in November by Nippon Columbia.

In celebration of the first anniversary of representation of Philips' repertoire, Nippon Victor has released 10 stereo LP's under the Philips label, featuring the Amsterdam Concertgebouw Orchestra, Musici and other Philips name recording artists.

Fiedler in Tokyo

In honor of the forthcoming visit of Arthur Fiedler to Japan, Nippon Victor will put for sale several 12-inch LP's, including two stereo LP's entitled "Fiedler Concerts." Fiedler will baton Tokyo Symphony Orchestra in its November subscription concert.

Anniversary

In memory of the 500th broadcasting of once-a-week 30-minute "S Series Program" featuring Victor's singles, a plan is now being formed by Nippon Victor to produce two 12-inch LP's with about 40 titles that have hit the air in the past 10 years selected at the request of listeners across the country.

The Japanese diskery is thinking of including messages into the albums which were delivered to the Japanese fans by **Perez Prado**, **Ne Sedaka** and **Harry Belafonte** when they visited Japan and appeared on the program.

BELGIUM

Jack Hammer Inks Ronnex Disk Pact

By JAN TORFS
Stuivenbergvaart 37, Mechelen

American singer **Jack Hammer** signed his first recording contract with Rannex Records of Brussels, Belgium. The initial recordings of this label will be some of his compositions such as "Juliette," "The Gang Goodbye," "Young On Once" and the evergreen "Amor Hot Wax."

After a three-month release without too much action, **Eddie Hodges'** "I'm Gonna Knock on Your Door" suddenly is breaking through. In one week it has become one of the biggest smash hits in the Flemish part of the country. Another "oldie," released some 10 years ago, is making sensational comeback. The **Four Aces'** "Tell Me Why" seems a success.

Among the new releases this week we have "Last Night" by **Kar-Meys** (not the **Mar-Keys**) of Pathe. This record is enjoying heavy play and has been chosen by Radio Europe No. 1 as the signature of a daily program for jazz fans. **Helen Shapiro's** "Walkin' Back to Happiness" (No. 1 on the British charts within a few weeks) has now been released over here.

Walloon Belgium is paying attention to the new record of French vocal group, **Les Compagnons de la Chanson** for their "Navarone" and "La Marmite."

Johnny Halliday, one of France's top rock and roll artists, whose records are very much in demand in Walloon Belgium, made a tour here from October 15 on (Continued on page 5)

NEW RELEASES

**WITHOUT A FRIEND
IF YOU PLAY WITH CATS**
Charles Brown KING 5570

**SHE MADE MY BLOOD RUN COLD
DO YOU THINK THAT I SHOULD CHANGE**
Ike Turner KING 5553

**COME-A, COME-A, BABY
JUST LIKE BEFORE**
Tony Allen BETHLEHEM 3002

**I'M TIRED OF BEING FOSSED AROUND
BOOK OF TEARS**
Danny Overbea FEDERAL 12434

**HOLIDAY RELIGION
THAT MOON IS NO STOPPING PLACE**
Reno and Smiley KING 5554

KING
1540 BREWSTER AVE. CINCINNATI 7, OHIO

● **Reviews of New Albums**

SPECIAL MERIT ALBUMS

● *Continued from page 28*

— **Classical** —

**ERNEST BLOCH: CONCERTO SYMPHONIQUE;
HENRY LITOLFF: SCHERZO FROM CONCERTO
SYMPHONIQUE NO. 4**

Marjorie Mitchell, piano; Vienna State Opera Orchestra (Golschmann). Vanguard VSD 2101 (Stereo & Monaural)
—This is a release that should arouse much interest and likely benefit directly in sales. It contains Ernest Bloch's last major work, one which may come to be regarded as one of his finest, in what seems its first recording. A forceful epic of vast emotional depth and power, it matches piano and orchestra with great inventiveness. Marjorie Mitchell conveys the keyboard aspect with virtuosity. An important addition to the classical catalog.



★ ★ ★ ★
STRONG SALES POTENTIAL

POPULAR

★ ★ ★ ★ **HIT INSTRUMENTALS FROM
WESTERN TV THEMES**

Al Caiola Guitars With Orchestra. United Artists UAS 6161 (Stereo & Monaural)—A collection of familiar Western TV themes are played here in stylish fashion by Al Caiola and his orchestra. The tunes include themes from "Wagon Train," "Bonanza," "The Rebel," "Maverick," "Law Man" and "Bat Masterson." They receive swinging treatments with Caiola's guitar in the lead. Good wax.

★ ★ ★ ★ **SAD MOVIES (MAKE ME CRY)**

Lennon Sisters. Dot DLP 25398 (Stereo & Monaural) — A pleasant program by Lawrence Welk's sister group, who are prominently featured on his TV shows. The girls sing their currently active single, "Sad Movies," along with a brace of other listenable tunes, including "Kaw Liga," "It's a Sin," and "I'll Never Stand in Your Way." The youngsters should do well with this set.

★ ★ ★ ★ **THE MAGIC OF JUDY
GARLAND**

Decca DL 4199—Decca can cash in on Judy Garland's new current best selling album on Capitol with this release of oldies sliced by the star when she was with Decca. The gal's sock emotional style is spotlighted on "I Never Knew," "F.D.R. Jones," "That Old Black Magic," and other nostalgic items. Prime jockey wax.

★ ★ ★ ★ **KISSES SWEETER THAN WINE**

Anita Bryant. Columbia CS 8519 (Stereo & Monaural)—Miss Bryant's first album for the label, recorded in marathon sessions recently in Nashville, is a fine set. The wax is smooth and soft, featuring songs like "True Love," "My Heart Cries for You," "Chapel in the Moonlight," and the great country hit, "Have I Told You Lately That I Love You." The backing includes such sterling names as guitarist Hank Garland,

the Jordonaires, the Anita Kerr Singers and Grady Martin waving the baton. Results are a distinct success and the disk certainly would figure to rack up good airplay and counter action.

★ ★ ★ ★ **SATCHMO'S GOLDEN
FAVORITES**

Louis Armstrong. Decca DL 4137—Here's a generous helping of the older Satch—with a flock of familiar sides like "Jeepers Creepers," "Shadrack," "The Whiffenpoof Song," "Old Man Moses" and "A Kiss to Build a Dream On," all included. The gravelly vocal chords and brash trumpet are given good exposure for the collectors.

★ ★ ★ ★ **A LAWRENCE WELK
SHOWCASE**

Various Artists. Coral CRL 757383 (Stereo & Monaural)—A whole brigade of present and former Welk stars are heard on this repackaging of material taken from a number of earlier LP's. Featured are such performers as Pete Fountain, Dick Kesner, (Big) Tiny Little, Myron Floren, the Lennon Sisters, Alice Lon and Jerry Burke. Not the newest Welk available, but certainly a good cross-section of the crew's typical program, for the deep-rooted fans.

★ ★ ★ ★ **BIG BAND JOHN
Wink Martindale. Dot DLP 25403 (Stereo & Monaural)**

Wink Martindale turns in a flock of listenable performances here on a strong collection of old and new hit tunes. The tunes range from "Big Bad John" and "Black Land Farmer," to "Steal Away" and "I'm Movin' On." Some were previously issued as singles. Good wax for the adult and younger market.

★ ★ ★ ★ **LET ME BELONG TO YOU**

Brian Hyland. ABC-Paramount ABCS 400 (Stereo & Monaural)—Hyland's first Am-Par album should cash in on his recent singles click "Let Me Belong to You." Lad is in good voice on a group of teen-appeal tunes, including such Presley oldies as "Love Me Tender," "All Shook Up" and "Are You Lonesome Tonight," "Bye Bye Love" and "Lonely Weekends." Strong item for teen buyers.

★ ★ ★ ★ **JOHNNY NASH, STUDIO TIME**

ABC-Paramount ABCS 383 (Stereo & Monaural)—Nash is a versatile, talented vocalist. Here he does a batch of standards—some arranged for big band, some for a small rhythm group. Included are "Besame Mucho," "Lover Come Back to Me," "I Surrender Dear." Highly listenable wax.

★ ★ ★ ★ **RALPH STRAIN'S PIANO
STYLINGS (AND VOICE)**

Riverside RLP 9847 (Stereo & Monaural)—Lovers of sophisticated vocalizing and piano stylings have it here. This is an exceptionally good package of its type. Some would call it East Side. In any event it's exceedingly tasteful and witty. Dealers should demonstrate to clientele who would understand its charm. "Bon Jour Paris," "Or What Have You" are included among others.

★ ★ ★ ★ **PRESENTING PETER DUCHIN**

Decca DL 74190 (Stereo)—Pianist Peter Duchin offers a collection of favorite tunes, some from recent Broadway Shows, in a nimble and vibrant manner. The 24-year-old son of Eddie Duchin ably lives up to his father's fine reputation in this debut album arranged by Henri Rene. Included in this package primarily designed for dancing pleasure are, "Isn't It Romantic," "In Other Words," "Maria" and "Tonight" from "West Side Story" and "Make Someone Happy" from "Do Re Mi." Pleasant wax in good stereo sound.

★ ★ ★ ★ **TAKE FIVE**

George Cates. Dot DLP 25400 (Stereo & Monaural)—The George Cates orchestra swings into its current singles cover of Dave Brubeck's "Take Five," (already doing nicely as a single) and then launches into some other big band swing type items. A

choral group is used on some tracks for good effect. Besides the title tune, Cates presents "Christopher Columbus," "Music Makers," "Caravan" and "King Porter Stomp."

★ ★ ★ **MODERATE
SALES POTENTIAL**

★ ★ ★ **THIS WAS MY LOVE**
Jack Jones. Kapp KL 1259.

★ ★ ★ **DINNER MUSIC FOR A PACK
OF HUNGRY CANNIBALS**
Dave Harris and the Powerhouse Five. Decca DL 4113.

★ ★ ★ **THIS WORLD WE LOVE IN**
Gino Mescoli and Ork. Vesuvius 4401.

★ ★ ★ **PIZZAS AND BONGOS**
Irving Fields Trio. Decca DL 74175 (Stereo & Monaural).

★ ★ ★ **LOTS OF NICHOLS**
Red Nichols. Concert-Disc CS 55 (Stereo).

★ ★ ★ **A SONG FOR ANITA**
Tom O'Neil His Ork. & Chorus. Colonial CR 17002.

JAZZ LP'S

★ ★ ★ ★ **STRONG
SALES POTENTIAL**

★ ★ ★ ★ **KWAMINA**
Billy Taylor Ork. Mercury SR 60654 (Stereo & Monaural)—Billy Taylor and Mercury jazz a.r. man Jack Tracy have lined up a group of top-flight New York jazzmen for this reading of the score from the Broadway production "Kwamina." The interpretations of the music are light, airy and tuneful, and Richard Adler should be delighted with the tasteful, swiny readings. Solos, by Taylor at the piano, Phil Woods, alto sax, and Clark Terry, trumpet, have punch and humor. Of the tracks, "Coca Bean Song," "Ordinary People" and "Nothing to Look Forward Too" are standouts.

★ ★ ★ **MODERATE
SALES POTENTIAL**

★ ★ ★ **WATTS COOKING**
Tommy Watts and His Orchestra. Bethlehem BCP 6062.

★ ★ ★ ★ **HAROLD OUSLEY**
Bethlehem BCP 6059.

CLASSICAL LP'S

★ ★ ★ **MODERATE
SALES POTENTIAL**

★ ★ ★ **RAMEAU: BALLET SUITE;
GRETRY: BALLET SUITE FROM
"CEPHALE ET PROCRIS"; GLUCK:
BALLET MUSIC FROM THE OPERAS**
Hartford Symphony Ork. (Mahler). Vanguard VSD 2098 (Stereo & Monaural).

★ ★ ★ **STUDIES IN IMPROVISATION**
Lukas Foss Improvisation Chamber Ensemble. RCA Victor LM 2558.

★ ★ ★ **BEETHOVEN: QUARTET NO. 14
IN C SHARP MINOR, OPUS 131**
The Fine Arts Quartet. Concert-Disc CS 211 (Stereo).

★ ★ ★ **HAYDN: QUARTET IN D, OPUS
20, NO. 4, QUARTET IN D MINOR,
OPUS 76, NO. 2 "QUINTEN"**
The Fine Arts Quartet. Concert-Disc CS 228 (Stereo).

★ ★ ★ **SCHUBERT: QUARTET IN D
MINOR, "DEATH AND THE MAIDEN"**
The Fine Arts Quartet. Concert-Disc CS 212 (Stereo).

★ ★ ★ **MENDELSSOHN: QUARTET IN E
FLAT, OPUS 12; QUARTET IN E
MINOR, OPUS 44, NO. 2**
The Fine Arts Quartet. Concert-Disc CS 224 (Stereo).

★ ★ ★ **PURCELL: FOUR SUITES FOR
STRING ORCHESTRA**
Chamber Ork. of the Hartford Symphony, (Mahler). Vanguard BGS 5032 (Stereo & Monaural).

SPECIALTY LP'S

★ ★ ★ ★ **STRONG
SALES POTENTIAL**

CHRISTMAS

★ ★ ★ ★ **SILENT NIGHT AND 13
OTHER BEST LOVED CHRISTMAS
SONGS**

Lawrence Welk. Dot DLP 25397 (Stereo & Monaural)—Welk's long-time popularity in TV should give this package of Christmas songs a big push. (Continued on page 50)



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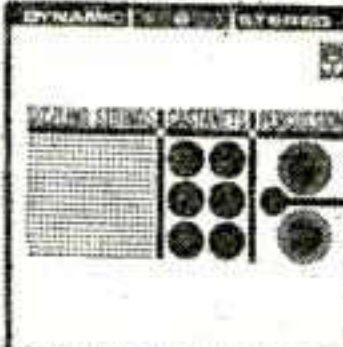
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LP REVIEW POLICY

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

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

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

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

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

A HIT!

"STAY-AT-HOME SUE"

LINDA LAURIE

RUST 5042

Annette

"DREAMIN' ABOUT YOU"

b/w

"STRUMMIN' SONG"

Vista F-388



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Coed #555

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New York, N. Y.

● Reviews of New Albums

● Continued from page 49

SPECIALTY LP'S

★★★★

STRONG SALES POTENTIAL

mas standards a solid sales appeal during the holiday season. Selections, all wrapped up in Welk's bouncy, lively style, include "Silent Night," "Adeste Fideles" and "Joy to the World."

★★★★ **JOYEUX NOEL**
Les Djinns Singers (60 French Girls). ABC-Paramount AVCS 397 (Stereo & Monaural)—Les Djinns Singers, 60 French teenagers, turn in a delightful collection of vocals here on familiar Christmas carols. The girls handle the songs with charm, and this set should appeal to those who enjoyed their earlier waxings as well as holiday music buyers. Songs include "Silent Night," "White Christmas" and "Hark the Herald Angels Sing."

LOW PRICED CHILDREN'S

★★★★ **BABES IN TOYLAND**
Sandpipers With the Golden Orch. Golden 78 — The lovely Victor Herbert operetta is given good treatment here. The credits include, lyrics, Glen MacDonough; musical director, Jim Timmens; narration, George Voskovec and story adaptation, John Allen. "Toyland," "March of the Toys" and "The Military Ball" are presented in fine style. Potent item at the low price for both the kiddies and their parents. It should pull coin based on the release of the Walt Disney flick. Top-drawer Christmas gift package.

INTERNATIONAL

★★★★ **ALEXANDROV SOVIET ARMY SONG AND DANCE ENSEMBLE GREET'S CANADA AND AMERICA IN STEREO-HIGH FIDELITY**
Bruno SBR 32005 (Stereo)—Some of the selections from this Bruno stereo LP have received good radio exposure from other labels' versions, notably the English language versions of "Tipperary" and "Oh No John No" as sung by the Alexandrov (Red Army) Ensemble. But it's their work in standard Russian repertoire that makes the lusty-voiced group shine, and makes this one of the best of Bruno's international LP's.

COUNTRY & WESTERN

★★★★ **OLD TIME GET-TOGETHER**
Lew Childre the Boy From Alabam and His Friends. Starday SLP 153—This disk reflects the jamboree type of country show for which Childre is known. It's a lot of fun — music, chatter and humor, with Childre featuring Cowboy Copas, Uncle Josh and Junior Huskey. Some of the

songs are "This Train," "Moonshine Blues," and "Wreck of the Old '97."

FOLK

★★★★ **A TREASURY OF SPICE SEA SONGS**
The Shantymen. Bethlehem BCP 6057—A treasure chest of ribaldry based on the old sea chanteys of the sailing ship days. The songs are performed by a group known as the Shantymen to guitar accompaniment, and a fine job the lads do. Tunes, all from the public domain, date far back and include titles like "Sally Brown," "Fire Down Below," "Crossing the Line" and "Leave Her Johnny." Good performances, with a cover that conveys the idea of the contents rather well.

SACRED

★★★★ **GOLDEN GOSPEL MILLION SELLERS**
The Sunshine Boys. Starday SLP 156—The well-known quartet turns to some of the great song sellers in the gospel and sacred field and does a convincing job with them. The material includes favorites like "Three Bells," "A Pilgrim," "Crying in the Chapel," "How Great Thou Art," and five by Stuart Hamblen. The lads sing with piano accompaniment.

BAND

★★★★ **TOUCHDOWN, U.S.A.**
University of Michigan Band (Revell) Vanguard VSD 2100 (Stereo)—A colorful photo of the University of Michigan stadium from the air sets the tone for this fine marching band program of college football songs. The band was recorded in clean-cut fashion and the tunes have a broad appeal, extending from the Big Ten schools through the Ivy League, Navy, Army, etc. Solid wax, particularly for the remainder of the 1961 football season.

RELIGIOUS

★★★★ **ORATORIO FROM THE BOOK OF MORMON**
University of Utah Chorus and the Utah Symphony Orch. (Abravanel). Vanguard VSD 2099 (Stereo & Monaural) — This sweeping work brings into play the forces of organ, orchestra, chorus and soloists in one of the more inspired contemporary liturgical compositions. The work will have special meaning to Mormons but many fanciers of the oratorio form will find it a satisfying experience. The recording is top-drawer and the cover painting of Lehi and his followers arriving at the promised land sets the tone for the album.

★★★★

MODERATE SALES POTENTIAL

INTERNATIONAL

★★★ **DIE KLINGENDE ZITHER**
Joseph Haffner. Fiesta FLP 1333.

★★★ **I REMEMBER GREECE**
Aris San and his Orchestra. Fiesta FLP 1332.

★★★ **MANDOLINI di SURRIENTO**
Domenico con la sua Orchestra. Fiesta FLP 1334 (Stereo & Monaural).

FOLK

★★★ **THE FOLK SINGERS' FOLK SINGER**
Frank Hamilton. Concert-Disc CS 54 (Stereo).

★★★ **NEW AND ORIGINAL FOLK SONGS WRITTEN IN COMMEMORATION OF THE CENTENNIAL OF THE AMERICAN CIVIL WAR, THE WAR BETWEEN THE STATES.**
Reno and Smiley. King 756.

POLKA

★★★ **PERSUASIVE POLKAS IN HI-FI**
Milan Gramantik. Bruno BR 50188.

SPOKEN WORD

★★★ **FRANK LLOYD WRIGHT ON RECORD**
Caedmon TV 1064.

when answering ads . . .

Say You Saw It in
Billboard Music Week

★★★★

MODERATE SALES POTENTIAL

LIMITED SALES POTENTIAL

POLKA
PERSUASIVE POLKAS IN HI-FI VOL. II
Roland Zaninetti. Bruno BR 50189.

SACRED
GLORY FLORY AMEN
The Prophets Quartet. Skylite SRLP 5985.

Metronome Goes Into U. S. Market

NEW YORK—Metronome Records, the Swedish label, which has branches throughout Europe, is expanding into the U. S. market. The firm's representatives here, Claes Dahlgren, has signed Dick Wolfe to produce recordings for the label in New York. Wolfe will sign talent and cut disks aimed at the U. S. market. He will also cut some of Metronome's European artists overseas for the U. S. market, and will be featured as an artist on the label.

● Reviews of New Singles

● Continued from page 38

MOND 101—Kevin McQuinn bows on the new label with a strong reading of a listenable hunk of material. Backing features a femme group and large band support. Worth exposure. (Tomorrow's Tune, BMI) (2:10)

★★★ **Keep Me on Your Mind**—(Tomorrow's Tunes, BMI) (2:34)

THE RUBIES
★★★★ **He Was an Angel**—EMPRESS 103
—A young thrush takes the lead here in the style of the lead of the Shirelles. It's a rockaballad and she decries the way the lad turned out. Strong wax for the teen market. Watch it. (One O'Clock, BMI) (2:25)

★★★ **He's Mine** — (One o'Clock, BMI) (2:12)

AL HIBBLER
★★★★ **Look Away** — REPRIS 20035—Hibbler bows on the label with a pleasant ballad. The chanter sounds good on this new wax and he gets a solid triplet styled ork backing from Ernie Freeman. This could bring the cat back. (Shaw, ASCAP) (2:30)

★★★ **Tall the Sky**—(Sands, ASCAP) (2:12)

MARY JOHNSON
★★★★ **Easier Said Than Done**—UNITED ARTISTS 386—Johnson sings out with intense feeling and heart on a moving bluesy theme. (Jobete, BMI) (2:34)

★★★ **Johnny One Stop** — (Jobete, BMI) (2:48)

HILLARD STREET
★★★★ **Limbo**—REPRIS 20031—A smart rock and roll version of the famed calypso dance. Street hands it a colorful reading with a big ork and chorus backing. With the current craze for dance records this could take off. Watch it. (Ding Dong, BMI) (2:19)

★★★ **That's All Right**—(Ding Dong, BMI) (2:00)

LEE AND PAUL
★★★★ **The Happy Gondoller**—UNITED ARTISTS 376—Side makes a happy instrumental with chorus. Plucked strings contribute a bright, staccato effect. (Vanlee, ASCAP) (2:02)

★★★ **National Pastime**—(Vanlee, ASCAP) (1:32)

THE CYCLONES
★★★★ **Say What?**—FESTIVAL 25003—Jaunty novelty rocker with teen-appeal lyrics. Solid side with appeal for r.&b. as well as pop buyers. (Raleigh, BMI) (1:55)

★★★ **Give Me Love**—(Medal, BMI) (1:54)

CHARLIE FEATHERS
★★★★ **Wild, Wild Party**—MEMPHIS 103
—A Presley-derivative, (early) but interesting nevertheless, both as to vocal and guitar stylings. Merits play. (Birchdale, BMI) (2:30)

★★★ **Today and Tomorrow**—(Birchdale, BMI) (2:40)

THE GEE CEES
★★★★ **Buzz Saw**—CREST 1088—A hard-rocking instrumental on this side by a hard-charging combo that takes its rhythm seriously. Side also features some fine tenor sax and guitar work. (American, BMI) (2:05)

★★★ **Annie Had a Party** — (American, BMI) (2:03)

LITTLE TOM AND HIS VALENTINES
★★★★ **School Girl**—MR. BIG 222—Here is a swinging side that the kids can dance to. Tom and the group sell it with vigor and the band beats out a "Bristol Stomp" melody behind them. Watch this one. (Comma, BMI) (2:00)

★★★ **Letter From My Darling**—(Jay & CEE, BMI) (2:20)

EARL CONNELLY
★★★★ **Since You've Been Gone**—ALTO 2005—Catching bluesy rocker is sung with verve and feeling by Connelly. (Aldon, BMI) (2:27)

★★★ **The Trust** — (Mac-Avery, BMI) (2:27)

SIR WHITE AND HIS SOUNDS
★★★★ **Doin' the Scratch**—REDBUG 0001—Here's a side employing the percussion instrument known as the scratcher. Guitars carry the lead here as in the flip. Another side which has merit. (Redbug, BMI) (2:30)

★★★ **Moody Dreamer** — (Redbug, BMI) (2:22)

FRANKIE AVALON
★★★★ **Sleeping Beauty**—CHANCELLOR

C 1095 A—A pretty ballad by Avalon much along the style of his original hit "Venus." Vocal has much appeal and the side has a chance. (December, BMI) (2:28)

★★★ **The Lonely Bit**—(Debmarr, ASCAP) (2:35)

VINNIE MONTE
★★★★ **Painting the Town With Tears**—JUBILEE 5410—Monte Sings a hill-billy-type song here—a typical weeper—in agonized fashion; interesting guitar arrangement. (Aldon, BMI) (2:00)

★★ **Ask Your Heart**—(Marks, BMI) (2:08)

THE TWISTERS
★★★★ **Peppermint Twist**—DUAL 502—A slam bang, driving instrumental featuring the Twist rhythm over wild applause and honking horns. Could get coins with the new twist action. (Saxon, BMI) (2:06)

★★ **Silly Chill**—Saxon, BMI) (1:53)

(Continued on page 51)

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MODERATE SALES POTENTIAL

CARL HELM
★★★ Tenderness — ★★★ Even Strangers Say Hello. PRESIDENT 713.

JIMMY AND THE TOWERS
★★★ One More Chance—★★★ Meaning of Love. DEBANN 102.

COLONEL HAL BLAINE AND THE HOLLYWOOD RAIDERS
★★★ Alamo Rock (Parts 1 & 2). ROCK-IT 1000.

BUDDY HARMAN
★★★ Three Coins in the Fountain; Wonderland By Night — ★★★ Tokyo; Sraunchy. WARNER BROS. 5508.

RAY WRAY QUARTET
★★★ When Your Lover Has Gone—★★★ A Song Is Born. PHARAOH 101.

GEORGE PEEL
★★★ These Things I Remember—★★★ No. 1 Doll. BRIAR 113.

LUTHOR BOND
★★★ Should I Love You So Much—★★★ Gold Will Never Do. BRIAR 114.

LOLA ALBRIGHT
★★★ Candy — ★★★ Here 'Tis. KEM 2772.

TIBBY EDWARDS
★★★ Teen-Age Troubles — ★★★ Daydreamin'. TODD 1065.

MIXED TRIO WITH COMBO
★★★ Let's Make a Date—★★★ Never Mind Baby. K S RECORDS 1.

HONEST JOHN TROTTER
★★★ What Is a Girl—★★★ What Is a Boy. DART 151.

TINA SHEPHERD
★★★ Too Many Tears — ★★★ I Wanna Stay This Way. SPHINX 6105-6.

ROY BROWN
★★★ I Need a Friend — ★★★ Rock and Roll Jamboree. HOME OF THE BLUES 122.

THE BUCCANEERS
★★★ Believe in the Lord — ★★★ When You're in Palm Springs. MEMO 900-01.

THE EMERSONS
★★★ Down in the Valley — ★★★ Lonliness. UNITED ARTISTS 379.

FLEETONES
★★★ Please Tell Me — ★★★ Your Lover Man. BANDERA 2511.

EVIE AND THE FIVE TECHNIQUES
★★★ Heaven Above—★★★ Don't Tell Me. IMPERIAL 5742.

CINDY AND SUE
★★★ Temple Love—★★★ Let's Fall in Love. ERA 3062.

DEBRA LEWIS
★★★ Am I Expecting Too Much—★★★ You Stole Him. VALIANT 6015.

THE VIVA TONES
★★★ Viva Tones Are Rockin' — ★★ One Sided Love. BRIAR 112.

JIMMY LEE ROBINSON
★★★ Twist It Baby — ★★ Times Is Hard. Bandera 2510.

SCOTTY WAYNE
★★★ Find Somebody New — ★★ Lonely Night. TALENT SCOUT 1007.

GEORGE TOON AND THE TENNESSEE DRIFTERS
★★★ Those Fairy Tales — ★★ Dream Star. UNAMIC 4501.

DANA AND DEXTER
★★★ Here Comes My Baby — ★★ Static. IMPERIAL 5784.

A. C. REED
★★★ Come On Home—★★★ I Wanna Be Free. AGE 29103.

PRINCE CARTER
★★★ Shake Me Up—★★★ Mr. Pawnshop. GO 711.

THE ROMANCERS
★★★ That Lucky Old Sun — ★★★ Hard Head. ALETTE 5085.

JOYCE DAVIS-NELSON SUPREE
★★★ You're Something Else — ★★★ I Want to Marry You. UNITED ARTISTS 323.

JOHNNY SEAY
★★★ The Wayward Wind — ★★★ Livin' Is Lovin'. CAPITOL 4646.

JIMMY BELL
★★★ The Poorest Boy in Town—★★★ Honey Bee. (HICKORY 1156.

LENNIE MARTIN ORK
★★★ Shoes—★★★ La Femme. ROBBEE 118.

SUZANNE CLARK
★★★ Need Your Love—★★★ Just a Word. JAF 2025.

BIG WALTER
★★★ It's How You Treat Me—★★★ Feelin' a Little Worried. MYRL 406.

BOB MYERS
★★★ Three Guitars—★★★ The Strap Broke. RADIANT 199.

ROY GAINES
★★★ Lizzie—★★★ What Is This Thing Called Love. DEL FI 4169.

THE ELITES
★★★ Jack the Ripper — ★★★ Mam Look at Me. CHIEF 7032.

LILLIAN BROOKS
★★★ It's Anybody's Heart — ★★ Magic Flower. NEWPORT 104.

NICKY LOVE
★★★ The Shake — ★★★ Darling. BAND BOX 283.

JERRY LANDO
★★★ Daydreamin'—★★★ Put My Mind at Ease. PAM 120.

DIADEMS
★★★ Ala Vevo—★★★ What More Is There to Say? LaVERE 187.

LENNY AND THE THUNDERTONES
★★★ On the Loose—★★★ The Social. COMMA 446.

THE LOSERS
★★★ Pourquoi? — ★★★ Sunshine. SPHINX 6110-09.

DON DOWNING
★★★ I Found Someone to Love—★★★ Have You Seen My Baby. BOYD 112.

PHIL WILSON
★★★ Game of Love—★★★ A Dream Come True. HURON 22006.

FREDDIE ELLIS
★★★ The Song From Moulin Rouge—★★★ I Could Have Danced All Night. CORAL 62292.

WILD BILL DAVIS AND CHARLIE SHAVERS
★★★ Independence Day Hora—★★★ Like a Young Man. EVEREST 19426.

BARBARA LYONS
★★★ There Goes My Heart — ★★★ You're One Boy in a Million. ABC-PARAMOUNT 10270.

DANNY PEPPERMINT AND THE JUMPING JACKS
★★★ The Peppermint Twist — ★★★ Somebody Else Is Taking My Place. CARLTON 565.

★ ★ ★ ★
STRONG SALES POTENTIAL

COUNTRY & WESTERN

MARVIN McCULLOUGH
★★★★ Are You Still in Love With Me—BOYD 111—McCullough, who is a Southwestern deejay, sings this weeper with feeling. Bouncy tempo is in a more or less traditional groove with effective tracking. (Knob Hill, BMI) (1:56)

★★★★ Pillow to My Right—Roy Drusky is one of the writers on this side. The country singing jock does a strong job on the weeper lyric while a fine c.w. combo provides neat backing. (Moss-Rose, BMI) (2:25)

★★★★ I'll Sail My Ship Alone—STAR-
DAY 562—Solid vocal by Moon Mullican could make this disk a big seller in the country field. The chanter sells it with feeling over strong backing. Watch it. (Lois, BMI) (2:12)

★★★★ Mona Lisa—The old hit receives a sock rendition from Moon while the country band supports him neatly. Two good sides. (Famous, ASCAP) (2:20)

BILLIE JEAN HORTON
★★★★ Octopus — 20TH FOX 291 — Johnny Horton's widow contributes an okay rockabilly-styled performance on this catchy country rocker. (Magic Circle, BMI) (2:12)

★★★★ Devoted to You—Bluesy up-tempo ballad is sung attractively by gal. Strongest sale will be in the country markets. (Magic Circle, BMI) (2:40)

JIMMY NEWMAN
★★★★ Give Me Heaven—DECCA 31324 —Newman lends his fine, high-pitched pipes to a feelingful weeper. The chanting is effective and he gets an able backing. Side should be watched. (Harwood, BMI) (2:42)

★★★★ Alligator Man — A novelty in medium tempo and it's handled effectively by Newman against hoedown fiddles. (New Keys, BMI) (2:19)

LORETTA LYNN
★★★★ I Walked Away From the Wreck—DECCA 31323—The gal brings much heart to this ballad of a broken love. It's a waltz and it sounds fine. Has a chance and it should grab plenty of spins. (Sure-Fire, BMI) (2:36)

★★★★ The Girl That I Am Now—Another message of heartbreak is expressed in good nasal style here by the thrush. Two nice sides. (Sure-Fire, BMI) (2:17)

BILLY GRAMMER
★★★★ Save Your Tears—DECCA 31321 —The man is revelling in his pain as he tells the girl he's not worth her tears. Good ballad wax that can pull spins. (Pamper, BMI) (2:58)

★★★★ I'd Like to Know Why—A bouncy rhythm tune set in a bluesy framework. Grammer turns in a strong vocal with 'horal spots. Good wax. (Cedarwood, BMI) 2:00)

TOMPALL AND THE GLASER BROS.
★★★★ Tired of Crying Over You—DECCA 31322—A pretty tune done up in a right rhythm setting. The lead by Tompall is well handled and he gets solid group support. Side is worth exposure. (Fairway, BMI)

PETE MARCEL
★★★ Sloppy Twist a Fish (Parts I & II). FUTURA (No number.)

MARK JACKSON
★★★ Heaven—★★★ I Told You Not to Tell 'Em. STARFIRE 719.

NICK PERITO
★★★ Let's Do the Peppermint Twist—★★★ High Society Twist. UNITED ARTISTS 390.

SAL SALVADOR AND ORK
★★★ Estoy Cansado — ★★★ Ruffle. SANDS 3142-3.

REDD STEWART
★★★ Um-Pah-No-Lah — ★★★ I'm Praying for the Day. BRIAR 119.

THE EMBERS
★★★ I Won't Cry Anymore—★★★ I Was Too Careful. EMPRESS 104.

PEE WEE KING
★★★ Wooden Heart (Polka) — ★★★ Tennessee Waltz (Polka). BRIAR 120.

RONNY DOUGLAS
★★★ Candy and Gum — ★★★ You'll Come Back. EVEREST 19425.

THE TURKS
★★★ It Can't Be True—★★★ I'm a Fool. IMPERIALS 5783.

AL MADISON ORK
★★★ The Madison Avenue Twist—★★★ The Society Twist. GOLDEN CREST 533.

TOMMY WILLS
★★★ Night Train — ★★ Tommy's Dream. TERRY 109.

somewhat in the Marty Robbins style. (Moss-Ross, BMI) (2:30)

BILLY DEATON
★★★★ Love Doesn't Live Here Anymore—SMASH 1714—A poignant country weeper is sung with wistful effectiveness by Deaton. Merits spins. (Tree, BMI) (2:27)

★★★★ I'd Rather Not Know—Personable reading by the artist on an appealing country theme, with good lyrics. (Open Road, BMI) (2:28)

★★★★ If I Ever See Him Again—LIBERTY 55385—The fine country thrush sings a pretty ballad with tragic overtones. Dual track spots add nice touches. Good thrushing and it has a chance. (Pamper, BMI) (2:34)

★★★ The Hell—(Leeds, ASCAP) (3:06)

BONITA CANTRELL
★★★★ I'm So Glad I Have a Living God—PACE 1019—The gospel-singing thrush has a fine, dedicated sound and a wonderful sound in the higher register. Side is a slow, deeply methodical effort with a good choral and piano help. (Clay-Lick, BMI) (2:49)

★★★★ Lord, Help Me Every Day—Another slow-paced devotional effort. Gal sings with much feeling. Two worthwhile sides for this market. (Mohawk, BMI) (2:20)

SHOCKLEY SINGERS
★★★★ Judgment — EP-SOM 104 — The young singers turn in a bright and exciting reading of the spiritual on this listenable side. They are only 8, 9 and 10 years of age, and this dishing indicates they have a strong future. (D'Ann, BMI)

★★★ Deep River.

(Continued on page 52)

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• Reviews of New Singles

• Continued from page 51

★ ★ ★ MODERATE SALES POTENTIAL

COUNTRY & WESTERN

NEAL JONES
★★★ Looking Up — ★★★ Dead Lost.
D 1213.

JERRY VENABLE
★★★ I Should Know Better — ★★
That's a Joke Son. RAVEN 919.

SLIM WILSON
★★★ The Ring on Your Finger—★★★
Behind a Wall of Tears. MINOR 117.

KEN MARVIN
★★★ Uncle John—★★★ Letter From
Home. BRIAR 118.

THE VANDERGRIFT BROS.
★★★ The Corner of My Eye—★★★
Tomorrow Never Comes. KING 5533.

KENNETH HUNT
★★★ Teen-Age Tease — ★★ I'm the
Wrong One. HEAP BIG 1000.

THE LONESOME PINE FIDDLERS
★★★ Eatn' Out of Your Hand—★★★
Lonesome Pine. STARDAY 564.

POLKA

KENNY KOTWITZ QUINTET
★★★ Wooden Heart Polka — ★★
Adelita. CUCA 1052.

SACRED

THE FIVE LADS
★★★ Thank You God — ★★ Happy
Birthday Baby Jesus. LeCHIEN 102.

LIMITED SALES POTENTIAL

POPULAR

TONY GARO
Whole Lot of Shakin'—Jezebel. PLA-
MOR 6425-26.
SIDE I: THE MYSTERY GIRL AND
RONNIE MAY
SIDE II: KRIS ARDEN AND SAMMY
MARCHALL AND THE KEYNOTES
Makes My Heart Start Flooping Around;
I Love 'Em So—My Guy; Just a Few.
BROSH 500 (45 EP).

JANE DAVIS
Dancing in the Shadows — (He's My)
Dreamboat. COWTOWN 810.

RON WILLIAMS
I'll Miss You So—I Guarantee You Baby.
TY-TEX 102.

JOHNNY CARLO
Hasta La Vista—No Blue Tomorrow.
PIC HIT 102.

STERLING STRINGS
You Are My Heart — Geminal. PARK
AVE. 108.

BARBARA TRENT
Come On Home—When I Fall in Love.
TERRY 108.

KEITH MEANS AND THE KNIGHTERS
Sham-Bam (Parts 1 & 2). RENA 2009.

MAC MILLER
(Oh, How I) Miss You Tonight—Ask
Your Heart. TEMPWOOD V 1001.

GLENDA LO VETT
You Treat Me Like a Baby — Nobody
Wants Me. REECE-RAWSON 1001.

UNCLE JOHN PATTERSON
Make My Coffee Black—New Orleans.
BRIAR 117.

DICK RALSTON
Sharin' Lockers—Nikita. NU-CLEAR 014.

THE KNIGHTSMEN
Pistol Packin' Mama — Darlin' Why?
BOCALDUN 100.

LESLIE PODKIN
No More Fiddle Dee Dee—You Won't
Need No Money. KOOL 1014.

COUNTRY & WESTERN

SWANEE AND THE ROCK-A-BILLIES
I See The Reason—I'll Prove It One Day.
HAPPY HEARTS 121.

CARL VERNE
Enola — Vapor Trail. NORTHWAY
SOUND 1002.

BILL RUSS
Don't Feel Sorry (For Me)—Just Call It
Fun. EUNICE 1011.

MACK WILBURN
Give Me the Key to Your Heart—I
Can't Love Enough for Two. BRITE
STAR 770.

RAY FRUSHAY
High Cost of Loving—Hijackin'. ALL-
STARR 7233.

**CHARLOTTE HARDEN THE OZARK
SWEETHEART**
Sorry—Alone With You. DIXIE 946.

Hong Kong News

• Continued from page 48

(commercial executive) will leave this month on a tour of Southeast Asia for the purpose of studying the progress of EMI business in all product lines including records, in the territories concerned. They also plan to assist their various agents in the next phase of an area-wide marketing build-up.

Mr. Brodie will be in Indonesia from November 27 to December 8 and in Singapore and Kuala Lumpur, Malaya, from December 9 to December 13. Mr. Finny will be visiting Thailand from October 23 to November 12, Singapore and Malaya from November 13 to 27, and Sarawak, Brunei, and North Borneo from November 28 to December 8. He will also touch at Bangkok before returning to Hong Kong.

AUSTRIA

Regent Music Picks Up Gus Backus Click

By FRED ZILLER
Mollwaldplatz, Vienna

Harry Goodman, the brother of Benny Goodman, and president of the Regent Music Corporation, New York, visited Vienna for two days to pick up Gus Backus' Austrian best-seller "Mann im Mond" (Man in the Moon) by Charly Nielsen. Tune, with English lyrics by Fred Jay, is called "Queen of the Stars" and to be released in the U. S.

The Highwaymen's "Michael" became another best-seller over here and has already two German versions, one on Polydor called "Am Missouri" sung by the Tramps, the other on Philips label called "Eines Tages" sung by Leo Leandros. . . . "Weisse Rosen aus Athen" (White Roses From Athens) by Greek composer Hadjidakis with German lyrics by Hans Bradtke, became top tune of this month over here. Sung by Nana Mouskouri on Philips and by Belinda on Odeon-Columbia, sales went up to 20,000 records within three days.

November 15, Heidi Bruhl will jet to New York and Chicago, following an invitation by U. S. TV and Radio Corporation to sing her German best-seller "Wir Wollen Niemals Auseinander Gehen" (A Ring of Gold). After personal appearances her trip continues to Hollywood, San Francisco and Los Angeles. . . . In late November, Philips proxy Wolf Arming will discuss plans for a 1962 European trip plus films with Ray Conniff in New York. Arming states that the big promo push for Ray Conniff in Austria was a success. Conniff's special LP "The Sound of the World" was sold out within four weeks.

SPAIN

Latins Going Latin

By RAUL MATAS

32 Av. Jose Antonio, Madrid 13

Fans in Spain are swinging from the top American tunes to Latin American rhythms and also paying warm tribute to the local hits. Nowadays, the juvenile Duo Dinamico, formed by Manolo de la Calva and Ramon Arcusa, have to be considered the best seller in the country.

"Summertime" by the Marceles has been released by Discophon (Col-Pix) in sight of the spectacular welcome gained by "Blue Moon." . . . Quique Roca, Argentinian drummer, formed a new group and cut his first "Hispavox" date. . . . Hugo Del Carril's new label from Argentina, Sereneta, is seeking a European pact. It probably will start with Madrid.

Aussie Newsnotes

• Continued from page 47

Jack on the Ampar label is showing signs of chart action, it has been given a terrific kick along by virtue of its reaching No. 1 place in BMW and the disk is now receiving extra disk jockey attention in all States. . . . The Command, all stereo label, has created exceptional interest in the record industry and already "Roman Guitar" and "Provocative Percussion" are showing up on 2UE's "Sound Chart."

Arrangements are well in hand, announced Festival's Roy Atkinson to pre-publicize Command's latest album "35MM," which should create tremendous interest when released mid-November. Disk jockeys throughout the country have been circulated with copies of Brenda Lee's chart winner "Fool Number 1" prior to its imminent

FOLK TALENT & TUNES

• Continued from page 26

motion for the Kiski Valley Recording Company, Vandergrift, Pa., will represent the firm at WSM's Country Music Festival in Nashville this weekend. . . . Pat Boyd, country thrush and c.&w. deejay at WLAV Radio, Grand Rapids, Mich., headlined at the matinee and night performances of the Muskegon, Mich., Automobile Show October 28-29. Appearing with her were Don Holly and the Hi-Riders, George Hawkins and Bill Thompson. . . . Roy Orbison, heard on the Monument label, hopped to Texas Wednesday, October 18, to join Bobby Rydell, Bobby Vee and TV's Dobie Gillis in crowning Miss Teenage America, a competition in which over 100 16-18-year-old lovelies from all around the nation participated. While in the Lone Star State, Orbison made a hometown stop at Wink, where his musical career budded in high school days.

In a promotion handled by Ward Beam, well-known outdoor showman, Red Foley, Uncle Cyp Brasfield and a complement of "Grand Ole Opry" topliners, including Webb Pierce, Skeeter Davis, George Hamilton IV and Billy Grammar, pulled a three-quarter matinee crowd and two well-filled houses at night at Stambaugh Auditorium, Youngstown, Ohio, October 21. Beam's next promotion is in Toronto, November 3-4, where Foley, Uncle Cyp and Roy Acuff's Smokey Mountain Boys will be the box-office lure. . . . Kathy Dee, accompanied by her manager, Reed Welty, is making the rounds of radio stations in Ohio and Pennsylvania to promote her new Carlton release, "Subtract His Love" b.w. "Livin' on Move."

Recent bookings announced by Ott Devine, manager of WSM's "Grand Ole Opry," put Roy Acuff in Niagara Falls, N. Y., November 1; Hamilton, Ont., 2; Toronto, Ont., 3-4; Norwalk, Conn., 7; Pittsfield, Mass., 8; Providence, R. I., 9, and Worcester, Mass., 10-11; Bill Anderson, Burlington, N. C., November 9, and Belfontaine, Ohio, 11; Skeeter Davis, Belfontaine, Ohio, November 11; Ferlin Husky, Amarillo, Tex., November 11; Faron Young, Lubbock, Tex., November 10; Flatt and Scruggs, San Diego, Calif., November 10-12; Oxnard, Calif., 13, and Los Angeles, 21-26; Ray Price, Duncan, Ariz., October 31; Tucson, Ariz., November 1; Richmond, Va., 11; Norfolk, Va., 12; Houston, Tex., 15; Lubbock, Tex., 16; San Antonio, Tex., 17, and Bandera, Tex., 18, and Ernest Tubb, Alexandria, La., November 7; Lafayette, La., 8; Lima, Ohio, 12, and Sioux Falls, S. D., 18.

Decca recorder, Roy Drusky, last week received

Belgian Newsnotes

• Continued from page 48

October 29, Johnny, who cut all his recordings for Vogue, suddenly has changed his mind and signed a contract with Philips. Three records have already been released by Philips, of which the most important is without any doubt Chubby Checker's "Let's Twist Again." Johnny Halliday sings it in its original version on one side and in a French version on the other.

release date in November. . . . Saggie Records of Melbourne who concentrate on solely releasing jazz disks are issuing a series of rare jazz masters featuring Jelly Roll Morton, King Oliver and Bessie Smith on three 7-inch 33 1/3 recordings (6 tracks) to retail at \$2.

word that he had passed his private license test for the Civil Aeronautical Association. . . . Loyal Records, Walter Bailes, manager, has moved its headquarters to 314 East Vandavia, Edwardsville, Ill. Firm's newest release, a gospel EP featuring four tunes by Sanford Williams and the Laymen, is due out this week. Sanford is a brother to Curly Williams. . . . Warren Smith and Webb Pierce, following the WSM Country Music Festival in Nashville this weekend, leave for a string of dates in the Southwest for A. V. Bamford. . . . Volume 2 of "Grand Ole Opry's" history-picture book made its bow last week. More compact in size than its predecessor, the new works is every bit as interesting and attractive. To Trudy Stamper, WSM's hustling tub-thumper, goes much of the credit for turning out the attractive booklet.

Billy Love hopped into Nashville Friday (20) for an appearance on "The Ralph Emery Show" on WSM to plug his new Glee Records release, "Oh, What a Memory." . . . Billy Hogan, president of Broom Music Company, is slated to leave Huntsville, Ala., at 6 a.m. Wednesday (1) armed with a broom, and plans to walk and sweep his way, 115 miles, to WSM's Country Music Festival in Nashville. Huntsville mayor, R. B. Searcy, is skedded to see him off. Hogan is putting the big sweep on Ernest Ashworth's Decca recording of "Be Mine Again." Hogan wrote the tune in collaboration with Rose Hall, and Hogan's Broom Music is publisher. Billy hopes to land in Nashville sometime Friday (3).

Jack Robbins, producer of "Cowtown Jubilee," presented each Saturday night from the stage of the Majestic Theater, Fort Worth, reports that Bob Clark and Jerry Hammons have been engaged to handle the emcee chores with the weekly country music show. Clark and Hammons whirl the country wax on KCUL, Fort Worth-Dallas. . . . Ralph T. Hicks, absent from the country and western music field since fire destroyed his Western Jubilee Ballroom in Baldwin Park, Calif., two years ago, has returned to the fold to do a daily three-hour morning show on KWOW, new c.&w. station in Pomona, Calif. He reports that he has a spankin' new ballroom under construction on a 10-acre site six miles west of his old location. The dansant will carry the old name and will again feature c.&w. music.

Representing Station KCUL, Dallas-Fort Worth, at the Country Music Festival in Nashville this weekend will be owner-general manager Kurt Meer and program director Lawton Williams. Accompanying them will be Joe Paul Nichols, one of the regulars on "Cowtown Jubilee," Fort Worth. . . . Marlin Payne kicks off an extended tour in Winnipeg, Man., November 14 with a package comprising Claude King, Billie Jean Horton, Tommy Tomlinson, Roy Drusky, Buck Owens and Wanda Jackson. . . . Dave Barnes, editor of Country & Western Record Review, Walmer, Kent, England, was due in Cincinnati Saturday (28) for a visit with Lou Epstein, manager of Jimmie Skinner's Music Center. Lou was Dave's guest on a recent visit to Europe. The pair will make the pilgrimage together to the WSM Country Music Festival in Nashville, leaving Cincy early Wednesday (1).

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**Coin Machine Exports
July, 1961**

Country	New Phonographs		Used Phonographs		Amusement Games		Totals	
	No.	Value	No.	Value	No.	Value	No.	Value
Belgium	282	\$187,928	266	\$ 84,140	1,079	\$258,951	1,627	\$ 531,019
West Germany	349	202,896	87	27,680	406	83,479	842	314,055
Canada	93	127,089	46	4,890	261	73,334	400	205,313
United Kingdom	90	62,455	6	2,150	295	120,323	391	184,928
France	24	15,688	—	—	341	131,762	365	147,450
Italy	25	17,856	59	42,295	168	78,364	252	138,515
Nan Is	140	113,910	—	—	—	—	140	113,910
Switzerland	66	50,562	—	—	52	23,275	118	73,837
Venezuela	76	52,109	—	—	27	9,392	103	61,501
Thailand	—	—	—	—	101	45,090	101	45,090
Japan	3	2,471	16	2,900	133	29,518	152	34,889
Chile	40	31,868	—	—	5	1,576	45	33,444
Ecuador	32	24,586	—	—	—	—	32	24,586
Peru	21	15,305	10	7,453	—	—	31	22,758
Taiwan	20	17,070	—	—	3	2,630	23	19,700
Jamaica	10	8,642	4	1,500	17	7,025	31	17,167
Greece	2	1,742	57	8,934	60	5,535	119	16,211
Australia	8	6,464	5	1,110	46	8,489	59	16,063
Sweden	—	—	—	—	41	13,961	41	13,961
Mexico	1	1,495	18	6,850	—	—	19	8,345
Philippine Rep.	—	—	16	6,980	—	—	16	6,980
Fed. Malaya	—	—	5	2,700	11	3,630	16	6,330
Guatemala	—	—	4	2,380	—	—	4	2,380
Other Countries	71	53,140	30	9,647	217	35,593	318	98,380
Totals	1,353	\$993,276	629	\$211,609	3,263	\$931,927	5,245	\$2,136,812

**Coin Interest High
In NAMA Confab**

• Continued from page 1

3. On the distributing level, Seeburg, AMI, Rock-Ola and Bally outlets are now in the vending business. This means that they are selling merchandise venders to juke box and game operators.

4. On the operating level, many of the larger juke box operators and distributors have already gone into full-line vending. And a subsidiary of Automatic Canteen, giant of automatic merchandising, has already set up music and game operations.

5. Set for the Monday morning (30) program is a session on background music. While coin-operated music is still off-limits at NAMA, the recognition that background music fits into vending locations is considered progress by many juke box operators.

6. One of the speakers in Wednesday's (31) International Vending Symposium is G. Norman Ditchburn, England's largest juke box operator, and manufacturer of a domestic automatic phonograph. While Ditchburn will probably confine his remarks to vending, the fact remains that he is regarded primarily as a juke box man.

None of these six points necessarily means that merchandise vending and music-game operating are two facets of the same industry. In fact, all six of them don't add up to that conclusion.

Gulf Narrows

But it is obvious that the wide gulf which existed between full-line vending specialists and juke box-game operators has narrowed considerably, and will continue to narrow.

On street locations (taverns, restaurants and soda shops), the juke box and cigaret machine operators are often the same man. Juke box operators years ago went into the cigaret business to protect their locations, and they discovered that the cigaret business is a profitable one.

The converse has happened, but not nearly as often. Cigaret operators, after having lost a few locations to juke box operators, began placing automatic phonographs.

Rising Costs

With just about every operating cost rising, and with collections not keeping pace, juke box operators are trying to extract every last possible revenue dollar from their locations. When this means placing cigaret, candy and drink machines on juke box locations, they will take the step.

Many of the larger juke box operators, and some of the more progressive distributors, have set up full-line vending operations as separate business entities. In some cases, the vending operation is as profitable as their music machine holdings.

And if the turnout of juke box and amusement game people at this year's NAMA show is any indication, the juke box operator without vending equipment may be the exception rather than the rule within a couple of years.

U. S. Coin Exports Jump 50%

NEW YORK — Dollar value of United States juke box and amusement exports for July jumped nearly 50 per cent from the total of July, 1960, according to information released this week by the United States Department of Commerce. The current figure is \$2,136,812, as compared with \$1,500,650 a year earlier.

But while the dollar volume showed a healthy increase, the number of pieces shipped actually dropped from 6,466 to 5,245 for the month.

For example, while the number

of new juke boxes shipped to foreign countries dropped from 1,704 to 1,353, the value of new music machines rose from \$710,516 to \$993,276. And, while game shipments dipped from 4,169 to 3,263, their values increased from \$605,133 to \$931,927.

Used Juke Boxes

More used juke boxes, though, were shipped for the 1961 month—629 as against 593—and their values increased from \$185,001 to \$211,609.

The increases in dollar volume, of course, represent rising equipment costs in this country. They also indicate that foreign buyers are insisting on used equipment of fairly recent vintage and in prime operating shape.

Belgium and West Germany still rank one-two as buyers of American equipment. Belgian purchases of \$531,019 were up more than 60 per cent from the \$311,917 figure, while German purchases of \$314,055 showed a healthy gain from the \$256,206 of 1960.

Most of the increase in Belgian purchases is reflected in the games figure—from \$75,285 to \$258,951. Used phonograph purchases from the United States actually decreased from \$103,355 to \$18,140. New phonograph sales were up slightly.

German Inroads

While no figures of Belgian purchases from other countries are available, a good guess would be that the German juke box manufacturers are getting a slice of what

formerly was an exclusive American market.

This doesn't hold true in games, where American pinballs, bowlers and shuffle alleys still have little foreign competition.

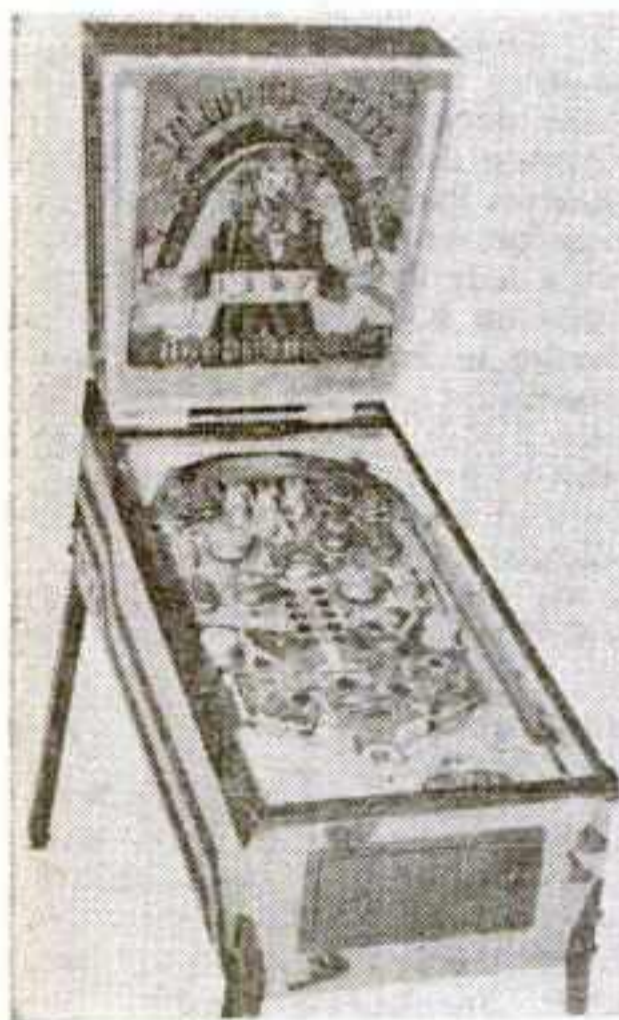
Canadian purchases rose from \$108,726 to \$205,313, to put that country in third place, displacing the United Kingdom, whose purchases of \$184,928—a drop from last year—dropped it to fourth.

Mexican Dip

Mexico, in fifth place a year earlier with purchases of \$159,246.

(Continued on page 60)

**Gottlieb's New
Flipper Fair
Has Bonus Ball**



FLIPPER FAIR

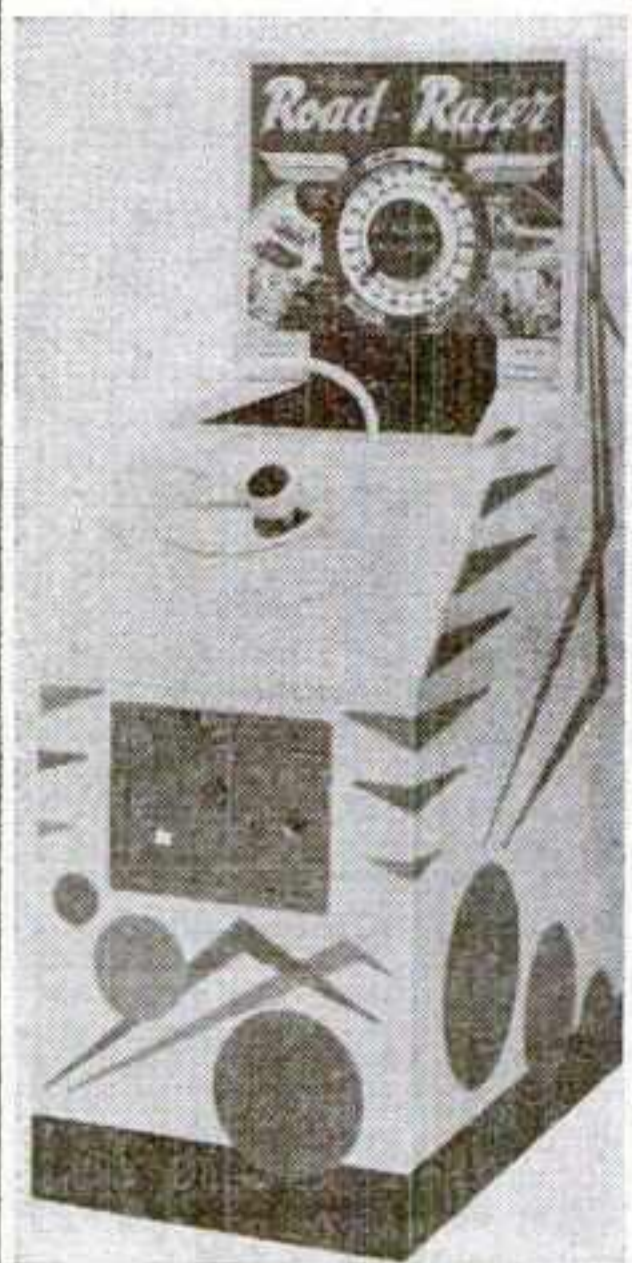
CHICAGO — Gottlieb's new Flipper Fair has three ways to win an extra ball plus a new tilt penalty feature whereby the player loses one ball plus the ball in play but is allowed to continue the game.

Flipper Fair also has an animated light box featuring a large, colorful clown, who juggles a white ball from side to side whenever a player wins an extra ball.

There are an unlimited number of extra balls per game. Flipper Fair, third "add-a-ball" game for Gottlieb, has been dubbed by offi-

(Continued on page 60)

**Williams Bows
Road Racer**



ROAD RACER

CHICAGO — The public gets a chance to test its driving skill in 60 seconds with Williams' new Road Racer, being introduced to distributors at a special showing this week.

Object is to steer a car parallel with and to the right of a center line and hit every third contact point, straightaway or around sweeping curves to qualify as a "perfect driver."

A pointer on the back glass

(Continued on page 60)

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.

(He's My) DREAMBOAT AND HOLLYWOOD	CONNIE FRANCIS MGM 13039
CRYING AND CANDY MAN	ROY ORBISON Monument 447
FOOL #1 AND ANYBODY BUT ME	BRENDA LEE Decca 31309
A WONDER LIKE YOU AND EVERLOVIN'	RICK NELSON Imperial 5770
LITTLE SISTER AND (Marie's the Name) HIS LATEST FLAME	ELVIS PRESLEY RCA Victor 7908
I WANT TO THANK YOU AND DOOR TO PARADISE	BOBBY RYDELL Cameo 201
MY HEART BELONGS TO ONLY YOU AND THE WAY I AM	JACKIE WILSON Brunswick 55220
BERLIN MELODY AND THEME FROM COME SEPTEMBER	BILLY VAUGHN Dot 16119
A CERTAIN GIRL AND I CRIED MY LAST TEAR	ERNIE K-DOE Minit 634

Penn. Operator Assn. Holds Meet Nov. 12

HARRISBURG, Pa.—The Pennsylvania Amusement Machine Operators Association will hold its annual banquet on Sunday, November 12.

The affair will be at the Holiday Motel which is located at the Gettysburg Interchange of the Pennsylvania Turnpike, according to Leon Taksen, business manager.

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Bally Lucky Shuffle S/A	295.00
Bally Super Deluxe ABC S/A	225.00
Bally ABC S/A	150.00
Bally Champion B/A	295.00
Bally Strike B/A	165.00
Un. Jumbo B/A	325.00
Un. Handicap S/A	195.00
Un. Regulation S/A	150.00
Un. Vogue	125.00

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A.M.I. Lyric 100 Stereo	\$795.00
A.M.I. K100A Stereo	695.00
A.M.I. J120E Stereo	625.00
A.M.I. H-200	425.00
A.M.I. G-200	245.00
Seeburg KD-200	395.00
Seeburg V-200	245.00

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MOA Newsletter

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

WHO IS RIGHT OR WHAT IS RIGHT

In its 12 years of existence, Music Operators of America (the longest lived national organization of music operators), has faced occasional criticism. This has come from specific sources, and has also been spread by rumor and sly implication. Peculiarly enough, the critics in the main are not in the OPERATOR group which MOA represents. In fact, the detractors have no direct connection with our industry other than that they derive their income from a somewhat parasitic attachment to the business.

The criticisms are peculiar in nature too. The "leadership" of MOA has received some critical comment of a general broad nature. More specifically, a certain individual within MOA's leadership has been the constant target of professionally couched adverse comment. Our reply to these detractors, just as broad, is that while a lot is being talked about, nothing is being said. But because MOA is the OPERATOR'S representative and is in effect the OPERATOR, we feel that the OPERATORS are entitled to MOA's specific rebuttal statement. So, let's look at MOA's record.

Let us first examine the leadership. The directors and officers of MOA serve the organization and their brother OPERATORS without pay. Not only without pay, but also, they pay their own expenses for trips to Washington, conventions, and board meetings. The ONLY salaried executive is the managing director. The OPERATOR is assured that the leadership is not in this for private gain.

Another focal point of aim of these critics has been the annual MOA sponsored convention. (It is the one and only convention our industry has.) The attack here has been centered principally on the supposed failure of the 1961 MOA Miami convention. MOA has admitted that its 1961 Convention was not as well attended as the previous 10 successful shows. However, this convention sold only eight less booths than the record high in MOA's history. Attendance, admittedly down, followed the pattern of other industry shows held in Miami that year. What the critics described as "dull forums" served as impetus to produce special phonograph records for the juke box industry.

We do not concede "flop" or "failure" on this score. But we do wonder at the hacking away at this one loose brick in the foundation of our organization. Is this hacking and chopping intended to shore up the foundation, or is the object to destroy the base? The OPERATOR is the one who has much at stake. It is he who should examine the critics' purpose.

Let's take another look at the MOA record of OPERATOR service. MOA, since its inception in 1949, and with the acknowledged help of phonograph manufacturers, has participated in major defenses against proposed juke box copyright legislation. Proponents of this legislation have introduced bills in Washington in 1951, 1953, 1956, 1958, 1959, and 1961. While fending off these bills almost annually, MOA maintains an almost daily contact in opposition to such legislation at all times.

These bills have proposed fees of from \$5 to \$25 per juke box per year. In measuring MOA's worth, the operator should multiply this \$5 to \$25 times the juke boxes he operates, then remultiply this by 12 (the years MOA has represented him successfully). The OPERATOR should weigh these dollars saved him against the carping criticism.

We will not attempt to refute other rumors or implications, for this industry has enough problems without having an intramural fight further shaking the OPERATORS' confidence in the business. For the OPERATORS' benefit, we would like to cover one more point. We refer to critical comments concerning MOA's inability to get all the phonograph manufacturers to exhibit at our Conventions.

We say, no fight is involved. Instead, there is only a difference of opinion. The non-appearing phonograph manufacturers feel that the OPERATORS have the opportunity to view their merchandise on distributor floors. Therefore, there is no point in spending time and effort showing at MOA conventions.

MOA's opinion is that the good will toward the OPERATOR should be the main objective of any exhibitor. For, wherever he lives, the OPERATOR is a CUSTOMER. We hope that some day these manufacturers will change their minds. In the meantime, we point out to them that they, in spending promotional funds with one of MOA's principal detractors, are supporting ill will.

Let these facts decide:

Not who, but what is right.

Music Operators of America, Inc.
E. R. Ratajack
Managing Director

Pennington Returns To Memphis From Chi

MEMPHIS — D. V. (Cotton) Pennington, partner in Sammons-Pennington Company, distributor, returned to Memphis last week (25) after a trip to Chicago for five days of schooling at the J. P. Seeburg Corporation factory on two new vending machines.

Pennington, who heads the service department of Sammons-Pennington, learned the mechanics of a new single cup coffee vender and a candy and pastry vender which

Eli Kasper in Hospital

NEW YORK—Eli Kasper, veteran coin machine executive on the distributor and association levels, is confined at the Hospital for Special Surgery at E. 70th Street and East River Drive. He had been operated on last week for an ulcerated leg and will probably be in the hospital for another week or two. Visitors are admitted any time until 9 p.m.

was introduced at the National Automatic Merchandising Association show at Chicago.

Moore, L. I. Op, Sentenced For Bribery Attempt of Fed

NEW YORK — Sanford J. Moore, 43, former Long Island juke box and amusement machine operator, and onetime Wurlitzer distributor for New York, began serving a three-year prison sentence this week in a case that allegedly involved attempted bribery of federal officials.

Also doing federal time with Moore are two of his associates, Sherwood Schwach, 36, sentenced for two years, and Allen Kerner, 56, who has been given an 18-month sentence.

The trio was arrested by the Federal Bureau of Investigation on January 5 and charged with concealing more than 100 juke boxes and amusement games from receivers in a bankruptcy case.

Bankruptcy Case

The petition for involuntary bankruptcy had been filed against Gibraltar Amusements — of which Moore was vice-president and Schwach was operations manager — by the Wurlitzer Company on March 18, 1960. Prior to that time, a firm headed by Moore had been Wurlitzer distributor in New York and Long Island.

At the time of the arraignment, Gibraltar had alleged to be operating about 700 juke boxes and games on Long Island.

On March 9, Moore, Schwach and Kerner all pleaded guilty to diverting \$100,000 of the bankrupt company's assets. These pleas were entered, it is alleged, in the expectation of getting suspended sentences.

However, when Federal Judge Leo F. Rayfield was informed that the defendants had allegedly attempted to bribe certain persons in order to get the suspended sentences, he imposed the jail terms.

Bribe Alleged

A Federal Grand Jury is investigating charges that, with a physician acting as intermediary, a State Supreme Court Justice and a former assistant U. S. attorney, had attempted to arrange the suspended sentences.

Moore is alleged to have bragged that he had a federal judge "in my hip pocket" and the boast got back to the authorities.

The trio then attempted to change their pleas from guilty to not guilty, but Judge Rayfield re-

fused to allow the action. The judge was sustained on an appeal.

Motion Refused

This week, another attempt to change the pleas was turned down by Judge Rayfield. He also turned down a motion to reduce the sentences, arguing that he did not have the power to do so. However, Judge Rayfield did give the defendants until November 6 to file a motion for reduction of sentences.

Moore vehemently denied the bribery charges and added: "I'm not involved in any fix. It is a shakedown and coercion. All I want is my day in court."

Prendergast New Automatic Mkt. Director



RICHARD M. PRENDERGAST

CHICAGO—Richard M. Prendergast has been named to the newly created post of director of marketing for AC Automatic Services, Inc., Automatic Canteen Company of America subsidiary.

In announcing the appointment, Joel Kleiman, AC president, said Prendergast will be responsible for advertising, sales promotion and marketing programs for Rowe vending machines, AMI juke boxes, AC currency and coin-handling device, and Customusic background music equipment.

For the past four years, Prendergast has been an account executive for O'Grady-Anderson-Gray, Inc., Chicago-based advertising agency. Prior to that he was assistant advertising manager for Inland Steel Company.

Automatic in New Chicago Office

CHICAGO — AC Automatic Service Company, sales arm here for AMI and Rowe equipment, moves from the Merchandise Mart to new enlarged quarters on South Michigan Avenue.

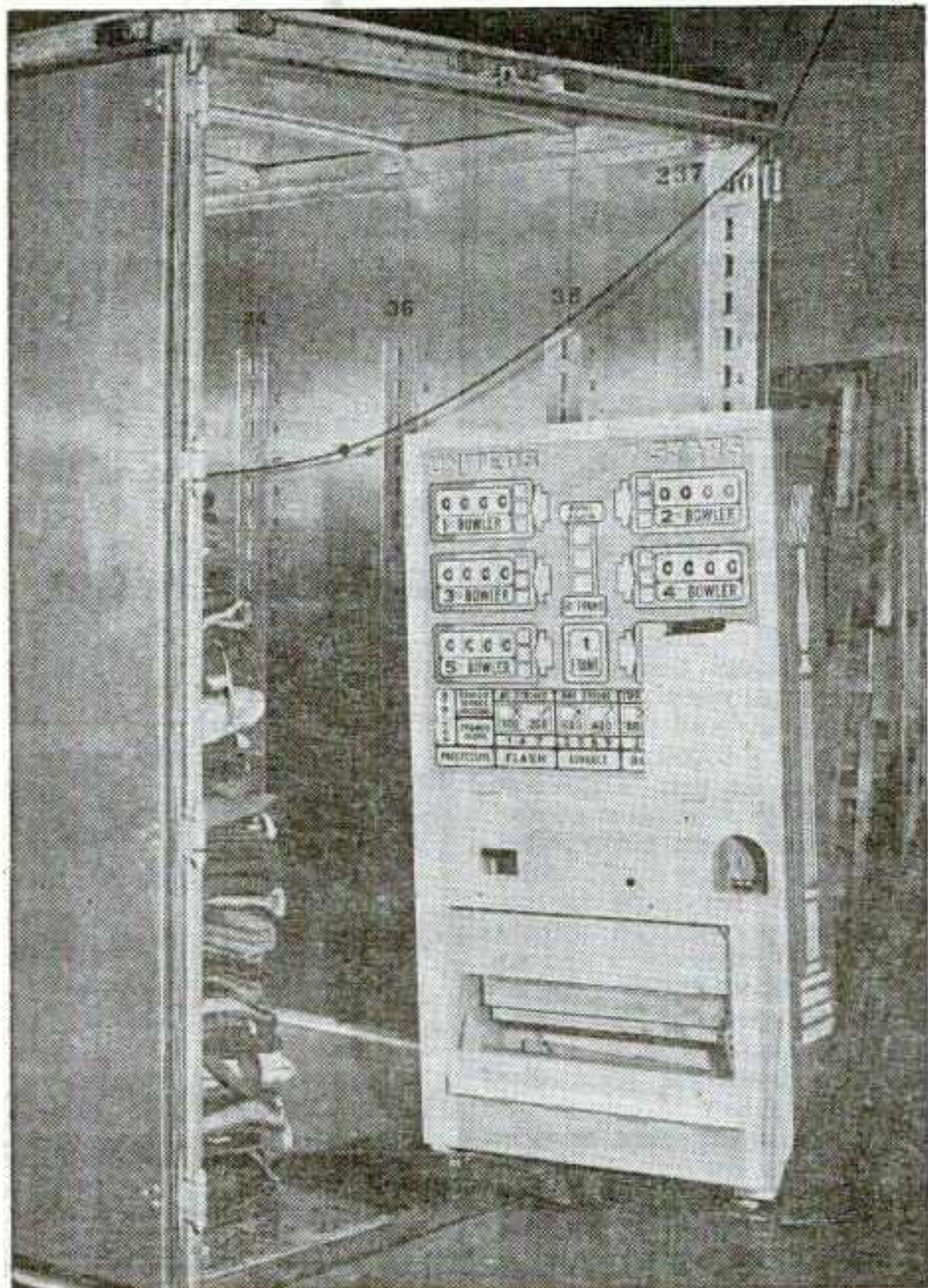
The Automatic Canteen Company of America service division will occupy some 10,000 square feet of space, with the firm's entire administrative, sales and service departments housed under one roof.

Official open house will be held soon. Heading the operation on South Michigan will be AC's staff: Joel Kleiman, president; Dean McMurdie, vice-president and assistant to the president; Jack Dunwoody, vice-president in charge of vending sales; Thomas Sams, vice-president in charge of phonograph sales; Dick Prendergast, director of marketing, and George Lundy, general manager in charge of background music.

Dave Elliott, vice-president in charge of the firm's bill-changer division, is currently out at Canteen's Lexington Avenue plant but will move to the South Michigan quarters in the near future.

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EVERYWHERE

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UNITED
Shuffle Alleys
and
Bowling Alleys
WELCOME EVERYWHERE
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UNITED MANUFACTURING CO.
3401 N. California Ave., Chicago 18, Ill.



SHIPMENTS BEGAN last week on United's new 7-Star bowler and Stardust shuffle alleys to distributors throughout the country. Alleys are broken down and shipped in major components. Here a back section is loaded onto a new, lightweight metal trailer for shipment to Royal Distributing Company, Cincinnati.

Dismissal of Anti-Pinball Injunction Keys Court Fight

ANDERSON, Ind. — Dismissal of an injunction against the enforcement of the State's anti-pinball law may have signaled the beginning of a new struggle in the courts over the statute. Confiscation of 50 pins Monday (23) followed the dissolution of the injunction by Circuit Judge Carl Smith. In force for two years, the order restrained police and sheriff from enforcement of the law. That the last word has yet to be heard in the controversy was quickly indicated by John Arnold, attorney for Brandon Enterprises, a pinball distributing company, as

he filed a motion in Madison Circuit Court for the reinstatement of the injunction. Problems connected with the interpretation and enforcement of the anti-pin law have been debated in the Indiana General Assembly for a decade. In that period the constitutionality of the law has been challenged on numerous occasions and twice, at least, the Indiana Supreme Court was asked to rule on its validity. Certain phases of the law are still under challenge in a number of county courts although the State Supreme Court has upheld its constitutionality.

Automatic Canteen Will Debut 260 Item Vender Taking Bills and Coins

CHICAGO—Automatic Canteen Company of America will bow a 260-item, general-store vending ma-

chine at the National Automatic Merchandising Association Convention being held here this week-end.

Designed as a retail merchandise vending machine, the unit accepts bills and coins and sells a variety of items, including sundries, variety and sporting goods, hardware and toys, as well as hot and cold foods.

Frederick L. Schuster, Canteen chairman, said the new vending machine, called Automat, "returns to widespread usefulness the old general store concept."

He said the units are designed for installation in retail stores as well as in special locations, such as bus and airline terminals, shopping and recreation centers, apartments, office buildings and plants. A dozen of the new machines will go on test locations in the next two or three weeks. AC Automatic Services, Inc., the new Canteen service vending subsidiary headed by Joel Kleiman, will handle operation of the machines.

CORRECTION
In addition to the Philadelphia, Pa., address listed for Active Amusement Co. in the Rock-Ola Mfg. full-page Billboard ad in the October 23 issue, Active also has a branch office located at 1141 Capouse Avenue, Scranton, Pa.

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ULTIMATE IN
Automatic
MUSIC

EUROPEAN NEWS BRIEFS

No Juke Box Ruling for a Year

FRANKFURT—It will probably be at least a year before the West German Supreme Court issues the last of its decisions concerning the amusement tax levied on juke boxes. Dr. Horst Ganske, trade legal expert, told the Hessian operators' association that only the first of a series of court decisions was to be expected still this year. The trade has been battling the amusement tax on a wide front, and a series of cases are pending with the high court in Karlsruhe attacking the tax as unconstitutional. Dr. Ganske reported that the trend is still toward increasing the tax burden of operators, and no relief is in sight. The trade hopes that favorable high court rulings will provide a base for a general legal assault against what operators regard as confiscatory taxation.

Sign Deal for Scopitone Export

PARIS—Arrangements to export Scopitone, the French film juke box, to half a dozen additional foreign countries were made at the Paris hotel equipment fair. C.A.M.E.C.A., the Scopitone producer, said the largest of the export arrangements involved Britain, and that it was expected to start shipments here in volume by next January. A network of representatives and service facilities is being established through Western Europe and in Scandinavia. Scopitone boxes, which are produced in Paris, were the main juke box attraction of the fair. The box shows 35-mm. sound film of orchestras and other musical entertainment. Productions are made specifically for Scopitone viewing. The box can be stocked with a maximum of 36 titles at a single loading. However, the Scopitone organization is building up a library of several thousand films, and this library will be kept constantly supplied with new films by the C.A.M.E.C.A. film production unit.

Osterfeld Wurlitzer O'Seas Rep

ZURICH—Wurlitzer Overseas Corporation has appointed Wilhelm Osterfeld as Wurlitzer service representative for Europe. The appointment was announced by Hans Scheidegger, general manager of Wurlitzer Overseas Corporation with headquarters in Zurich-Zug. Osterfeld will give assistance with service problems to all Wurlitzer representatives, dealers and customers in Europe and the Middle East. He is responsible for Wurlitzer products manufactured in both the U. S. and Europe, including phonographs, electronic organs, pianos, electronic pianos, and other instruments. Osterfeld's appointment is another step in the expansion of Wurlitzer's European operations, which began last year with founding of Wurlitzer's overseas organization and the establishment of production facilities in West Germany.

Flying Circus in German Debut

HAMBURG—Al Adickes' Nova Apparate company is introducing Gottlieb's Flying Circus, which it calls the most successful two-player pinball yet produced by Gottlieb. Nova is promoting what it says is the entirely new free-play layout of Flying Circus. The new pinball's debut underscores the happy position of the pinball in this country. Contrary to the situation in Belgium and Italy, where the machine Europeans call the "flipper" is legally ostracized, pinballs are operated in West Germany without legal complications. They continue to pace all coin games in popularity.

Beromat Promotes New Compact

WEST BERLIN — Beromat, the phonograph production subsidiary of Guenter Wulff-Apparatebau, is promoting its 120-selection stereo floor box to exploit the big new market developing in West Germany for "compact" juke boxes. The compact Harmonie boasts all the major features present in standard 200-selection boxes with substantial saving in floor space. Compact promotion is directed mainly at locations unsuited to the big standard boxes. Heretofore, German manufacturers and distributors have assumed that locations were divisible between the big floor box and the wall box. However, experiments with "compact" juke box production has disclosed an unsuspected market for the in-between box offering economy with most of the big-box glitter. Harmonie, moreover, is being promoted as a product of Berliner "facharbeit"—precision craftsmanship.

Belgian Ops Press Pinball Fight

BRUSSELS—Belgian operators are pressing a legal offensive aimed at clarifying gambling laws as applied to pinballs. Union Belge de l'Automatique (UBA) has adopted a policy of automatically appealing to the higher courts all convictions of UBA members on gambling charges. Interpretations of the pinball's legality varies almost literally from court to court, despite the fact that casino gambling is legally condoned. The courts take the attitude, however, that the citizen gambling in a casino goes there to gamble and presumably knows what he is about. The pinball is regarded by some Belgian judges, on the other hand, as a disguised form of gambling. There is no standard interpretation when playing pinballs is gambling and where merely amusement, but the criterion for most courts seems to be whether winners are awarded tangible prizes or free plays.

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PIN GAMES		Each
1 Auto Race	\$ 60.00
7 Beauty Contest	95.00
1 Big Ben	50.00
1 Black Jack	295.00
1 Blondie	.....	50.00
1 Bo Bo	.....	295.00
1 Bright Star, 2 player	.....	175.00
3 Caravello, 4 player	.....	495.00
2 Casino	.....	100.00
3 Club House	.....	185.00
1 Contest, 4 player	.....	250.00
3 Continental Cafe, 2 player	.....	130.00
4 Criss Cross	.....	140.00
6 Cross Words	.....	150.00
8 Cue Ball	.....	50.00
2 China Town	.....	50.00
2 Colors	.....	50.00
1 Criss Cross Hockey	.....	250.00
5 Darts	.....	225.00
2 Double Action, 2 player	.....	250.00
1 Fair Lady, 2 player	.....	90.00
2 Fiesta, 2 player	.....	235.00
2 Flagship, 2 player	.....	100.00
1 Flying Aces	.....	145.00
3 Fun Fair	.....	75.00
2 Fun House, 4 player	.....	75.00
2 Four Star	.....	95.00
2 Gay Paree, 4 player	.....	75.00
1 Gondolier, 2 player	.....	200.00
4 Golden Belles	.....	160.00
2 Golden Gloves	.....	175.00
2 Gusher	.....	95.00
2 Hi Diver	.....	195.00
3 Highways	.....	295.00
1 Hollywood, 2 player	.....	395.00
1 Hot Diggely	.....	50.00
2 Spot Pool	.....	140.00
2 Super Score	.....	150.00
1 Sky Way	.....	50.00
2 Spark Plugs	.....	50.00
7 Jig Saw	.....	95.00
1 Jockey Club	.....	50.00
1 Jungle	.....	275.00
3 Kick-Off	.....	65.00
1 Lady Luck	.....	50.00
1 Lovely Lucy	.....	50.00
1 Magic Clock, 2 player	.....	400.00
2 Majestic, 4 player	.....	175.00
1 Manhattan, 2 player	.....	75.00
1 Music Man, 4 player	.....	425.00
1 Nags	.....	225.00
1 Piccadilly, 2 player	.....	50.00
4 Picnic, 2 player	.....	175.00
2 Perky	.....	50.00
1 Poker Face	.....	50.00
1 Pin Wheel	.....	50.00
1 Queen of Hearts	.....	50.00
1 Queen of Diamonds	.....	200.00
2 Quarterbacks	.....	50.00
1 Race the Clock, 4 player	.....	75.00
2 Rainbow	.....	60.00
3 Reno	.....	85.00
7 Rocket	.....	175.00
3 Rocket Ship	.....	135.00
1 Rolo Pool	.....	150.00
3 Royal Flush	.....	75.00
4 Satellite	.....	125.00
5 Sea Wolf	.....	115.00
2 Serenade, 2 player	.....	275.00
2 Southern Belle	.....	50.00
1 Star Fire	.....	60.00
2 Straight Flush	.....	125.00
1 Straight Shooter	.....	175.00
3 Shamrock	.....	75.00
1 Show Boat	.....	75.00
1 Sifting Pretty	.....	175.00
3 Sleepy Chase	.....	85.00
1 Super Circus, 2 player	.....	175.00
7 Ten Spots	.....	395.00
4 Ten Strike	.....	175.00
1 3-D	.....	100.00
6 Turf Champ	.....	150.00
1 Twenty Grand	.....	50.00
2 Whirlwind	.....	175.00
2 World Champ	.....	95.00
1 King of Swat	.....	75.00
1 1957 Baseball	.....	195.00
4 Deluxe Baffling Champ	.....	445.00
1 Major League Baseball	.....	50.00
1 Texan, 4 player	.....	395.00
6 Tic-Tac-Toe	.....	175.00
1 Twenty One	.....	235.00
3 Viking, 2 player	.....	395.00
1 Wishing Well	.....	60.00
1 Wonderland	.....	50.00
1 Four Bagger	145.00
3 Official Baseball	295.00
2 Champion Baseball	125.00
1 Pennant	50.00

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Florida Bulk Operators Hold Regional Meet

ST. PETERSBURG, Fla. — An even dozen or so operators attended the first regional meeting of the newly formed Penny Vendors Association of Florida, held here last week.

Another is scheduled for Orlando (Fla.), November 4, at 1204 North Mill Street at 1:30 p.m. A luncheon will precede the business session.

The Florida group was formed with an initial organization meeting in Miami Beach recently, at which time M. J. Abelson, Oak Sales of Florida, was elected temporary chairman.

Purpose of the group is to provide legislative representation, tax advice, and to serve as a forum for exchange of improved operating procedures and ideas.

Plans for formal charter and election of officers for the coming year will be discussed at a general meeting to be held in Miami later this fall.

Several members of the Florida (Continued on page 60)

NVA Figures Uncover Tax Bite Suffered by Bulk Men

CHICAGO—While most of the interest here this week will be focused on the annual convention of the National Automatic Merchandising Association, members of the National Vendors Association, representing the bulk vending industry, will be quietly planning their 1962 convention in Miami Beach.

NVA represents its members in collective dealings with all levels of government in legal, tax and licensing matters; provides individual operators with counsel at the local level and acts as spokesman for the industry.

It also provides another important service—compiling national averages for consideration by legislators whenever industry taxes and license fees are considered. Here is how NVA breaks down the income and expenses on all bulk machines:

Per-Machine Yield

The average machine yields to the operator, after all expenses, but

before taxes, \$7.21 a year if the operator services his own machines. If he employs a routeman, deduct \$4.20, leaving the operator \$3.01.

An average ball gum and charm machine with a large glass globe will take in when completely empty approximately \$14 average. Often when a machine is serviced it is not entirely empty—and there is less than \$14 of gross take. Machines with small globes gross closer to \$10 emptied.

It takes 6½ pounds of gum at an average price of 28 cents per pound, or \$1.62 worth of gum to fill a large machine. It takes \$3 worth of assorted charms to mix in with this gum, so that an adequate value is distributed per machine. Thus, you have \$4.62 worth of merchandise per fill for a large machine.

When the machine is empty, the average commission given to a location is 30 per cent, which is \$4.20 of commission to the location. Add \$4.20 for commission to \$4.62 for merchandise and you have a total cost of \$8.82 per machine, in round figures, \$9. The large machine takes in \$14 and the prime cost is \$9 which leaves a gross profit of \$5 per emptied large machine.

There are two factors which must be considered in evaluating how much of this \$5 is left for the operator.

Service Costs

The first important consideration is the cost of service. It costs \$3.50 to service an empty machine. Included in this \$3.50 cost for service per emptied machine is the cost of the car or truck, depreciation, garage, insurance, gas and oil,

maintenance and repairs, parts for machines, and various sundry equipment including stands, brackets, glass globes, springs, wheels, and gears.

Also included in this \$3.50 figure is the cost for machines ruined by water or rain; they are turned over and broken and the contents spilled, machines that are stolen from locations, whereby everything is lost, including all the merchandise, a very difficult situation of pilferage on the part of the serviceman, which is hard to control; unusual competition, high commission rates, and the general factor of overhead. Deduct \$3.50 for cost of service per emptied machine from the \$5 gross profit and you have only \$1.50 per machine per empty which remains for the operator to live on and to accumulate additional funds for replacement of equipment.

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N.W. Model 49, 1¢ or 5¢	\$14.50
N.W. Deluxe 1¢ or 5¢ Comb.	12.00
N.W. 1¢-Col. 1¢ Tab Gum Machine	18.00
N.W. Model 33, 1¢ Porc. Com.	6.50
verted for 100 ct. B.G.	6.50
Silver King 1¢ B.G. or Mdse.	8.50
ABT Guns	30.00
Mills 1¢ Tab Gum	12.00
Model 33 Peanut, 1¢	6.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red 5	.72
Pistachio Nuts, Jumbo Queen, White	.65
Pistachio Nuts, Large Tulip	.69
Pistachio Nuts, Vendor's Mix	.60
Pistachio Nuts, 5¢ Red	.53
Cashew, Whole	.70
Cashew, Butts	.60
Peanuts, Jumbo	.45
Spanish	.35
Mixed Nuts	.57
Baby Chicks	.32
Rainbow Peanuts	.32
Bridge Mix	.32
Boston Baked Beans	.32
Jelly Beans	.28
Licorice Gums	.28
M & M, 50¢ ct.	.47
Hershey's	.47

Rain-Bio Gum, 72 ct.	\$.32
Malt-Ette, 100 ct., per 100	.35
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.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beach-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	

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Direct Low Factory Prices

Bubble Ball Gum, 140, 170 G	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 G		29 1/2¢ lb.
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.		

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Rounded for perfect vending—holds larger items! They stay closed without opening.
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1-Cent and 5-Cent Machines

The average bulk vending machine selling penny ball gum, loose confections and nickel nuts holds about \$10 to \$14 when empty. The average machine will turn over three to four times a year. The figures below represent a national average of bulk vending machines.

Annual Average Sales	\$42.00	100 %
Commission to Store Owner (in many cases higher due to competition)	12.60	30 %
Net Sales	29.40	70 %
Cost of Merchandise	14.00	33 1/3 %
Gross Profit	\$15.40	
Expenses		
Auto, gas, oil, tools	\$2.10	5 %
Repairs & maintenance of vending equipment	.84	2 %
Breakage & spoilage	.63	1 1/2 %
Insurance	.42	1 %
Bank charge for depositing of coin	.42	1 %
Bookkeeping, accounting & records	.42	1 %
Depreciation of equipment (over 6-year period)	2.10	5 %
Miscellaneous overhead	1.26	3 %
Cost of routeman for servicing machine	4.20	10 %
Total Expense	12.39	29 1/2 %
Net Profit Before Taxes	\$ 3.01	7.1 %
Sales Tax Average	1.26	3 %
Net Profit before State & Federal Taxes	\$ 1.75	

5-Cent Machines Only

The average 5-cent bulk vending machine contains \$10-\$14 in merchandise. It turns over in sales three to four times a year.

Annual Average Sales	\$42.00	100 %
Commission to store (30%)	\$12.60	
Commission to routeman (10%)	4.20*	
3% city sales tax	1.26	
Cost of merchandise	14.00	
Total costs	32.06	76.4 %
Gross profit	\$ 9.94	
Expenses		
Auto, gas, oil, auto ins., etc.	\$ 2.10	
Repairs & maintenance of vending equipment	.84	
Breakage & spoilage	.63	
Insurance, product liability ins.	.42	
1% bank charge for depositing coins occupancy tax, freight, etc.	.42	
Bookkeeping and records	.42	
Depreciation (over 6 years)	2.10	
*Misc. overhead (accounting, legal, stationery, postage, dues association, telephone, advertising, charity, parcel post)	1.26	
Total expenses	8.19	19.5 %
Net profit	\$1.75	4.2 %
*If owner does his own route work add	4.20	100 %
Annual net per machine to owner who services	\$5.95	14. %

The average sales of \$42 per year represents the general experience; some dealers may do less and some slightly higher, but in either event the net profit will be but slightly affected. The inescapable fact is that the tax consumes the profit.

ation, almost always overlooked, is the rate of turnover. On a national basis, a machine turns over three times a year. In other words, an operator can hope for each and every one of his machines to yield him \$1.50 each machine three times a year. In other words, if he has 1,000 machines, he can hope that they will yield him \$1,500 three times a year, or a total income of \$4,500.

In order to earn \$4,500, and in order to operate 1,000 machines, an operator must make an investment of approximately \$20,000 to \$25,000 and work pretty hard to earn this nominal livelihood.

What is generally overlooked is the fact that the industry suffers with seasonal slumps. The winter slump, which sets in early November, gets worse in December with Christmas, as Christmas goods are sold and machines are taken off the counter and continues through January, February and March because of cold weather, snow, absence of children from the streets, getting dark early, and other interests on the part of children account in general for the poor winter slump months.

But these are five very long slump months. With the exception of summer resorts, when school closes, and children are away and disposed to spend their money for ice cream, soda pop, business slumps during July and August. It only begins to pick up again after children buy their school supplies early in September.

Time payments available on Oak machines through all distributors.

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All Oak machines are available with 1c, 5c, 10c and 25c coin mechanisms or a combination 1c - 5c coin mechanism, and optional slip clutch handle.

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BULK MERCHANDISE

	Pack Lbs.	Per Lb.
Cashews, 450 ct., whole	30	.65
Mixed Nuts	30	.55
Spanish Peanuts	30	.38
Virginia Split Peanuts	30	.38
Rainbow Peanuts (Candy)	30	.28
Boston Baked Beans	30	.28
Licorice Lozenges	30	.28
Confection Mix	30	.28
Jumbo Pistachios, Red	30	.80
Medium Pistachios, Red	30	.70
Small Pistachios, Red	30	.60
Leaflets (M&M Style Candy)	25	.37
Teeny Jelly Beans	33	.25
Candy Corn	30	.27
Hersheyettes	25	.47
Chiclé Base Cub Chicks 220	25	.42
Chiclé Base Cub Chicks 320	30	.42
Rainblo Tabby-Lets 520	30	.32
Sugar Peps (Bulk Candy)	24	.40
Mallettes (Ball Style, 100 Ct.)	15	.35

	Pack Lbs.	Per Lb.
BALL GUM VARIETIES		
140-170-210 Rainblo Gum	25	.32
Rainblo 100's Centuries, Ass'd		
Colors—Grape, Cherry	18	.34
Rainblo Screwballs, 100's	18	.35
Rainblo 1/2 Chiclé 140	25	.41
Cherry 210 Count	25	.72

	Pack Lbs.	Per Lb.
ADAMS, Wrigleys, Beech-Nut Brands, 1c, 100's. Per Box	47	
ACCESSORIES		
Single Floor Stand	\$ 5.50	
Dbt. Cross Bars for Above	2.00	
Triple Cross Bars for Above	2.25	
4 Place Racks With Wheels	10.50	
6 Place Rack With Wheels	12.50	
3 Place Rack With Wheels	8.95	
1c Coin Counting Scale	23.50	
1c-5c Coin Counting Scale	23.50	
Stamp Folders, Per 10,000	6.00	
Asstd. Trading Cards	3.25	
RECONDITIONED & REFINISHED VENDORS		
N.W. Model 49, 1c or 5c Bulk	\$13.50	
N.W. Model 49, 1c Ball Gum	13.50	
Silver King, 1c or 5c Bulk	8.50	
Victor Universals, 5c Bulk	8.50	
Victor Toppers, 1c	11.00	
Acorns, 1c or 5c Bulk	11.00	
Silver King 5c Hot Nut	13.50	
Alax 5c-10c 3-Col. Bulk	39.50	
Mills 1c Tab, 6 Col.	14.50	
Premier 1c Card Vendors	14.50	
2-Col. 5c-10c Stamp (Folder)	15.00	
Master 1c-5c Bulk Vendor	10.00	
Master 1c Bulk Vendor	7.50	
Model V 1c Ball Gum	8.50	
Schermack Roll Type 10c Stamp	49.50	
Schermack 3-Col. Roll Stamp, 5-5-10	99.50	

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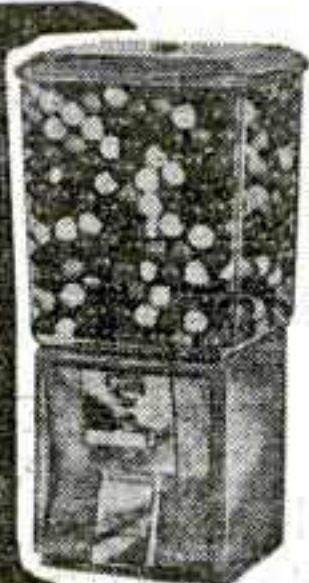
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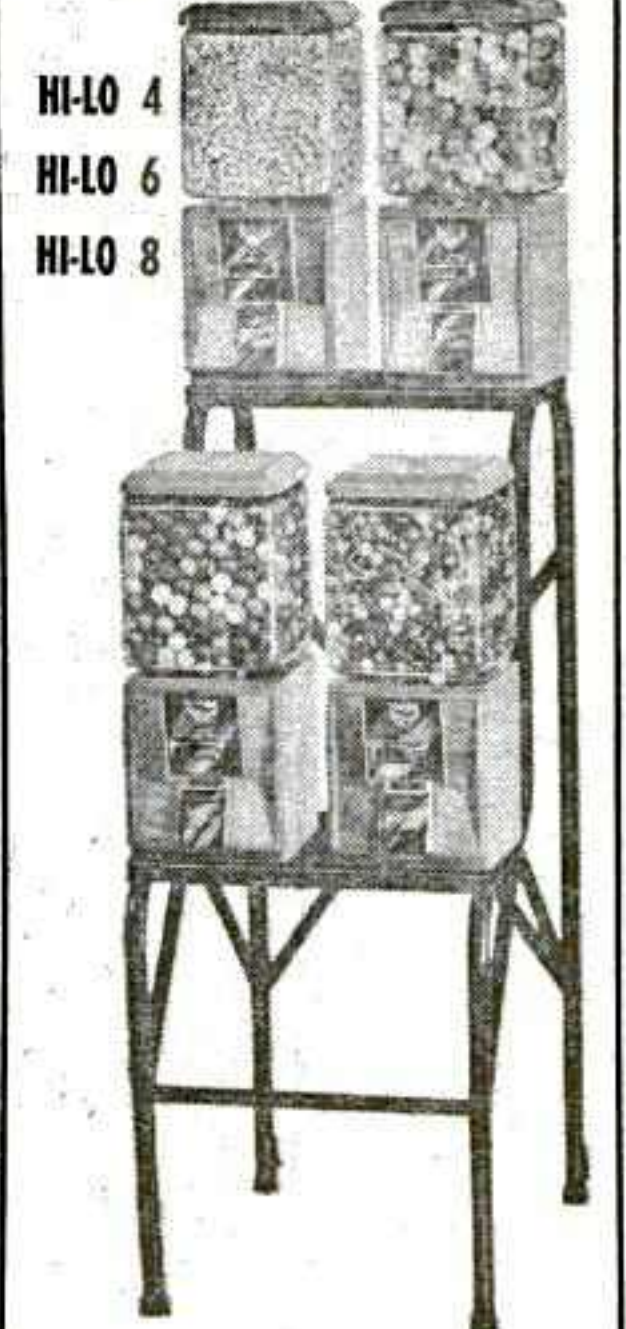
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- United Duplex Bowler, 13 ft., 4 1/2" balls 525.00
- Chicago Coin Bowling League, 14 ft., 3" balls 185.00
- Chicago Coin Classic Bowler, 16 ft., 4 1/2" balls 275.00
- Chicago Coin TV Bowling League, 13 ft., 4 1/2" balls 275.00
- Bally ABC Bowler, 14 ft., 3" balls 175.00
- Bally Trophy Bowler, 11 ft., 4" balls 325.00
- Bally Trophy Bowler, 14 ft., 4" balls 325.00
- Bally Lucky Bowler, 14 ft., 4" balls 395.00
- Williams Roll-a-Ball 90.00

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Say You Saw It in Billboard Music Week

Chicago Area Headquarters for Parts and Accessories for all VALLEY POOL TABLES

Non-GEMA Disks Get Juke Box Priority

Continued from page 4

American phonograph operators to copyright law.

It is no secret that Europe is long on hungry tunesmiths and tunes in the public domain which could be adapted to phonograph play. A spectacular example is the recent Elvis Presley hit based on the Italian folk song "O Sole Mio."

In fact, the German state of Bavaria has curbed the radio broadcasting of U. S. hit tunes on the grounds that certain tunes borrowed too generously from European folk music, and tended to "desecrate" the nation's musical heritage.

All of this is grist for the mill of those trade pundits who long have argued that in Germany, at

any rate, it is the juke box which is decisive in posting top-tune ratings, and not radio.

This same argument applies to proposals that the juke box trade experiment with the use of imported music. There are two obvious sources of supply relatively free of copyright complications,—the Iron Curtain and the Middle East.

Surveys suggest that there would be relatively little difficulty in importing Iron Curtain music, and that considerable Iron Curtain classical and folk music could be adapted to juke box play. It is recalled, for example, that a top tune of vintage durability is "Dark Eyes," which was taken from a Russian folk melody.

It is suggested that the Communists would be happy to export their music at reasonable prices, and that, furthermore, there is considerable phonograph-adaptable music in the public domain behind the Curtain because of the Communist refusal to recognize copyright usage.

While the vistas of Iron Curtain folk music beckon to most of the pundits pondering the "GEMA-free" problem, there are also a number who believe there is equal opportunity in the Arabian lands. The hit tune "Mustapha" is cited as an example of the musical wealth waiting to be discovered in the lands of Araby.

Eminent German music trade experts agree with the juke box tune scouts. Deutsche Grammophon has just negotiated an agreement with the Arabian label Duniaphon to exchange disks, DG to import Arabian pop and folk music.

The Germans are old hands at the Arab trade, a great part of Germany's over-all foreign commerce being with the Arab world. The German juke box industry long has been exporting boxes to Arab centers. Therefore, the proposed importation of Arabian pop seems entirely logical and feasible to the phonograph operating trade.

Juke Hits

Linked with proposals for the creation of "GEMA-free" phonograph disks is, of course, the argument that the juke box trade can create its own hit tunes and can promote its own creations into pop-tune play frequency.

It seems obvious to trade strategists that there would be no great problem getting radio stations, dance bands and orchestras, and other exposure channels to accept juke box trade-created hits and to assist with their promotion.

A phonograph trade source expatiated, "It isn't necessary that we create an entirely independent and self-sufficient music supply. It's only necessary that we create at least a supplemental—an emergency, if you will—source of supply.

"It's necessary that we reduce, and rather drastically so, our dependence on GEMA. In an emergency we should be able to rely—ideally—on a source of music which we control lock, stock and juke box.

"It's necessary that we eliminate GEMA's monopoly position with respect to musical supply, and thereby increase our bargaining power with GEMA. There is much we can do in this direction, and I believe we should take a positive attitude."

Share Fight

Nub of the GEMA-ZOA deadlock is GEMA's refusal to share its royalty payments with the GVL, the recording artists organization which has won a series of court decisions holding it is entitled to collect royalties from juke box operators on roughly the same basis as GEMA.

Instead, GEMA is asking that current GEMA royalty schedules,

be hiked without respect to the demands of the GVL.

The operators contend that they originated the original copyright agreement with GEMA with the understanding GEMA was selling them complete performance rights. But GEMA answers that it never undertook to sell any rights except those it controls. In effect, GEMA has told the phonograph operators that the GVL is their problem—not GEMA's.

Juke box trade strategists contend that if operators had their own source of music GEMA and the GVL would moderate their demands and agree to share a consolidated payment.

Fischer Sets on 2 Pool Tables

CHICAGO — Fischer showed a pair of new pool table models at a special distributor open house here October 28-31 in the Morrison Hotel.

The meeting was timed to coincide with the National Automatic Merchandising Association convention held at Chicago's new lake front McCormick Place. Fischer's Bill Weikel said a large number of Fischer's distributors were planning to come in for the meeting and the convention.

Representing Fischer at the open house were Weikel, E. L. Fischer, and other company personnel. Meeting was in the Morrison's Briargate Suite, 538, 39 and 40.

Ted Staskal Wins Vacation on Atlas

CHICAGO — Ted Staskal of Springfield (Ill.) was the happy winner of an all-expense week's vacation to Miami — or perhaps Las Vegas (if he wants to gamble) — at a festive drawing held by Atlas Music Company here last week.

The contest is similar to the national drawing held monthly by Atlas' parent company, AC Automatic Services, Inc., and is the second such held by the Chicago-based distributor. Any buyer of a new Continental II phonograph is eligible.

In addition to the main prize, Atlas also raffled off four transistor radios which were won by Andrew Bruno, Alex Del Giorno, Andy Hesch and Louis Arpaia, all of Chicago.

Ops and Press

The Atlas party attracted some 25 local operators plus representatives of the parent factory and the press. Luncheon and refreshments were served preceding the drawing.

Tom Sams and Dick Prengast represented AC Automatic Services, Inc. Eddie Ginsburg, Nate Feinstein, Harold Schwartz, Mike Spangola and Irv Ovitz, plus the entire Atlas clerical parts and service staff, were on hand for the distributorship.

Nick Biro and Dick Wilson represented BMW, with Biro drawing the names of the four radio winners. Lee Brooks, Cashbox, drew the name of the trip winner.

Among operators that wined, dined, hoped (before the drawing) and grumbled (afterward) were: Arthur Velasquez, Sam Florio, Frank Florio, Earl Kies, Sam Greenberg, William Knapp, Victor Ostergren, Michael Buthe, Robert Raywood, Nathan Kreinberg, Jacob Nomden, Richard Nomden, Frank La Maskin, Edward Gilligan and two representatives from the Northern Illinois Music Company (who didn't sign their names).

New England Shuffle Play Sets Record

BOSTON — Ed Martell, New England distributor for the American Shuffleboard Company, reports that shuffleboard tournament play in the five-State area, entering its third year, is setting a new record.

Martell reports that a 12-team Main State league has been organized with a 24-week schedule, and that the Vermont cities of Burlington and Winooski now have two eight-team men's leagues and a women's six-team league.

In Norfolk and Plymouth counties, Massachusetts, two leagues, totaling 28 teams, have been organized, and in New Bedford, Mass., 14 teams have scheduled 28 games. Manchester, N. H., has organized two eight-team leagues.

The annual Moose Club Tournament will be held in the Moose Home, New Britain, Conn., with New York State and New England teams participating.

Sol Lipkin, American Shuffleboard's field sales director, will assist distributors in organizing leagues and tournaments in their areas.

E. St. Louis Operator Killed

EAST ST. LOUIS, Ill. — John R. Stengle, 49, a local juke box operator, was shot to death on the street last week. He was riddled with eight bullets. As he was dying, he told a police officer that he did not know who did the shooting. To date, no arrest has been made.

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Send one-half deposit to

Frank Guerrini Vending Machine, Inc. 1211 W. Fourth Street, Lewistown, Pennsylvania

Say You Saw It in Billboard Music Week

MOA Urged To Consider New Meet Date

MIAMI—Willie Blatt, one of the elder statesmen of the coin machine industry, last week advised the Music Operators of America to consider changing its 1962 meeting date to coincide, city and date, with the 1962 convention of the National Automatic Merchandising Association. The 1962 MOA meet is set for Chicago in May.

Blatt feels that exhibitors who are not able to get desired space at the vending show would take space at MOA, and that the music machine convention would draw heavily from NAMA.

According to Blatt, up to 25,000 persons would attend either of the two conventions, and chances are most would put in an appearance at both.

Because of the declining profits in music machine operation, Blatt feels that sooner or later juke box operators will be operating cigaret, candy and drink machines.

He also feels that the independent operator can compete successfully against nation-wide operations because of the more intimate relationship with the location enjoyed by the smaller operator.

Bilotta Fetes Friends At Three Rivers Inn

SYRACUSE—John Bilotta, New York State Wurlitzer distributor, entertained a party of 18 to celebrate his wife Maxine's birthday at the Three Rivers Inn here Friday (27).

Heading the bill on the floor-show were Jimmy Durante and Norma Rivers, who recently released "I'll Hold You in My Heart" and "San Antonio Rose" on Vassar label.

Miss Rivers, a discovery of Bilotta, has been making stereo singles aimed at the juke box trade. She and Durante played to a full house Friday.

Bilotta reports that the Ten Top Tunes feature has spurred Wurlitzer sales in his area to near-record levels.

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Why Seeburg's exclusive ARTIST OF THE WEEK plan makes more money for the independent operator

The experienced independent operator knows that the phonograph designed to *sustain* interest and excitement among location customers can automatically boost his income.

The phonograph that can do this insures profitable income in top locations. It cements a firm operator-location relationship. It maintains high re-sale value for future trading.

More than that, such a phonograph makes it possible for the operator to obtain more equitable commission arrangements with his locations. For as costs of doing business continue to rise, such arrangements are more than desirable: They are a necessity.

Coin-phonograph *music* has always reflected—and profited from—the public's taste. Customers have always preferred to play, in locations, the same kind of recorded music they buy for their home phonographs. When the 45-rpm single was riding high at home, it was king on the coin-operated phonograph.

But when the public trend started moving toward the 33½ albums, and store sales of 45s began to slump, the music operator soon found himself in a situation he could not turn to his advantage. His equipment could not play the records most persons were buying for their homes.

When the record industry finally introduced the 33½ stereo single, Seeburg correctly forecast that this was the record that would solve both problems. It would bring adult album music to the juke box once more. It would halt the national decline in single sales.

While others tried to fight it, Seeburg turned it into another "first" by immediately perfecting and introducing automatic intermix of 45s and 33s. As a result, the operator with Seeburg equipment was able at once to profit by this development and to insure against obsolescence of his equipment. Now all other manufacturers are following suit.

The last two years have proved Seeburg was right. Today, 40 record manufacturers—including all the major labels—are issuing their best-selling material on 33½ stereo singles as well as in 33½ albums. As far as the public is concerned, the old 45 is almost history.

Something else has happened, too: Introduction, by record manufacturers, of the dramatic, colorful, *album cover*. It has long been a powerful sales-stimulator for the expensive 12-inch album. Every record dealer in the world will testify to this.

So when, at Seeburg's suggestion, the manufacturers of 33½ seven-inch record albums added the selling power of exciting covers to their albums, they hit a bonanza. Because—just as with magazines and pocket books—many persons buy an album because they like the *cover*.

Here was another powerful trend in music-buying that the music operator could now capitalize on because Seeburg—out in front once more—devised a brand-new music *merchandising* plan, Seeburg's "Artist of the Week." It took the potent album cover and turned it into an income-producing feature for both operator and location.

"ARTIST OF THE WEEK" IS A MUSIC SELLING PROGRAM

First, the phonograph itself. Seeburg automatic intermix, which has never required any adapter kits or devices, is completely *use-proved* in locations from coast to coast. Operators know it *works*. As long as they are available, 45s can be freely intermixed with 33½ singles.

Second, Seeburg's Artist of the Week plan can provide the location with a new "show" every week or two—ten popular new album selections all by the same artist. And these are displayed on a special title strip panel to encourage the most play by customers.

Third, the Seeburg Artist of the Week plan brings that proved *music salesman*—the colorful album cover itself—right to the phonograph. Seeburg's brilliantly lit top panel displays the album cover from which the ten Artist of the Week records have been chosen.

Fourth, for every operator, Seeburg has a compact, portable audio-visual presentation that takes all the guess-work out of selling this profitable plan to the location. It sets up in a minute—on bar or table—and in sound and color pictures spells out the business facts you want the location owner to understand.

The Seeburg Artist of the Week plan has been proved effective over and over. Everywhere it is worked, it boosts income, paves the way for better commission arrangements, and pleases the location customers.

If you do not understand it thoroughly, and what it can do for your business, call your Seeburg distributor and tell him you want a full demonstration. You owe it to yourself, to your business, to do it, soon.

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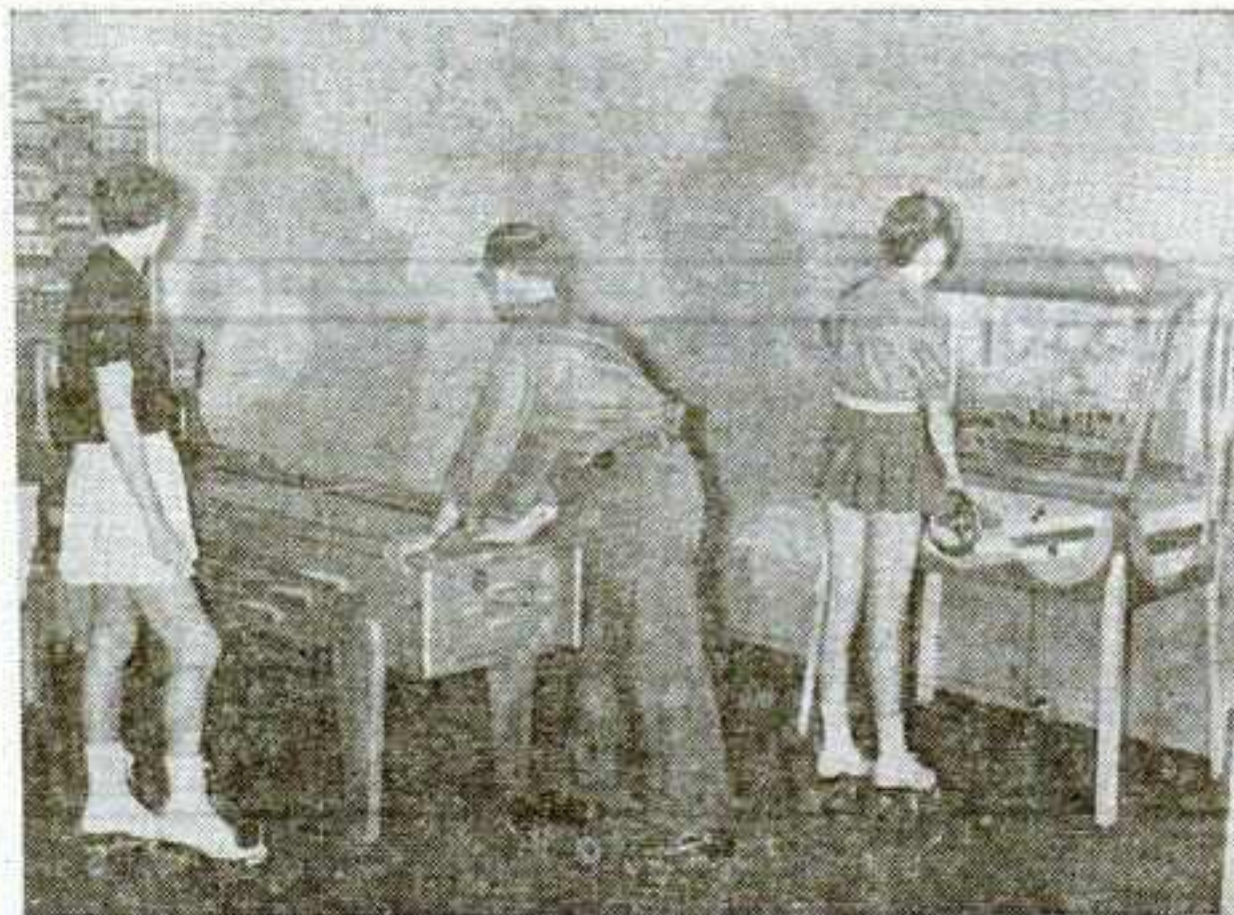
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Say You Saw It in
Billboard Music Week



ROLLER RINK PATRONS don't have to remove their skates to play the coin games in the arcade.

**Rink, Coin Mach. Sales
Roll on Convenience**

DENVER—The only practical means of making sure that amusement machines will take in maximum collections in a roller rink is to make it possible for skaters to use the machines while wearing skates, according to Bob Chado, owner of Roller City, huge roller rink, trampoline, and fun center west

When Chado originally built Roller City, he incorporated a complete amusement arcade, with a dozen participation games, five

pin tables, etc. These proved to be only moderately successful, and in fact, were somewhat discouraging until Chado checked and found that skaters objected to the necessity of having to remove their shoes before entering the 20 by 18-foot arcade.

The solution, naturally, Chado agreed with a Denver operator who owns the amusement machines, was to install a beefed-up, heavy duty plastic floor, capable of taking roller skate wheels without damage. The floor, as eventually installed, was actually a duplicate of the heavy duty plastic-impregnated floor used on the roller rink itself, and thus, eminently qualified to absorb heavy shocks, sharp edges of wooden or metal or hard rubber roller-skate wheels without damage.

Now, instead of having only one or two patrons at a time, the Roller City penny arcade, with nearly twice the machines originally installed, is filled with patrons during all skating hours, as skaters "sit this one out" by skating into the arcade, and trying their skill at hockey games, bowling, boxing and baseball games, as well as pin tables.

With a convenient changer, located between the arcade and the roller rink floor, Chado has made the penny arcade one of the most popular side diversions in his big Denver amusement complex.

Gottlieb Flipper Fair

Continued from page 53
cial as the most successful of the three in field tests.

Three Ways

Players receive an extra ball by making the top four rollovers, lining up yellow and green spots on the playfield by hitting a target, or scoring 2,000 points.

After the top rollovers are made for the first time, the player is given two rollovers free, and need make only two for an extra ball.

When each of the rollovers is made, a corresponding pop bumper is lit.

Flipper Fair has Gottlieb's new modern cabinet and light box, with stainless steel mouldings and chrome corners.

Road Racer

Continued from page 53
classifies the driver and tells his stands, manipulates a full size steering wheel on the front of the game, and looks down into the "highway."
Driver categories range from "perfect driver" for 100 points to "try again" for from zero to 10 points.

**Disk Vending
Units Push Up
Juke Op Take**

FRANKFURT—German juke box operators are experimenting with record vending machines in tandem with juke boxes, the theory being that the phonograph stimulates demand for the disk vending unit.

By placing two record vending machines, each with 20 titles, the operator can offer the hottest tunes in his phonograph repertory. Some operators report excellent results in actively promoting disks sales through juke box play.

At some locations operators report they average 15 per cent higher sales from record vending machines than does the average non-phonograph record vender location.

Teen-age record locations offer the best opportunity. The vender is cited by some operators as a further example how juke box operators can boost collections by diversifying into as many other types of coin machines as are practical for the individual operator's particular situation.

West Germany's leading disk machine is the Mefa, which is manufactured at Baden-Baden. The U. S. Bechhofer vender has also attracted wide interest in West Germany.

U. S. Coin Exports

Continued from page 53
tumbled all the way to 20th place. Mexico bought only \$8,345 for the month, buying only one new juke box, 18 used ones and no games.

Brightest development — from the U. S. point of view — has been the emergence of France as a buyer of American coin machines. In July, 1960, French purchases of U. S. coin machines was negligible. This July, France was the fifth largest buyer of U. S. juke boxes and games, with purchases of \$147,450. The easing of import restrictions is responsible for the development.

Florida Operators

Continued from page 56
group will be in Chicago this week-end to attend the annual National Automatic Merchandising Association convention, and a board meeting of National Vendors Association.

Attending the St. Petersburg meeting, at the Holiday Inn Motel, last week were: W. F. Saunders, P. Barrows, both of Tampa; Mssrs. Gleming, Conrad, Rustine, Wise and Brooks, of St. Petersburg; Mssrs. Goldberg, Sussman and Abelson, Miami; and Mssrs. Eltonhead and Tom Cooper, Orlando.

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A.M.I. H-200	425	SEEBURG 220-SH	695
A.M.I. I-200E	525	SEEBURG 222	795
		ROCK-OLA 1446	195

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THE WORLD-WIDE COMMUNICATIONS CENTER OF THE MUSIC INDUSTRY

BILLBOARD MUSIC WEEK

Horse Ride for Shop Centers

DENVER — Kiddie ride operations on a major scale have been launched by the new Rocky Trails Company here, which plans to install between 300 and 500 kiddie rides on location within the next 12 months.

Rocky Trails is headed by E. A. Pyle, a former disk jockey in Denver, Dallas, and Chicago, and Don Levine, until recently a prominent night club owner in the Colorado capital. Both men are thoroughly familiar with the amusement industry, and plan to extend operations all the way to Phoenix, with emphasis on Rocky Traveler horse-type kiddie rides.

Space Problems

This ride, in which the horse travels a figure eight, reversing directions at either end of a 15-foot swing, has proved extremely popular with Denver youngsters at a dozen locations, but represents a location problem because of the large amount of space involved.

"We have actually complicated things for ourselves by installing each kiddie ride inside a redwood corral which naturally increases the amount of square footage required," Pyle said. "Of course, we have a real selling job in convincing the location owner that it will be worth while to tie up so much square footage for the ride. Because it provides the sort of Western atmosphere which the children love, however, we haven't experienced too much difficulty in getting the spot."

For inside locations, which Pyle expects to be a relatively small percentage of the total, another form of bronco ride is being installed, which occupies only around five square feet, with the horse traveling a circle, instead of the familiar figure eight.

Shopping Centers

Rocky Trails' primary interest, however, are shopping center locations, which are burgeoning out in all directions in Denver, and which provide plenty of sidewalk space,

much of it under mall roofing, which will protect games from damage.

Pyle says that 24-hour service is available and every machine is on a tight schedule calling for constant refinishing, constant cleaning, touch-up, and attention. Two full-time mechanics will handle the big maintenance job under current plans.

Commissions Vary

Pyle has been fortunate in running into understanding shopping center directors, who understand the high expense which is involved in the elaborate kiddie rides, in using power supply cables which are often 100 feet long, in maintenance, and general upkeep. Most such arrangements to date have been "favorable" as Pyle characterized it, inasmuch as store keepers and merchants in general recognize the strong appeal which elaborate kiddie rides have for shopping mothers. Returns from

every location have been well above average, Pyle and Levine have found.

Promotion has consisted of spending several hours per day, at random intervals, at kiddie ride locations, inviting mothers, shopping the area with small children, to let their tykes "enjoy a free ride." Pyle, a personable man with much experience in meeting the public, handles this aspect, too, and incidentally, has picked up some new location owners in the process. He has considered shilling of the machines by location employees, but gave that up as impractical under today's busy scheme of things.

Much to Pyle's advantage has been the fact there are far fewer kiddie rides per capita in Denver than in most major cities, and that parents, by and large, have taken a much more encouraging interest in kiddie rides than is usually the case.



E. A. PYLE shows a youngster the proper way to ride a bucking horse.

"Profit-Makers" From
chicago coin
 • PRO HOCKEY • TRIPLE GOLD PIN
 • PRO BASKETBALL • CONTINENTAL
 CHICAGO DYNAMIC INDUSTRIES, INC. 1725 W. DIVERSEY, CHICAGO 14

PRICES REDUCED

Check our prices with others. Then call us collect and place your order. We're sure you'll be satisfied, too.

BIG BALL BOWLERS

- Bally Challenger\$695
- Pan American 595
- CC King 445

MISCELLANEOUS

- Candid Camera, new\$ 60
- Skill Cards 65
- 10 Bally Beauty Contest 65
- 5 Bally Bikini, new Phone
- 5 Bally Skill Roll 65
- 5 Bally Bike Kiddie Rides..... 395

GUNS

- 1 CC Pony Express \$375
- 1 CC Shoot the Clown.. 200
- 1 Wms. Hercules 260
- 1 Mdwy. Bazooka 185
- 1 Un. Pirate 150
- 1 Genco State Fair 175
- 3 Shoot the Bear..... 100
- 1 B. Derby Gun \$225
- 4 B. Moon Raider 225
- 1 Genco Circus 225
- 1 Un Sky Raider 150
- 2 Dodge City 100
- 5 Mdwy. Shoot'g Gallery 325

Send for our list of Vending Machines . . . Cold Drink . . . Hot Drink . . . Cigarette . . . Candy.

WANTED IN TRADE

Bally Bingos and Bally Lottafuns.

REDD DISTRIBUTING COMPANY, INC.

126 Lincoln St. Algonquin 4-4040 Brighton 35, Mass.

SFC to Acquire Loan Association

NEW YORK — The Standard Financial Corporation, a diversified financing company which specializes in coin machine paper, has acquired the Security Industrial Loan Association of Richmond, Va., in exchange for Standard Financial prior preferred stock. Theodore H. Silbert, SFC president, announced this week.

Security Industrial, with loans in excess of \$5,000,000, will operate as an SFC subsidiary. In addition, SFC will form a new wholly owned subsidiary, Standard Financial Corporation of Virginia, to broaden and diversify the company's time sales financing, factoring and commercial financing in Virginia.

Harry Witsen Joining Scott-Crosse Outfit

PHILADELPHIA—Abe Witsen, president of the Scott-Crosse Company, announced this week that his son, Harry, has joined the sales department. He has had six years of experience in the coin machine field.

Witsen cited the Bally 16-foot bowler as one of the reasons it was necessary to expand the sales force. He said he also expects a good acceptance of the Barrel of Fun '62 and a new shuffle game.

Witsen made an extended tour of the South on a buying mission and now another son, Bill, is making another sojourn for the same purpose.

ANOTHER ORIGINAL OUTSTANDING GAME by Keeney
 Recognized Originator and Leader in the Manufacture of Uprights . . .

for Long-Run Earnings — insist upon Keeney's original Panascope

Keeney's SWEET SHAWNEE

Another original outstanding "Panascope" game by Keeney, the recognized leader in the manufacture of upright games. Keeney's Sweet Shawnee maintains consistent scoring averages, the result of thousands of hours of painstaking engineering and development. This guarantees steady, consistent profit margins that are obtainable only with Keeney upright games. Accept no substitute. Operate Keeney's Sweet Shawnee now.

HEAP BIG PROFITS—YOURS!

Operates on Nickels, Dimes, Quarters thru a single coin opening—Simple Plug Adjustment for Single or Multiple Coin Operation

Ultra Modern Cabinet
 WEIGHT uncrated: 155 lbs.
 SHIPPING WEIGHT 170 lbs.
 SIZE: 59" High with legs 30" Wide 18" Deep overall

for amusement only

J. H. KEENEY & CO. INC., 2600 W. FIFTIETH ST., CHICAGO 32, ILLINOIS, Telephone HEmlock 4-5500

ALSO DELIVERING: Single Coin, 7-Coin Multiple and Twin Red Arrows NOW!!!

Order TODAY!

BUY WITH CONFIDENCE

WANT TO BUY
BALLY BINGOS
 Broadway, Beachtime, Bal-
 lerina, Carnival Queen,
 Cypress Garden, Key West,
 Miss America, Nite Club,
 Roller Derby, Sea Island,
 Show Time, Sun Valley,
 Laguna Beach. Complete—
 not shopped. Will pay top
 price. Send us your offers.

WANT TO BUY
MUSIC—SEEBURGS
 Models C, L, R, V200,
 VL 200, KD 200 and up.

WANT TO BUY
WILLIAMS FOUR BAG-
TERS at \$75.00
WILLIAMS HI-HANDS
at \$75.00



M. S. GISSER
 Sales Manager

MISCELLANEOUS VENDORS

- Stoner 4-Sel. Pastry ... \$125
- Vendo 210 Milk ... 425
- Kwik-Kafe MM 22 Bulk Milk, 3 sel. ... 495
- Wittenburg Refrig. 24 sel. ... 695
- Wittenburg Hot, 24 sel. ... 695
- Avenco Coffee & Choc. 195
- Cole Fire Ball Coffee & Choc. ... 225
- Bevomatic Coffee & Choc. ... 275
- Hebel Coffee & Choc. ... 225
- Spacarb, 3 sel. ... 225
- Spacarb, 4 sel. ... 295
- Cole, 6 sel. ... 395
- Cole, 3 sel. ... 325
- Rowe Lenox 2000 ... 595
- Vendo Mod. 59 Ice Cream ... 125
- Hebel 5-Sel. Ice Cream ... 295
- Pop-Sex Popcorn ... 85
- Automatic Pop Corn ... 125
- Stoner 500 D Coffee ... 325
- Apco, 4 flavor, cold ... 295
- Apco, 6 flavor, cold ... 395
- Bally Model 597 ... 795

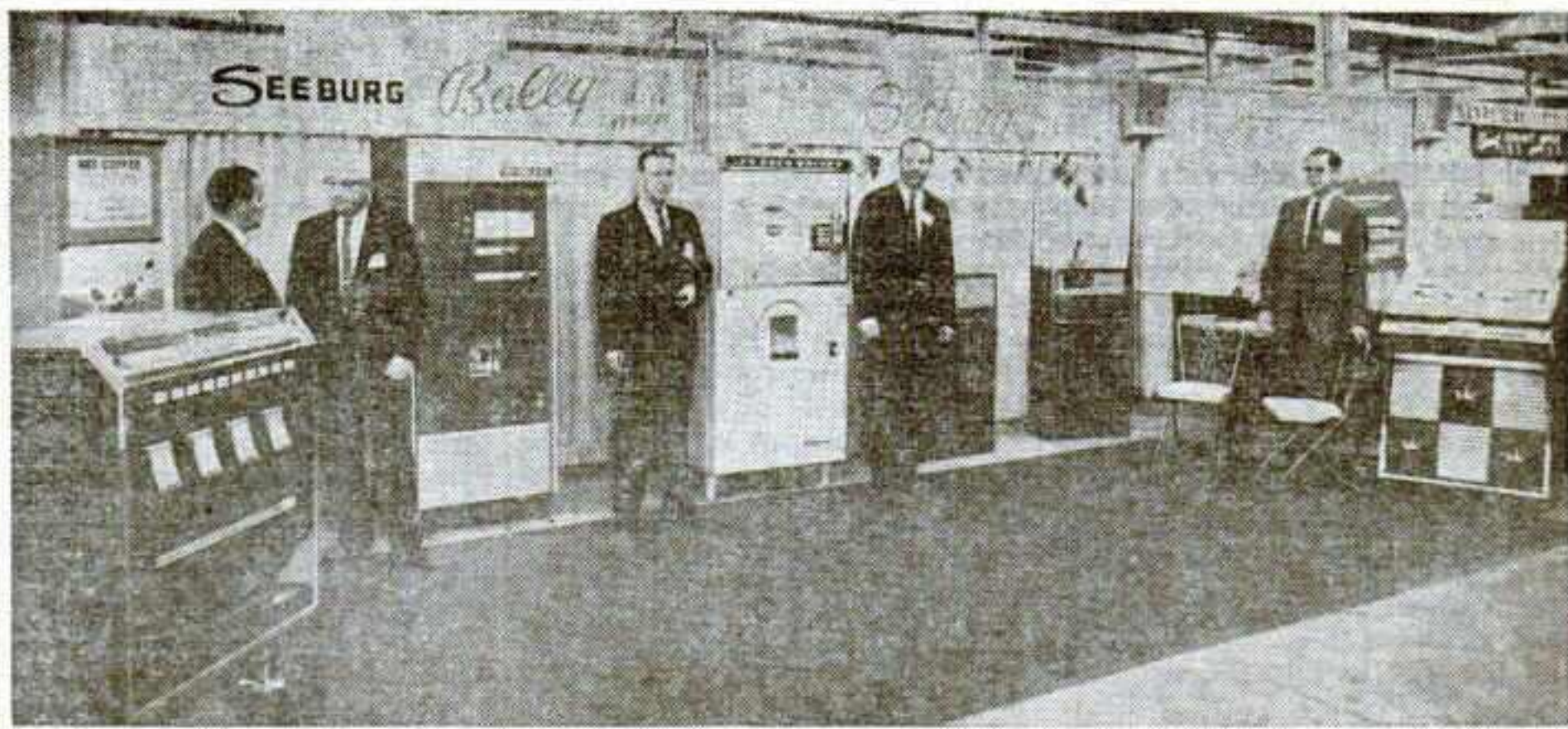
PIN GAMES

- Crisp Cross ... \$165
- Flippers ... 225
- Flipper Parade ... 275
- Gusher ... 150
- High Diver ... 215
- Hot Diggity ... 75
- Hot Rod ... 65
- Lightning Ball ... 250
- Melody Lane ... 350
- Merry-Go-Round ... 425
- Nags ... 225
- Race Time ... 250
- Royal Flush ... 100
- Roto Pool ... 150
- Sea Wolf ... 125
- Sea Belles ... 125
- Scoreboard ... 125
- Straight Shooter ... 185
- Straight Flush ... 150
- Sittin' Pretty ... 180
- Spot Pool, Wms. ... 175
- Super Score ... 125
- Top Hat ... 100
- Universe ... 225
- Whirlwind ... 190
- World Beauty ... 275
- World Champ ... 115

Distributors for WURLITZER
 UNITED, GOTTLIEB & MIDWAY.

CLEVELAND COIN

MACHINE EXCHANGE
 2029 PROSPECT AVE. CLEVELAND 15, OHIO
 All Phones: Tower 1-6715



REDD DISTRIBUTING COMPANY showed the full Seeburg line at the Eastern States Feeding and Housing Exposition held recently in Springfield, Mass. Representing Redd at the exhibit were Bob LeBlanc, special sales representative; Julius Jacobi, general sales engineer, Redd vending department; Gerard Nantais, vending salesman for Connecticut, Western Massachusetts and New Hampshire; John Copeland, background music salesman, and Robert M. Jones, general sales manager.

SURE SHOTS FOR LONG RUN PROFITS ...



Supplied with
 4 best quality cues

See the Standard Model 75—
 low priced—a quality table.
 All models have Slate tops
 covered with regulation billiard cloth.

Place Your Order Today!



Contact Your Nearby Williams Distributor.

WILLIAMS ELECTRONIC Mfg. Corp. 4242 W. FILMORE ST. CHICAGO 24, ILL.

Model Vending Tabs Slawe, Heisman, Erfle, Levy for Key Exec Positions

PHILADELPHIA — Model Vending, Inc., juke box and game operator, Wurlitzer distributor and full-line vending firm, has named William Slawe, board chairman; Marvin Heisman, executive vice-president, and Raymond Erfle and Martin Levy, directors.

Slawe, formerly executive secretary and general manager of the company, joined the engineering department of the Budd Manufacturing Company in 1937 as an analyst. He was one of the founders of Model Vending 15 years ago.

Erfle, senior vice-president of the Broad Street Trust Company, has specialized in coin machine financing for 25 years. Erfle has been responsible for the Broad Street Trust's policy of handling music machine and vending paper.

Heisman formed the Marvin Vending Company 15 years ago and merged with Model in 1957. He is vice-president and sales manager of Model.

Levy is president of M. L. Lee & Company, a New York investment brokerage which underwrote the shares of Model Vending offered to the public. He has been in the securities business for 25 years.

Holsum Acquisition

Meanwhile, Model acquired its third company in the last month

when it obtained — for cash and stock—the Holsum Food & Catering Company here. Holsum grosses about \$75,000 a year from the sale

of sandwiches, puddings and desserts to vending operators. The other two Model acquisitions were full-line vending companies.

Holsum will operate as a division of Model and will move into the Conshohocken plant which the company acquired when it bought the Earl Automatic Vending Com-

YEAR END CLEARANCE SALE!

All equipment will be cleaned, completely shopped and ready for location

Five Ball Free Play

- | | |
|---------------------------------------|--------------------------------------|
| Gottlieb DOUBLE ACTION ... \$215.00 | Gottlieb SEVEN SEAS ... \$250.00 |
| Gottlieb HIGH DIVER ... 195.00 | Gottlieb SITTING PRETTY ... 150.00 |
| Gottlieb KEWPIE DOLL ... 275.00 | Gottlieb SPOT-A-CARD ... 250.00 |
| Gottlieb MISS ANNABELLE ... 200.00 | Gottlieb STRAIGHT SHOOTER ... 160.00 |
| Gottlieb QUEEN OF DIAMONDS ... 195.00 | Gottlieb UNIVERSE ... 200.00 |
| Williams CROSSROADS ... 140.00 | Williams NAGS ... 150.00 |

Shuffle Alleys

- | | |
|--|------------------------------------|
| 8½' Bally ABC or CONGRESS ... \$125.00 | 8½' United REGULATION ... \$175.00 |
| 8½' Bally CLUB BOWLER ... 350.00 | 8½' United 4-WAY ... 550.00 |
| 8½' Bally MONARCH SHUFFLE ... 450.00 | 8½' United ZENITH ... 450.00 |

Ball Bowlers

- | | |
|-------------------------------|-----------------------------------|
| 16' United JUMBO ... \$295.00 | 14' Bally CHALLENGER ... \$450.00 |
| 16' United SAVOY ... 695.00 | 16' United TIP TOP ... 750.00 |

Miscellaneous

- | | |
|---|---|
| 1—United OFFICIAL BASEBALL ... \$375.00 | Valley 6-POCKET POOL TABLES—All new cloth covers: |
| 1—Bally SPOOK GUN ... 200.00 | Slate Top ... \$150.00 Wood Top ... \$125.00 |
| 1—MIDWAY GUN ... 350.00 | |

All of the prices quoted above are Cash Box low or less. Please mail one-third deposit in cash, cashier check or money order, and state method of shipment preferred.

MORRIS NOVELTY COMPANY, INC.

3007 OLIVE STREET, ST. LOUIS 3, MO. Phone: FRanklin 1-0757

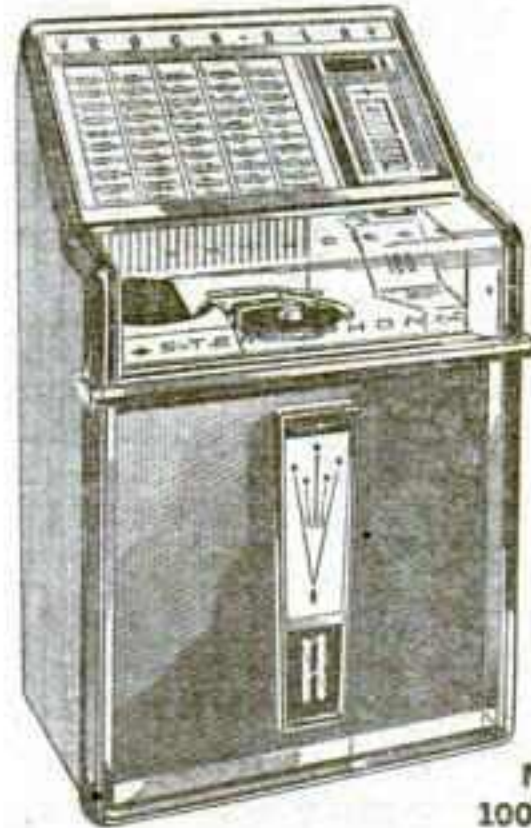
ROCK-OLA

proudly announces
 the appointment of
 another new distributor
 who knows quality,
dependability and
engineering excellence

in coin operated
 phonographs

FLOWER CITY
 DISTRIBUTING COMPANY

389 Webster Ave.
 Rochester, New York



the ROCK-OLA
 Princess

COMPACT NEW DESIGN FOR GREATER FLEXIBILITY
 Saves on Space and Service. The Princess is
 a versatile Stereophonic—Monaural console
 Phonograph. It features elegant styling
 together with the world famous Rock-Ola
 tradition of engineering, excellence,
 unsurpassed dependability and finest quality.
 It is truly a symphony in high style, with
 the sound of the Future ... Today.

Question

WHY HAS
 FLOWER CITY DISTRIBUTING CO.
 Switched to ROCK-OLA?

Answer

"Rock-Ola has recognized the basic problems of the operators of coin operated Phonographs. They have manufactured a phonograph that is priced to enable the operator to meet his obligations and perform at a profit.

The Rock-Ola Princess Phonograph which is the result of painstaking research is the Answer."

Look to Rock-Ola for
 ADVANCED PRODUCTS FOR PROFIT

ROCK-OLA MANUFACTURING CORP.
 800 North Kedzie Avenue
 Chicago 31, Illinois

Southern Vend Reps At NAMA Chi Meet

MEMPHIS—A number of Memphis and Midsouth vending operators are in Chicago attending the four-day National Automatic Merchandising Association Show at McCormick Place which ends tomorrow (31).

Attending from Memphis are: George Sammons, president of Allen C. Smith, head of Sammon's vending division; J. Tunkie Saunders, president of Automatic Canteen Company; Charles E. Pugh and Wayne Todd, partners in Quality Vending Service; Louis Barsotti, vice-president of O. J. Barsotti and Company.

From the Midsouth: Paul Mauceli, Paul's Novelty Company, Greenville, Miss.; J. Earl Gill, Gill Amusement Company, Hot Springs, Ark.; Clinton U. Collins, Crystal Amusement Company, Grenada, Miss.; Wade Wilkes, Tri-State Vending Company, Mariana, Ark.

Sam Jones, Jones Vending Company, Columbus, Miss.; Abe Malouf, Malouf Vending Company, Greenwood, Miss., and Frank P. Perot, Frank's Vending Company, Newborn, Tenn.

Belgian Ops Stress Advantages Over Location Ownership in Juke Exhibit

BRUSSELS — Belgian operators are stressing a series of showcase locations in a revived campaign to crack the stiff location phonograph front in this juke box-happy country.

Leading Belgium operators have picked strategic locations for a practical demonstration that operator ownership provides far superior service to location ownership.

The Belgian operator campaign is focusing on the three points where location ownership admittedly is most vulnerable:

1. Equipment.
2. Music programming.
3. Maintenance.

At the showcase locations Belgian operators are installing the best new equipment, are providing up-to-the-minute top-tune programming, and are maintaining the boxes in perfect working order.

However, it is all being done with tact. The operators are blowing their own horn with appropriate advertising — but blowing it pianissimo.

"It's enough to make clear that

the phonograph you're listening to is an operator machine and not one owned by the location," one of the participating Belgian operator remarked. "We propose to let the results speak for us."

Equipment being used in the missionary program is new but not flashy. Rather, the effort is to select equipment appropriate to the location.

Slash Indiana Juke Fee

TAYLORVILLE, Ind.—An ordinance reducing the license fee for juke boxes was approved last week by the Taylorville City Council. The fee was slashed from \$25 to \$10.

Techno Vending Into New Offices

NEW YORK — The Techno Vending Corporation, parent company of the Capitol Projector Corporation, Kings Midge Enterprises, Midget Movies, Inc., and Movie Mat, Inc., has moved to new quarters at 524 W. 43rd Street.

According to Sam Goldsmith, director of operations, the new building will have 17,000 square feet, double that of the former location.

Techno manufactures kiddie rides, and operates amusement machines, rides and vending equipment.

SIMULTANEOUS RELEASE

WITH JET DELIVERY, this complete issue of *Billboard Music Week* is being read all over the world at the same time as it is being read in the United States . . . and is being read by two and a half times more International readers than all other U. S. music trade publications combined.

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

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SEE
AMI
COLOR
INSERT
OPPOSITE
HOT 100



GOTTLIEB'S

FLIPPER • FAULTER

Latest and Greatest of the Add-A-Ball Games!

Spectacular light box animation draws players like a magnet. Score additional ball and the clown in the light box juggles large white ball. Add-A-Ball extended play feature holds players interest for continuous repeat play. Result: More and more coins in the cash box. And remember, our time-tested cabinet design incorporates stainless steel mouldings and chrome corners to provide a clean, "new game" appearance forever!

- Skillful play adds an unlimited number of balls to each game
- Each time 1 to 4 rollovers are made, player receives additional ball
- Each rollover lights corresponding pop bumper
- Target adds 1 ball when green and yellow spots are in line
- Scoring 2,000 points adds 1 ball
- New tilt feature penalty: 1 ball plus ball in play — then play continues

SEE YOUR DISTRIBUTOR FOR A DEMONSTRATION

D. Gottlieb & Co.

1140-50 N. KOSTNER AVENUE • CHICAGO 51, ILLINOIS

It's Always Profitable to Operate Gottlieb Games!



New "Hard-Cote" Finish
Extends Playboard Life to
an All-Time High!





Mr. Victor Haim, President, R. H. Belam Co., Inc.
Exporters and Importers of Coin-Operated Machines, Says:

"THROUGH BILLBOARD DIRECTLY WE MADE CONTACT WITH A CUSTOMER IN THE FAR EAST, WHO HAS GIVEN US NEARLY \$75,000 WORTH OF BUSINESS IN APPROXIMATELY SIX MONTHS!"



Mr. Morris B. Nahum
Sales Manager

R.H. BELAM COMPANY, INC.



EXPORTERS
IMPORTERS

23 EAST 26th STREET, NEW YORK 10, N. Y.
TELEPHONE MURRAY Hill 9-5633 4-5

Cable Address
"BELAMEX" NEW YORK

October 12, 1961

Mr. Richard Wilson
Billboard Music Week
188 W. Randolph Street
Chicago 1, Illinois

Dear Dick:

I feel I owe it to you and to Billboard to tell you how pleased we are with the results of our advertisements in Billboard.

As you surely know we have been exporting Coin Operated Machines throughout the world for nearly 15 years -- but it has been only within the past 4 or 5 years, when our ads began to appear in Billboard, that our sales began to rise -- in a manner that was wholly unexpected. We attribute a good deal of this success to Billboard.

As an example, through Billboard directly, we made contact with a customer in the Far East, who has given us nearly \$75,000.00 worth of business in approximately six months! Another in Australia has given us twice that amount since starting with us in 1959. Furthermore, we can assure you that hardly a week passes by without some new customer somewhere writing or cabling for details. Some develop nicely, others do not -- but the contact remains.

I really have found out that it does 'pay to advertise' and I want to thank you personally for having convinced me 5 years ago to try an ad with Billboard.

Sincerely,

R. H. BELAM COMPANY, INC.

Victor Haim
VICTOR HAIM

For your added information, we have made customers in nearly every country of the world -- to name a few

Japan	Norway
Australia	Sweden
Okinawa	England
Lebanon	Denmark
Greece	Italy
Egypt	Portugal
Tunis	Jamaica
Algeria	Argentina
Belgium	Bolivia
Germany	Columbia
France	Malaya
Holland	Austria
Switzerland	Philippine Islands

SPECIAL NOTE TO OPERATORS: You're sure of the most and the best in bulk vending equipment every week in . . .

**BILLBOARD
MUSIC WEEK**

"We are pleased with the results of our advertisements in Billboard."

"... hardly a week passes by without some new customer somewhere writing or cabling for details."

"... it has only been in the past 4 or 5 years, when our ads began to appear in Billboard, that our sales began to rise."

BELAMEX FOR EXPORT

PHONOGRAPHS
Seeburg Wurlitzer
Rock-Ola - AMI

BALLY BINGOS

GOTTLIEB PINBALL MACHINES

BOWLERS

SHUFFLES

We know the requirements of all foreign countries. Our service and cooperation are the best available. Our prices are most competitive.

FOR PRICES AND DETAILS
CABLE: BELAMEX, NEW YORK

WRITE:
R. H. BELAM COMPANY, INC.
23 EAST 26th STREET, NEW YORK 10, NEW YORK

BELAMEX for EXPORT

● PHONOGRAPHS Seeburg-Rock-Ola-Wurlitzer-AMI

● BALLY BINGOS

● GOTTLIEB PINBALL MACHINES

● BOWLERS

● SHUFFLES

FOR PRICES AND DETAILS
CABLE:
BELAMEX, NEW YORK

OR WRITE: **R. H. BELAM COMPANY, INC.**
23 EAST 26th STREET
NEW YORK 10, NEW YORK

We know the requirements of all foreign countries. Our service and co-operation are the best available. Our prices are most competitive.

Shown are reduced reproductions of typical Belam Co. advertisements.