

January 16, 1961

BILLBOARD MUSIC WEEK

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

Richard, Adam Faith & Elvis Top British Charts

By DON WEDGE

LONDON — Two British artists were the strongest chart names in 1960 although they might not have finished so well had Elvis Presley had a full year of recording activity. However, British artists had

TONY MARTIN ROCKS FOR DOT

HOLLYWOOD — Tony Martin last week recorded his first rock and roll number. Martin, who recently snipped his long-time ties with RCA Victor to join Dot, cut a single with Billy Vaughn's orchestral accompaniment. Tunes were Marty Robbins' "Don't Worry," disked out in true rock fashion and complete with a recitation. It was coupled with "To Be Alone," words and music by Billy Vaughn. Tune was a hit in 1953 when it was recorded for the same label by the Hilltoppers. Release will be rushed out this week.

nearly half the year's chart placings.

These observations are made following a survey of Derek Johnson of Britain's leading music weekly, New Musical Express. They are based on the paper's weekly 30-place chart, which is also carried in Billboard Music Week's international music section. They are confined to singles activity.

Points were awarded on the basis of 30 per No. 1 down to one for 30th position. Altogether 133 artists entered the charts during 1960. Of these, 45 per cent were classified as British with the remaining majority American, French and Danish.

Teener Leads Way

Heading the list was British teen-ager Cliff Richard who collected 1,416 points. Closely behind him, with 1,386 (and leading at various times during the year), was Adam Faith. Both are EMI artists—assigned to the Columbia and Parlophone labels, respectively.

(Continued on page 6)

RETAIL RECORD DEALERS RETAIN TITLE AS TOP TRADE SALESMEN

Out-Sell Both Clubs and Racks Two to One; Account for 77 Per Cent of Unit Disk Buys

By TOM NOONAN
and BOB ROLONTZ

NEW YORK—The retail record dealer continued to be the dominant merchandiser of records to consumers in 1960, both in unit sales and in dollar volume. The ratio of sales chalked up by retail record dealers over both clubs and racks (in food and drug stores)



was better than two to one for the first 44 weeks of 1960, according to a report issued this week on sales in the Total Retail Record Market produced by Billboard Music Week Research Division and the Market Research Corporation of America (MRCA).

Retail record dealers sold 77.4 per cent of all record units purchased up to November 5, 1960. Food and drug stores (supermarket racks, etc.) sold 12.8 per cent, and record clubs, including Columbia, Victor, Capitol and Diners', sold 9.8 per cent. In dollar volume record dealers garnered 71.8 per cent of the dollars spent by consumers on disks. Food and drug stores shared 11.1 per cent of the dollars, and record clubs shared 17.1 per cent.

Spending Breakdown

Consumers spent 74.9 per cent of their dollars in the first 44 weeks of 1960 on LP records, and 25.1 per cent of their money on singles and EP's. Of the 74.9 per cent

spent on LP disks, 86.9 per cent was for popular records of all types, and 13.1 per cent for classical disks. In record clubs specifically, the ratio of classical disks to popular was much higher, with 23.8 per cent of all club dollars spent on classical LP's, and 76.2 per cent of club dollars on pop records. In food and drug stores, purchasers spent 21.4 per cent of their money on singles and EP's, and 78.6 per cent on LP's. Popular LP's accounted for 85 per cent of all LP

purchases at food and drug racks, and classical LP's accounted for 15 per cent of the dollar volume.

Of all records moved through stores, racks and clubs, up to November 5, 1960, single records totaled 54 per cent of units sold, and LP's accounted for 46 per cent. That most of the singles and EP's were sold through retail record shops is apparent in that record clubs sell LP's, and sales of single records and EP's on racks in food

(Continued on page 59)

Rock-Ola Buys Vending Properties of Williams

By AARON STERNFIELD

CHICAGO—Williams Electronic Manufacturing Corporation, one of the nation's leading amusement game manufacturers, is about to sell its vending machine properties and interests to the Rock-Ola Manufacturing Corporation, a major manufacturer of juke boxes and vending machines.

The deal will be consummated Wednesday (18). Not affected by the sale is the Williams coin game manufacturing business, which will continue as usual. Williams is a subsidiary of the Consolidated Sun Ray Corporation, a publicly held firm listed on the American Stock Exchange.

Officials of the two firms would neither confirm nor deny the pending deal, but a high Rock-Ola official said that a complete statement will be issued next week.

The down payment will be \$200,000, of which \$50,000 is to be placed in escrow, and an additional \$184,631—to cover accounts payable—will be laid out by Rock-Ola. The remainder of the purchase price will be paid over a three-year period. The actual purchase price is not known.

(Continued on page 60)

Natl. Cultural Center To Benefit Record Biz

By MILDRED HALL

WASHINGTON—The latest report on the future of the National Cultural Center here predicts it will be a "monument, a symbol and an opportunity" for the performing arts—and presents some surprisingly practical plans for achieving this lofty goal.

The record industry will benefit substantially from plans which include a Cultural Center music "museum" with a large recording exhibition, an unequalled record collection, and an "extension service" to loan out exhibits across the country. A "Center Record Club" will have membership nationwide to get records into schools, loan them to local groups, and set up grassroots "workshops" to rouse in Americans of all ages a taste for performing, singing and collecting music in all its forms.

A year and a half of consulting and cogitating, by a cross-section of some of the nation's leading academic and professional proponents of the performing arts went into the 69-page study of the Center and its programming. The report was made under the guidance of Dr. Carleton Sprague Smith, musicologist and consultant to the New York Public Library, who, with a seven-man committee, produced the lively prospectus.

General Aim

The general aim is to "weave the performing arts into the fabric

of our everyday life." The instrument will be the National Center, which was congressionally authorized in September 1958, and will eventually consist of a \$75 million

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U. S. Ears Tune to Foreign Talent

By JUNE BUNDY

NEW YORK — More and more, foreign artists and-or tunes are becoming pop best-sellers in the United States (including the na-

tion's No. 1 disk, "Wonderland by Night").

Radio stations are integrating foreign platters—including multi-lingual lyrics—into their pop pro-

gramming on a regular basis; and recording executives—both foreign and domestic—now commute between the U. S. and other countries as casually as they do between

New York and Chicago or Los Angeles.

The increasing growth and importance of foreign disk sales in the over-all profit picture of U. S. labels has sparked an interesting change in the international record picture. Heretofore, foreign record firms were mainly anxious to obtain distribution rights to U. S. hits and considered it a big favor

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MGM RECORDS 21 GUN SALUTE



Am-Par Wraps Cast Rights to Coming Ameche Musical, 'Thirteen Daughters'

NEW YORK — ABC-Paramount joined the list of companies in the Broadway musical original cast field this week with the wrap-up of the cast rights to the forthcoming Don Ameche musical, "Thirteen Daughters." This will mark the first original cast album for the label. It is understood that ABC-Paramount put up a sum in the neighborhood of \$25,000 to get the cast set.

Thiele to Helm Roulette A&R?

NEW YORK — Bob Thiele is expected to take over as a.&r. chief of Roulette Records. Though the report could not be confirmed at Roulette, it was learned that Thiele would assume the post officially within two weeks. He will take over from Joe Reisman, who is leaving the company.

Thiele first became associated with the Roulette interests last summer, when the stockholders of his own Hanover Signature Record Corporation voted to accept a plan whereby Roulette acquired a five-year option to purchase 55 per cent of the H-S stock. As part of this deal, Roulette immediately advanced \$25,000 to the Hanover Signature firm.

This agreement was finalized last July. Early in the fall, H-S closed its West 57th Street offices and moved into the new Roulette office at Broadway and 50th Street. Since that time, Hanover Signature activity has been largely static.

It is understood that under the new deal H-S remains as a separate corporate entity, with Thiele continuing to serve as president of that company as well as a.&r. chief of Roulette. Both the Hanover and Signature labels are expected to remain active.

Lockwood to Visit States

LONDON — EMI chairman Sir Joseph Lockwood is due in New York Tuesday (17) to begin his annual visit to the United States. He was sailing on the Queen Elizabeth.

Because of pressure of work in London, Sir Joseph is not continuing on a round-the-world trip visiting EMI subsidiaries as has been his custom in recent years.

After a short stay in New York, the EMI chairman plans to visit the Scranton, Pa., plant of Capitol Records. He will then confer with Capitol executives in Hollywood, probably returning to London by air.

Inside the trade here, Sir Jo-
(Continued on page 59)

In addition to this being a first for the record firm, it also marks a Broadway show first for the publishing firm, Ross-Jungnickel, one of the ASCAP music companies of the Amerbachs. Music and lyrics for "Thirteen Daughters" was penned by Eaton Macgoon Jr., and it marks his initial entry into the world of Broadway.

The fact that ABC has now entered into the exciting bidding for show scores indicates that things will get more, rather than less, frantic on the Broadway scene. Frank Music, which just acquired the songs and special material of "Show Girl," the latest Carol Channing starrer penned by Charles Gaynor and Ernest Chambers, stated this week that it was getting bids from many firms that had yet to release a show score, as well as the firms that have always been active in Broadway show cast sets.

"Show Girl" music will be Frank's Empress music firm.

A number of large indies have been anxious for the past few years to come up with a Broadway original cast. Failing this, some have turned to off-Broadway shows. This has produced a spate of smaller musicals. But the prestige recordings in this field are the Broadway musical shows and, of course—when they hit—they are the money makers. So the lure of the Broadway show is still the greatest.

Coming up this season are still more musicals, including the new Frank Loesser show, "How to Succeed in Business . . ." "Kean" with Alfred Drake, "The Crime of Giovanni Venturi," and a musical version of "Sunset Boulevard." Already set are "Hail the Conquering Hero" with Victor, and "Carnival," a remake of "Lili," with MGM.

Single Disk Trade-In Idea Draws Varied Reactions

But Tradesters Put in Bid for Low-Cost 33-Speed-Only Player as Real Answer

By REN GREVATT

NEW YORK — The concept of trade-in merchandising to hype the sale of single records has received a mixed reaction in the trade here, following disclosure in Billboard Music Week (January 9) of considerable trade discussion of the idea. At the same time, there appears to be a gathering hew and cry for a low-cost, 33-speed-only player as the real answer to the problems of the singles business.

The plan as espoused currently by various tradesters would call for an allowance of 25 cents on any old 45 r.p.m. single brought into a store to be applied against the price of a new single. This would, in effect, reduce the price of a single to 73 cents.

Idea Academic

But, as some observers have noted here this week, the idea of a price reduction on singles, just as in the case of albums, is almost academic at this time, at least in many of the big metropolitan market areas. "Singles are already selling for 69 cents and sometimes as low as 59 cents in discount stores," one source noted, "so what's the big deal for 73 cents? And you have to give up a record besides. Who needs that?"

Another record man took note of the current chain store and drug-store rage, the record pak. "They're selling a five-pack of good single records for as little as \$1 right now. In each pack there are at least a couple of records by top artists. Maybe they're six months

old or so but still they're good records. So the kid buyer keeps a couple of good ones out of the pack and trades the other three in for new records on the 73-cent deal. So those record returns the manufacturer sold off for maybe a nickel apiece come back to haunt him, because somebody has to sacrifice 25 cents out of the gross price for a disk that was originally sold off for one-fifth of that."

Another problem arises, according to other sources, as to what the dealer should do with the records he accepts as trades. "He'll probably send a flock of them back as returns and expect a 46-cent allowance on them," said one observer.

Big Outlay

A major record manufacturer spokesman pointed out that for any
(Continued on page 56)

Bill Randle Hunts for Payola Clue

CLEVELAND — DeeJay Bill Randle, WERE, here, is conducting his own "payola" investigation. The scholarly jock is writing an article on the etymology of the word "payola" for the linguistics quarterly, American Speech.

Randle is particularly anxious to contact "old-line music men—song pluggers, musicians, trade people—who have been on the scene since 1920 or so." The spinner notes, "I have only been able to trace the printed use of the word before that time in the trade since there were numerous situations (a la the current payola scandals) existing in pop music before that time (1915, 1922, 1926, etc)."

"The article," notes Randle, "is in no way connected with any research other than into the actual origins of the word and its earliest uses and diffusion into the mainstream of American slang." In line with this, Randle has written to several hundred "well-known personalities in the various areas of the commercial music business to try and obtain a panorama of uses and meanings common to the music business as a group."

Capitol to Focus On 15 Promising Disks—Shifts Slate

HOLLYWOOD — Capitol Records is holding up its singles releases scheduled during the next two weeks to allow it to focus its full promotional powers on some 15 promising disks now in release.

Thus, the singles release intended for today (16) has been postponed until January 30, and the one intended for January 30 will be out March 6. The label's load of hopefuls is the result of its recently organized drive for a greater share of the singles market. Fifteen to get Capitol's intensified treatment include disks already on the Hot 100 chart, those headed for the chart, singles winning strong disk jockey support, and those records which revealed early strength immediately after their release.

RCA Looks for R.&B. Talent as Sales Hypo

By PAUL ACKERMAN

NEW YORK — RCA Victor, the label which easily outpaced every manufacturer in the singles category during the past year, is closely scanning the field for rhythm and blues talent. A.&r. chief Steve Sholes is known to have been quietly analyzing disks hitting the upper ranges of the Hot 100, and has concluded that plenty of r.&b.-oriented sides are racking up good sales.

It is likely that much of the RCA Victor product of an r.&b.-orientation will be recorded in Nashville, under the aegis of Chet Atkins. Atkins for years has been Sholes' right-hand man, and has been a tremendous factor in infusing the pop field with country-oriented songs and artists.

It has been observed that in the past year the RCA Victor singles product was marked by a "Nashville" sound, and this has led to dominance. Something new may now be added.

An exact analysis of all RCA Victor singles shipped between December 29, 1959, and December 20, 1960, indicates that a total of 139 disks were released during this period for an average of 2.7 per week. This included 108 regular pop singles, 16 c.&w., 11 Broadway show singles and 4 sacred singles. Therefore, the average weekly release of "regular" pop singles was actually 2.1 per cent.

Of the 139 disks, 30 made The Billboard's Top 100 chart. Eight were double-sided hits, so therefore, 38 selections made the chart. Of the 30 disks, 19 made the top 50, and of the 38 selections, 25 hit the top 50. Of the 19 in the top 50, three achieved No. 1 and two made the second slot.

The analysis indicates the benefits to be derived from a small weekly release program coupled with strong promotional campaigns.

Sinatra's Label To Land Prime Distrib Line-Up

HOLLYWOOD — From all indications, Frank Sinatra's Reprise Records will kick off with a strong distribution line-up. The fledgling label has been hit with an avalanche of bids from distributors all over the country plus pitches from firms overseas.

This eagerness to handle the Sinatra line as reflected in the abundance of offers is giving the new label a wide choice from among the nation's foremost independent distributors. Reprise's administrative chief, Moe Austin, and its yet unnamed sales manager, will be in a position to pick and choose the distributors in carefully building a solid sales foundation for the firm.

The label will debut next month with a Frank Sinatra single. Insiders predict this will be one of his hottest single sellers to date. It will be followed in March by Sinatra's first LP under the Reprise banner, "Ring-A-Ding Ding." Future releases include a Sammy Davis Jr. album still to be recorded.

At the outset, the label does not plan to appoint anyone to be in charge of its artist and repertoire activities. Instead, Reprise will use free lance a.&r. producers. This method, it is felt, will allow the label greater flexibility in fitting the proper producer to the artist and type of music being recorded. Also, the firm would not be burdened with more full-time staff members than it needs.

The label plans to cover all facets of the music field, with the exception of classical. Basically, it will consist mostly of pop with a healthy representation of jazz.

BILLBOARD MUSIC WEEK

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OUR NEW FORMAT WINS MUSIC INDUSTRY PRAISE

Congratulations on a tremendous new magazine. I think the new Billboard Music Week format is vastly superior and will resolve in even a better job of service and news for the music industry. I know you have all worked hard and you can take a well-deserved bow.

Hal G. Neely, General Manager
King Records, Inc., Cincinnati, Ohio

Congratulations to the new Billboard Music Week. Your new editorial format is superb with special kudos for LP category breakdown, Top Market Breakouts, the DJ Programming charts and LP programming, the TV Jockey Profile, the dealer inventory charts, and the coin operators' programming guide.

Don Mills, Promotion Public Relations
New Sound Record Distributors,
San Francisco

It's just great. I've spent three solid hours reading it. I never saw so much for so many people in one place before in my life.

Jo Harper
NorVaJak Music, Phoenix

The main purpose of this note is to compliment those who are responsible for the new format of Billboard Music Week. It is simply great!

Ben Selvin, Manager
Artists and Repertoire
Custom Record Division,
RCA Victor, New York

The first issue of the Billboard Music Week has just arrived. Let me congratulate you on a job well done.

As you know, we operate a record company and a music publishing firm in a small North Carolina town, population 1960—12,217. We must depend on the trade publications to keep us properly informed. I'm convinced if we stopped getting Billboard Music Week we would have to get out of the business or change our base of operation.

Keep up the good work of keeping us informed.

Orville B. Campbell
Bentley Music, Inc.
Brewer Music, Inc.
Colonial Records, Inc.
Chapel Hill, N. C.

Congratulations on your handsome new format. The news is not more interesting, but it sure looks better.

Herb Helman, Director of Publicity

The boys at the studio called me about it this morning—all excited. They were going out to buy all the copies at the newsstands. In fact, one of them had already stopped by the Radisson Hotel to pick up extra copies at the newsstand, but they hadn't arrived yet. We must get the Radisson into high gear with Billboard Music Week.

As to the new format: we like it, we like it, we like it. Just a brief note to say, "thank you, thank you, thank you!"

Jim Scanlan,
WLOL, Memphis

Congratulations on an EXCELLENT January 9th Billboard. It's like the carpenter receiving an extra set of tools. Your Programming Panel will serve many programmers and jocks around the country as a sounding board of ideas and thoughts.

Orchids too, for your recent edition (winter) of "record programming supplement" in the December 19th Billboard. It supplies us with the facts in our "It's a Musical Fact from WQAM" series where we bring out unusual points in the lives of the pop personalities who bring our listeners the music they hear each day.

Charlie Murdock, Program Director
Radio Station WQAM
Miami, Fla.

WERE PLAYS GO INTERNATIONAL

CLEVELAND — Foreign records are getting unusually heavy exposure on WERE here. An "International Record of the Week" seg — packaged by deejay Bill Randle — features a different foreign disk each week. Each platter is played five times a day during that period.

In order to keep up with the latest foreign record hits, Randle uses Billboard Music Week's new best-selling foreign charts. Recently the jock started direct exchange deals with dealers abroad and in Mexico — trading U. S. wax for foreign disks. He also gets foreign platters from Canadian dealers.

Randle has introduced such foreign hits as Germany's Bert Kaempfert's "Wonderland by Night"; Vico Torianni's German version of "Calcutta," and the Blue Diamonds' "Ramona." His latest International pick is Ray Edsel's German disk, "Jenny."

"The new Billboard Music Week is a lot easier to read. In the old format, I would pretty much confine my reading to the coin machine section. Now, I find that there is something of interest for me in the front of the book, and I read the entire issue. Your new format is attractive and stimulating. It should prove considerably more valuable for members of the coin machine industry."

Sam Lewis, Sales Vice-President
Williams Manufacturing Company, Chicago

"Everyone at Wurlitzer feel the new Billboard Music Week is a substantial improvement over the old Billboard. It's a lot brighter typographically, and I like your new Programming Guide and Double-Play Disk charts in the coin machine section. These features should hold the juke box operator. We have always felt that juke box operators should pay more attention to the record industry. With your new format, I think they will."

A. D. Palmer, Director of Advertising and Sales Promotion
The Wurlitzer Company,
North Tonawanda, N. Y.

"You've done it again. The new book looks great—it's much easier to read. I like your new juke box operator charts, and I like your new type faces."

Al (Senator) Bodkin,
New York Juke Box Operator.

Think the new layout and charts are a gas. Congratulations on a job well done.

Mike Collier, A&R Dept.,
RCA Victor, New York

Congratulations on your new format. Didn't think the old one could have been improved. Best wishes.

Ed Talmus, Vice-President
Westminster Records

Congratulations on Billboard's new format for 1961. Now, more than ever, Billboard's streamlined make-up and vital contents make it a weekly must for men in all phases of the music business. Best wishes.

Jac Holzman, President
Elektra Records

New format and new features make the new Billboard Music Week better and more valuable than ever before. Congratulations.

Henry Onorati, President
20th-Fox Records

Congratulations to you and the rest of the Billboard Music Week staff on the inauguration of the new format. We are sure that you and the industry will both benefit from this new and easy-to-read format, as well as the new features and department innovations. The charts, the editorials and the new features are all geared for easy reading and accuracy, which we appreciate, for our reading time is valuable. The response to our four-page color insert last week which launched our Perfect Presence Sound series and January release, was tremendous, due in no small measure (we are sure) to the new format. A thriving industry depends on forward-thinking trade journals like yours. Keep up the great work.

Irving B. Green, President
Mercury Record Corporation

On behalf of the whole Carlton gang, congratulations on your new look!

Joe Carlton, President
Cy Carlton, Advertising Manager
Carlton Records, New York

Have just finished perusing the first issue of Billboard Music Week. Congratulations on the exciting new format which can only mean a more efficient, concise coverage of the day-to-day events of the record business. The impact that this new format will have can only result in extensive benefits for everyone connected with this business. Good luck.

Joe Kolsky, Executive Vice-President
Roulette Records, New York

Congratulations on your new format. May the new look be a harbinger of bright activities for you, Billboard Music Week and the entire industry. Our entire organization joins in these sentiments.

Louis Boorstein

It's a smash! Your new format makes Billboard Music Week not only the most important publication for our business—but also the easiest to read. Keep up the good work.

Jerry Blaine, President
Cosnat Distributing Corporation

Best wishes. Really enjoy your new Billboard Music Week.

Howard Stark, National Sales Director
Westminster Records, New York

Congratulations. Billboard Music Week looks and reads great from cover to cover.

George Joy, President
Joy Music, New York

The new Billboard Music Week is a pleasure to read and handle. Congratulations on the new format and the many informative features.

Arnold Maxia, President
MGM Records

Your new "dress" is imaginative. Also find all the features much more interesting and easier to find and read. Will look for the new Billboard Music Week every Monday.

Sid Brandt, Vice-President
In Charge of Operations
MGM Records

Foreign Artists, Tunes Click Bigger in U. S.; Radio Programming Sprinkled With Imports

Continued from page 1

if an American label consented to release one of their platters from time to time.

Want More Releases

Today—conscious of their new economical value to U. S. record firms—many foreign companies are applying considerable pressure to induce U. S. affiliates to release most of their product here. Recent sales clicks of foreign material and artists, of course, make their position even better, and U. S. labels—particularly those with first-refusal rights—are becoming more wary of turning down potential hits. For example, Decca turned down Lolita's "Sailor (Your Home Is in the Sea)," a German lyric waxing on Deutsche Grammophon. Kapp Records picked it up and the disk moved into the top five on the Billboard Music Week's "Hot 100" chart last month.

The Decca-Kapp situation is particularly interesting, in that Kapp, according to sales manager Jay

Lasker, now has exclusive rights to Lolita disks here, and will shortly bring out a new single by the bilingual thrush, plus an album, featuring German lyric versions of U. S. hit tunes. Kapp is also bringing out a multi-lingual single by Jane Morgan, featuring English and French lyric versions of the same song, a French tune.

Three 'Wonderlands'

The "Hot 100" chart this week lists three versions of the German hit, "Wonderland by Night"—Bert Kaempfert's original, No. 1; Louis Prima's No. 15, and Anita Bryant's lyric version, No. 20.

Also on the charts are Lawrence Welk's waxing of the German tune "Calcutta," No. 5, and the Four Preps' lyric version of the same song, No. 15 on "Bubbling"; Conway Twitty's "C'est Si Bon," originally a French tune, and Jorgen Ingman's "Apache," a Swedish disk released here on the Atco label, No. 8 on Bubbling. ABC-Para-

mount has U. S. release rights to another version of the same tune by the Shadows who have the big hit on the song abroad.

Atco this week is bringing out "Gurney Slade," an instrumental single by Max Harris, which is a big hit in England on the Fontana label. The disk is a Billboard Deejay "Spotlight" this week. Ted Heath and Ray Anthony reportedly have already covered the tune.

Although most of the foreign disk hits here are German, Capitol finally released Edith Piaf's French waxing of "M'Lord"—a big hit in many foreign countries for the past year—here last week. The disk stirred up considerable attention in Cleveland several months ago when deejay Bill Randle, WERE, Cleveland, plugged an imported copy on an extensive basis, but heretofore it wasn't available to U. S. disk buyers.

Capitol also released two British disks last week—a Peter Sellers-Sophia Loren comedy disk—No. 7 on best-selling British charts last week; and "Michael's Tune," an instrumental by Michael Hill. The biggest foreign hit here of all, of course, was "Volare," both the original Domenico Modugno disk and Bobby Rydell's recent revival. Another recent foreign hit here was the Greek film theme, "Never on Sunday."

The foreign influence is also making itself felt heavily in the album field, where multi-lingual packages by U. S. artists — Nat King Cole, Connie Francis, Annette, Ames Brothers, and others—are best sellers. Cole, who has made Spanish and Portuguese albums, is now readying a package in French. Columbia's long-time project for an international Doris Day album—featuring the canary in four different languages — is still in the works.

Singles Release

In the singles field, Columbia last week released "A Letter to Me Won't You Send" by the Swedish thrush Lill-Babs, who has re-recorded her original Scandinavian hit in English. In a reversal of the trend, Columbia recorded "Little Girl" by British warbler Marty Wilde in this country. The disk was never big here, but is currently on the British best-selling charts. The Piaf record was also recorded in New York by Capitol.

Columbia's foreign chief, Nat Shapiro, reports that the label has had considerable success abroad by having U. S. artists record their singles in other languages. Mitch Miller and his chorus have a German version of "Sing Song Baby," and Johnny Cash and the Four Lads have also cut German version of their disks. Columbia also covers U. S. singles hits—its own and others—with Spanish versions by local artists in Mexico and Argentina.

Meanwhile, disk jockeys here are finding the foreign records a fine change of pace for their regular U. S. brand of wax. One of the most active in this field is Willis Conover, long-time emcee of "Music U.S.A." for "Voice of America." Conover recently started a weekly Saturday afternoon series on WCBS, New York. The two-hour show integrates best-selling foreign disks with current U. S. releases.

On the network scene, NBC's "Monitor" affords a national exposure outlet for foreign wax by way of its "International Hit Parade." The package, now sponsored by Wrigleys and retitled "World of Enjoyment," is a series of five-minute spots which are scheduled throughout "Monitor's" weekend broadcasts. About seven different segs are used each week. Each seg features a hit tune from a different country. The package is produced by Vic Campbell.

MGM Records Moves Its Line To Verve's S. Calif. Distrib

HOLLYWOOD — MGM Records, distributed here for the past 11 years by Gordon Wolf's Sunland Music, is moving its line to Al Sherman's Record Sales, Verve's Southern California distributor. MGM recently bought the Verve label from founder-owner Norman Granz and is operating it as a subsidiary. There was no indication at press time that MGM plans to consolidate distribution of both lines in other markets, nor that this was a factor in its changing distributors here.

To effect the change-over, MGM is buying back its entire inventory from Sunland Music, amounting to more than \$100,000 in stock. This is being transferred to record sales. In addition to this inventory, Sherman told Billboard Music Week

he is ordering another \$50,000 in MGM product to prepare for his initial sales drive on behalf of the newly acquired line.

The distributor switch was concluded at week's end. Record Sales will launch its VM push Monday (16).

Sherman told Billboard Music Week that the past year saw Record Sales hit an all-time business peak.

Wolf's relationship with MGM Records goes back beyond his 11 years as its Los Angeles distributor. In 1947 he and Ray Coen started United Record Sales in San Francisco to take on the MGM line in that city. After three years as the label's distributor in the Bay City area, Wolf moved here to open Sunland Music.

LATE BILLBOARD SPOTLIGHT:

(Earlier Spotlights are contained in the chart and review section.)

ROGER WILLIAMS: MARIE, MARIE (Garland, Music, Inc., ASCAP) (2:39)—The current European hit tune, now with English lyrics, receives a mighty smooth and attractive performance from Roger Williams, accompanied by chorus and orchestra. This could be a big one. Flip is an attractive arrangement of the standard, "I Get a Kick Out of You," (Harms, ASCAP) (3:02). **Kapp 346.**

Love that new Billboard Music Week ... everything from news sections to charts ... and so easy to handle and read on the commuter specials.

Sol Handwerker,
Advertising & Publicity Manager
MGM Records

Congratulations on the new look, the new feel, and the new name, "Billboard Music Week." Your move indicates again the leadership aggressiveness and progress that the magazine has always stood for in our eyes. It is even more informative and more important today than ever before since it now covers the music industry in its every phase. "Billboard Music Week" is indeed a seven-day cover-all and will serve the business with vital information as no other publication has ever before served. Good luck.

Goldie Goldmark
Sheldon Music, New York

Congratulations to you and the staff for giving our industry Billboard Music Week. Now a much-needed service will be provided by the addition of your new editorial features plus the category breakdowns in your LP listings. All of us at Decca, Coral and Brunswick extend best wishes to Billboard Music Week and look forward to the coming issues of the new publication.

Leonard Sallidor,
Director of Publicity & Promotion

I find your new issue of Billboard Music Week most informative and compact. Furthermore, its news, information and statistics are a vital necessity for our industry.

Eddie Wolpha, Fishous Music

Congratulations to you and the Billboard Music Week staff on the "new look." With its new features and departments, Billboard Music Week is just what our burgeoning industry needs. The new album chart, too,

should prove a tremendous boon to dealers and broadcasters. I am particularly enthusiastic about the expanded coverage given to merchandising. As a former retailer, I know that this section will be of real aid to dealers throughout the country. Again, congratulations.

Glenn E. Wallichs, President
Capitol Records, Inc., Hollywood, Calif.

With its new and increased capacity to concentrate its total resources on the music-record industries, Billboard Music Week should prove more interesting and valuable to all of us than ever before.

Joe Csida, Vice-President
Eastern Operations, Capitol Records

Congratulations on the new look. I'm sure it can only help.

Jim Reeves

Congratulations on the new look and extra features. Keep it up.

Irwin Zucker, Record Promotions

New Billboard Music Week format outstanding. Congratulations. Sure to be beneficial to the whole industry.

Clyde O. Wallichs
Wallichs Music City, Los Angeles, Calif.

Congratulations on your new format. In our opinion, Billboard Music Week continues to be a "must" for news as well as for advertising.

Sanford Levin
Sanford Levin Associates Advertising

My first issue of Billboard Music Week just arrived and you have certainly done a terrific job on it!

As a reader for more years than I care to admit to, I am sure I am going to find

(Continued on page 58)

DISK MAKERS USE MORE OUTSIDE PRODUCT AS COMPETITION BUILDS

Majors Bid for Small Label Disks That Show Action, Take Over Distribution of Some Platters

NEW YORK — As competition continues to grow in the record business, both in albums and singles, manufacturers are expanding their use of outside product, starting with the creators of the material to the very record itself. In addition, companies are calling on publishers, and even their own artists, to assume a.&r. functions that would have been considered unusual a decade ago.

Many months ago it was predicted that the buying of outside masters was a passing thing; that it was getting harder to sell masters to labels. This is true only when referring to new, or unreleased sides. For what is happening is that more labels are actively bidding for disks that have gotten some action when released on small new labels. And at times these purchases pay off. The Joe Jones hit "You Talk Too Much" was bought by Roulette after initial action, and it turned out to be one of the year's big hits. There has been a flurry of purchases of already-released masters by a number of companies lately, although the prices paid are less than they were two years ago, when a \$5,000 advance was not uncommon.

Distribution Deals

But when diskeries are unable to

land a breaking disk on a small label, the larger label may instead take over the distribution of the platter, even though retaining the original label name. London Records has always been strong in this manner, but now Liberty, Dot and Jubilee have moved strongly into the field. These labels grab off small label hits for distribution almost every fortnight, and often are able to break their distributed

disk through on a national scale.

The use of outside talent is nowhere better exemplified than in the work done for Atlantic by the Lieber-Stoller team, or the recording function of Nevins-Kirshner for RCA Victor, ABC-Paramount and other labels, or by Slay and Crewe for Swan, Lieber and Stoller, of course, have to their credit a bundle of hits they have made with

(Continued on page 22)

See 'Flaming Star,' But Don't Take It With You—20th Fox

NEW YORK — Those people who have been sneaking into movie theaters with tape recorders and recording the sound track of the Elvis Presley flick "Flaming Star" for use on radio stations, had better stop. For what they are doing amounts to an illegal and unauthorized use of property belonging to 20th Century-Fox Pictures, owner of the movie, according to executives of the firm, Colonel Parker, manager of Elvis, and the publishers of the Presley tunes in the flick, the Aberbach Freres.

Executives of the movie firm and the publishing company talked in New York this week concerning the unauthorized use of the track, which has already occurred on radio stations in Los Angeles, Denver and Pittsburgh, and what steps to take to end it. They agreed on several plans of action. The publishing firm, through its attorney, Lew Dreyer, has asked ASCAP to send out a restriction notice to all radio stations prohibiting the tunes being played on the air. And 20th Fox is notifying all exhibitors showing the film that the use of tapes from the picture is illegal. They have further instructed their exhibitors to call any station they hear playing any of the tunes from the flick and let them know about it.

Executives Startled

Executives of the picture firm, the publishing firm and Colonel Parker were startled

last week when they heard that three stations had played tracks from the film. They heard about it when jockeys and radio station managers called local Victor distributors asking for the "new" Elvis Presley LP of the tunes from "Flaming Star." When told that none had been issued, they called RCA Victor for the record, saying they had heard it on competing stations. Fast detective work traced the tracks to stations in Los Angeles, Denver and Pittsburgh.

It is rare, of course, that the track from a movie is in such demand that people will actually tape it from the film at a local cinema. But the demand for Presley recordings is so strong that some sharp characters did it. Possibly, in these days of midget tape recorders, it may be difficult to stop anyone from recording the track of a movie. But it is possible to stop the tape from being aired, since it is an unauthorized version of a track owned by a movie firm. Victor intends to bring out recordings of the songs in "Flaming Star," but not yet. Not until "G. I. Blues" (an authorized sound track from the flick of the same name) is no longer one of the hottest-sellers in the country.

Closer Watch Due From FCC

WASHINGTON — The new chairman of the Federal Communications Commission, Newton N. Minow, reportedly will take more interest in radio and TV programming supervision by the agency than his predecessors. Minow, who is a 34-year-old Chicagoan, and a law partner of Adlai Stevenson, has been chosen by President-Elect John Kennedy to fill a vacancy left by the departing chairman, Charles H. King, a recess appointee. Present chairman, Frederick Ford, will remain on the FCC as a member until his term expires in 1964.

Stories by Chicago press and trade correspondents report that Minow will favor wider spread of pay-TV experiment, with the ultimate aim of forcing free TV to improve its programming to compete with the pay service.

Minow has three young daughters, ranging from two to eight, and is understandably interested in educational TV. He is expected to bring a fresh viewpoint to the regulatory agency, never having served on one. He has no broadcast background, other than acting as attorney-advisor for the Midwest Council for Airborne Television, an educational TV group.

Lucky Strike Ups Premium Platters

NEW YORK — Lucky Strike cigarettes will use a special Columbia-made premium disk to spark sales starting this week. The premium disk, which features a number of collector's items waxings, will be available for consumers at the price of \$1 plus 10 Lucky Strike cigarette packs starting January 17 and continuing through May.

The premium disk, titled "Remember How Great," is meant to tie-in with an NBC-TV spectacular February 9, which will star Jack Benny. The disk contains sides by Louis Armstrong, Count Basie, Les Brown, Cab Calloway, Xavier Cugat, Tommy Dorsey, Eddie Duchin, Duke Ellington, Harry James, Andre Kostelanez, Mary Martin and Dinah Shore. Sides are from the Columbia catalog of years back.

Am-Par Launches Winter Sales Plan: 'Qualified Dealers' Disc't

NEW YORK — ABC-Paramount launched its winter merchandising plan last week at a one-day distributor convention here. The plan features a straight 12½ per cent discount off the face of the invoice and specific dated billing for "qualified dealers" on 11 new ABC-Paramount albums and the initial four LP's in the label's new jazz series, Impulse.

In addition, Am-Par is offering a special incentive plan for distributor reps, whereby 10 automobiles will be awarded to distributor heads and salesmen. The plan, which will run through March 31, also applies to Chancellor LP product, although that label has not yet unveiled its new album releases. Chancellor is distributed throughout the U. S. by Am-Par.

Extensive merchandising aids on the new LP product will be made available to distributors and dealers, plus 30 selected easels on cata-

log merchandise. Shipments on all 15 albums will be made simultaneously between January 15 and 20. In addition, a new four-color consumer catalog—containing pictures of all album covers in the catalog—will be provided by the label. Present at the distributor meet were Am-Par President Sam Clark, Sales Vice-President Larry Newton and Sales-Merchandising Director Allan Parker, who presented the plan. Following the meeting, Clark hosted a special dinner for the distributors at the Latin Quarter nitery here.

The new ABC-Paramount album release includes packages by Ray Charles, Don Costa, Betty Carter, Lionel Newman, the Sociables, Montoya and Sabicas, Damita Jo and Steve Gibson and the Red Caps. The initial Impulse albums feature Kai Winding, J. J. Johnson, Ray Charles and the Gil Evans orchestra.

MUSIC AS WRITTEN

New York

Swan Records, the hot Philadelphia label, has signed Al Alberts, formerly of the Four Aces, as a soloist. Firm has moved to new offices on Jackson Street in the Quaker City. . . . Former deejay Tommy Smalls is now with Atlas Records and is plugging the firm's new release, "The Untouchables." . . . "A" Records will issue the next release by the duo, Bob and Joe, with the tune "Johnny's Gone," a tribute to the late Johnny Horton. . . . Vanguard Records has appointed C.&C. as its new distributor in San Francisco. . . . Audio Fidelity chief Sid Frey hosted the firm's distributors at a dinner at the Friar's Club in New York last week.

The Kapp label is issuing a single of two tunes from the show, "Wildcat," by the Pete King Chorale. Tunes are "Hey, Look Me Over" and "Tall Hope." . . . The Hilltop label of Ashland, Ohio, has signed singers Stacey Adams and Dickie Chaffin. . . . Smart Records of Sierra Vista, Ariz., reports action on its disk, "Weird Walk," by the Shades. New distributors appointed by the label include Bob Heller, Philadelphia; Bill Lawrence, Pittsburgh; Concord, Cleveland; and A & A in Los Angeles. . . . A new recording studio, Sound Makers, opened in New York last week. Staff engineers include Bill Schwartz and Aaron Nathanson. . . . Axtel label of Philadelphia is issuing its first release this week featuring warbler Marc Anthony. . . . Joe Ruffino of Ric Records in New Orleans, has signed a.&r. man Joe Battiste Jr. Battiste made hits with Specialty and recorded the Joe Jones smash, "You Talk Too Much."

PUBLISHER GLEANINGS: Bob Saffer and George Mysels have penned a tune for the Jack Kennedy inaugural, called "New Frontiers." . . . Impresario Erberto Landi is now in San Remo for the Song Festival. He will hold the second annual San Remo Festival in New York in February. . . . Wally Gold is the new general professional manager of Arch, Sealark and January Music, the Aaron Schroeder pubberies. . . . Ralph Satz has resigned his post as editor in chief of Ricordi, New York. Satz, a music publishing vet, has also been with Leeds and spent 10 years with Chappell. He was also a member of the board of directors and treasurer of the Music Publishers Association. His future plans will be announced shortly. . . . Les Baxter has penned the score for the flick "Black Sunday." Bob Rolontz.

Cincinnati

MANUFACTURER NEWS: Chuck Huesman, formerly with A.&I. and Supreme, local distributing firms, is new branch manager of Cosnat Distributing here, succeeding Ed Rosenblatt, who moves into a similar post for Cosnat in Cleveland. . . . Pat Carson, of Sande & Greene, Hollywood, consultant for radio, TV and flickers, returned to the Coast last week after 10 days in town visiting relatives and pitching her firm's musical wares to local radio stations. . . . Tom Moore, promotion expert for Decca Distributing Company here, plucked "Cerveza," a Bert Kaempfert single, out of the hat here recently and plugged it into a heap of recognition in the area, with the result that Decca is releasing the single nationally this week. . . . Charles Draper last week joined Is Nathan's Hit Record Distributing Company here as promotion man, succeeding Ray Hill, who goes on the London Records payroll. Latter will continue to work out of the Nathan office, which handles the London label in the territory. . . . Harry Silverstein, Decca Records' live-wire out of Nashville, was in town Friday and Saturday (13-14) accompanied by the label's Webb Pierce to make the rounds of deejays and music emporiums to plug the latter's newest release, "There's More Pretty Girls Than One" b.w. "Let Forgiveness In." Bill Sachs.

Hollywood

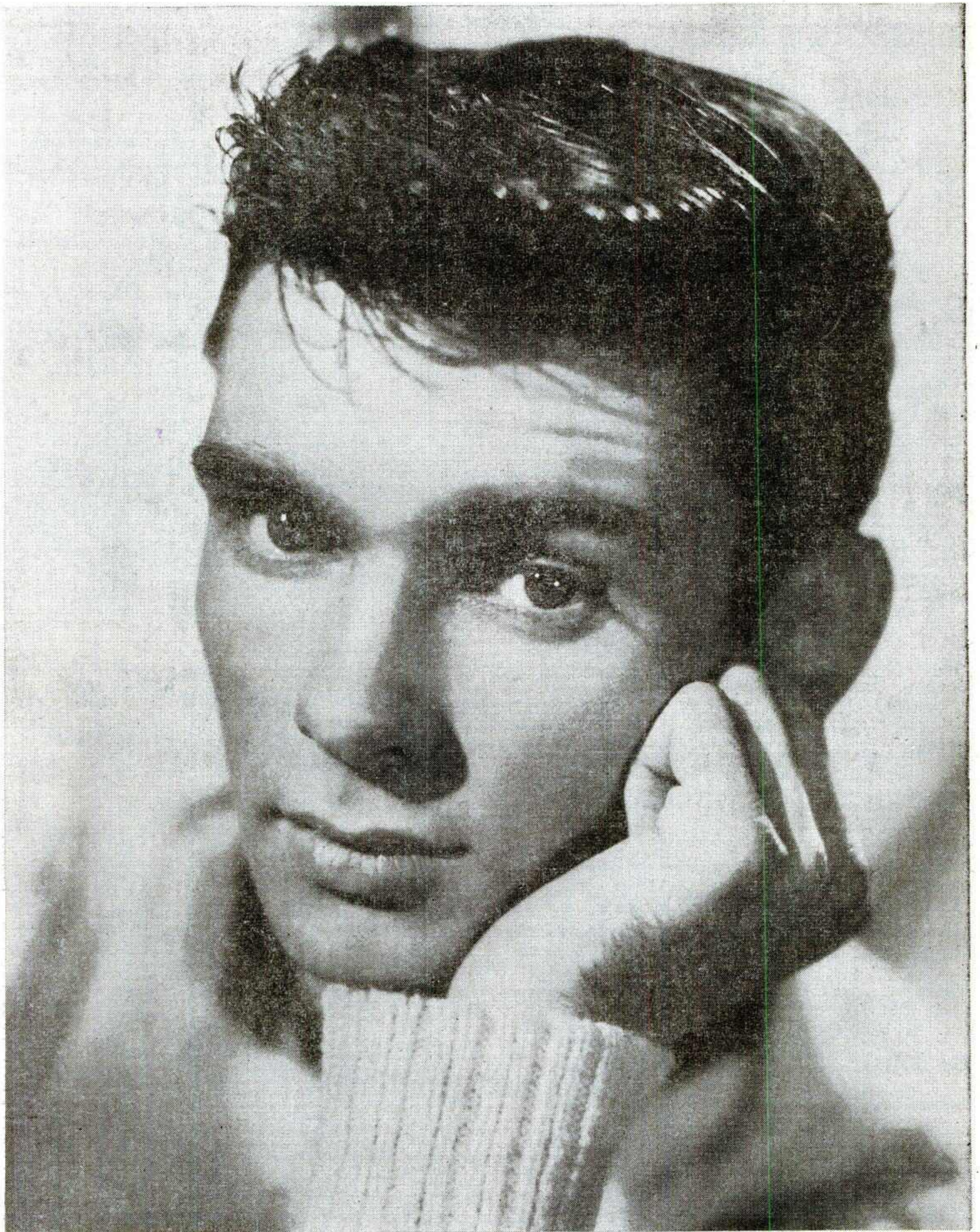
Capitol Records, in its eagerness to help establish the 33 single, will utilize its record club to provide maximum consumer exposure of the seven-inch LP. Currently in the works is a plan whereby the 33 singles will be featured as give-aways by the club. Mass exposure of the newly revitalized 33 single resulting from the club's tie-in, is seen as a strong tool in alerting the record-buying public to the merits of the seven-inch LP concept. Purpose of it all is to help bring the industry back to a one-speed standard which it had forsaken when it abandoned 78 r.p.m. in favor of 45 r.p.m. singles and 33 albums.

Kaybo Records signed songstress Robert Daye to a term contract. She will record four sides with Jimmie Haskell's instrumental accompaniment. Lass recently concluded an engagement at Last Vegas' Dunes Hotel and is opening at the Slate Brothers club here. . . . The Lectern and Eureka labels appointed Norm Groth as art director. . . . Ben Weisman's Skylark Records is recording 13-year-old Johnny Sablan. Teen-age guitarist-vocalist will do tunes he has written in collaboration with middle-aged vet tunesmith, Marion Kay. First disk offers "Will She Go Steady With Me?" Lee Zhito.

Toronto

Massey Hall is being used to record the Canadian Broadcasting Corporation Symphony Orchestra under Geoffrey Wadlington for Columbia Records. Frank Jones, pub chief for Columbia in Canada will assist in the recording session which is being subsidized to a certain degree by the Canadian Music Centre. . . . Appearance by Bob Newhart on Telemeter helped soar sales of Warner Bros. recording for Apex Records. Considerable newspaper space was devoted to his appearance.

The Al Jolson Story appeared on TV and Apex Records' George Offer was swamped for orders of Al Jolson albums. . . . Working on the theme of "Wall to Wall Stereo," Compo, distributors in Canada, began a major campaign for United Artists records in Canada. . . . Scandinavian Air Lines is working on a promotion with Heintzman's and Apex Records to push continental music. . . . The Beau Marks' newest for Quality, "Baby Face," broke out in Montreal. . . . Various record manufacturers are lining up to assist in the showing of the new Wurlitzer juke box at the Barclay Hotel. Harry Allen Jr.



**BIG HIT! GENE PITNEY
I WANNA LOVE MY LIFE AWAY
ON MUSICOR RECORDS**

PRODUCED BY AARON SCHROEDER • MU 1002 • DISTRIBUTED BY UNITED ARTISTS RECORDS

TALENT TOPICS

NEW YORK

Duane Eddy is now repped by GAC. . . Jackie Wilson is set for eight days of personal appearances in Hawaii in mid-February. . . Bobby Rydell has been signed to a contract with Columbia Pictures. His first film is "That Hill Girl." . . . Gene Pitney is visiting TV deejays after returning from a Southern tour. . . Sammy Kaye is sunning himself in Palm Beach and playing golf tournaments. . . The Ornette Coleman Quartet returns to New York's Village Vanguard January 17. . . George Russell opens at Birdland, New York, January 19. . . Erroll Garner's first concert of the winter season in Milwaukee was a sellout. . . Jazz and classical composers will be presented at the Museum of Modern Art in New York under the auspices of Charles Schwartz.

Anne Marie Moss, former vocalist with the Maynard Ferguson ork, is now at the Picasso Club in New York. . . Jo Ann Perry of Glad Records is plugging her new disk, "Yes, I'm Lonesome Tonight," on the road. . . Cannonball Adderly opens at The Minor Key in Detroit January 17. . . Kai Winding is on a three-week vacation in the West Indies. . . Perry Como has lined up a solid group of record names for his NBC-TV shows over the next eight weeks: Paul Anka stars January 18; Peggy Lee and Shelly Berman, January 25; Harry Belafonte, February 1; Eydie Gorme and Andre Previn, February 8; Ray Charles, February 22; and Mike Nichols and Elaine May, March 1. Bob Rolontz.

CHICAGO

Ella Fitzgerald, (again voted top femme vocalist in BB's annual DJ poll) wings in Saturday (21) direct from Frank Sinatra's spectacular in the nation's capital, for a one-night stand on Northwestern University's Evanston campus. Appearing with her will be the Oscar Peterson Trio. . . Herman Clebanoff—the Clebanoff Strings (Mercury)—has been booked for an extended tour during 1961-1962 covering the West Coast and other Western states.

Billy Eckstine has inked a recording contract with Mercury Records. "Mr. B." recently left the Windy City with the applause still ringing in his ears from his stint at The Tradewinds. After a brief rest in Los Angeles, Eckstine will hold forth at Reno's Riverside Hotel. . . Peggy Lee paused in town en route to New York. Her album "Latin a la Lee" (Capitol) is currently among the top-selling LP's in the country.

Jeanne Black, ("Oh, How I Miss You Tonight"—Capitol), heads for her L.A. home after winding up a whirlwind promo tour. Jeanne plans to return here shortly for appearances on Don McNeil's Breakfast Club and the Eddy Arnold Show.

James Moody and his jazz septet open at the Birdhouse for a two-week engagement Wednesday (18). Appearing with him will be jazz singer Eddie Jefferson. . . Young Judy Collins, 21-year-old folk singer, has returned for her third appearance at the Gate of Horn. Bob Gibson and Bob Camp head the bill at that boite.

PITTSBURGH

Composer Henry Mancini, who hails from nearby Aliquippa and once played in the Stanley Theater pit orchestra, will be coming "home" next month, but this time as the composer for the score of the forthcoming Tony Curtis Universal-International movie, "The Great Imposter." It opens at the Fulton Theater in Pittsburgh, February 8. Tim Tormey touting the arrival of three Liberty LP's which took off big here, "Bobby Vee," "Johnny Burnette" and "The Ventures."

RCA Victor heralding the impending concert of Van Cliburn in Syria Mosque on February 18 under auspices of the Music Guild of Pittsburgh.

William Driscoll and Donald Dakin, a couple of bellmen at the Pittsburgh Hilton Hotel, have formed Dawn Production to present touring attractions in Pitts-

burgh. Their first show will be Dave Brubeck's Quartet and songstress Carmen MacRae, February 14 in the main ballroom of the Penn-Sheraton Hotel.

Comedian Bob Newhart headlined the entertainment at the Football Coaches Award Dinner, January 11 at the Penn-Sheraton Hotel.

The Nina Simone-Lamberts Hendricks and Ross show at Carnegie Music Hall, sponsored by Lenny Litman, was a complete sellout.

Sammy Davis Jr. will return to Dan and Mike Abriola's Town House night club, February 9-11, before he departs for Europe.

Leonard Mendlowitz.

TORONTO

Johnny Nash made a guest appearance on the Jack Kane TV show. . . Mary Frances, brunette singer on CBC-TV's "Country Hoe-down," has signed a contract that engages her for that program until June. . . Flamenco guitarist Carlos Montoya was a headliner on the CBC-TV New Year's show. . . Jerry Lee Lewis is playing at "Le Coq D'Or," while Conway Twitty is booked into the Edison Hotel and Peter Appleyard has taken his vibes from the Plaza Room at the Park Plaza Hotel down to Bermuda for a month and then joins Gloria De Haven in Washington for an appearance.

Vocalist Buddy Knox, whose "Lovey Dovey" has made a big impression on the charts for the Liberty label, is making a tour of Famous Players Canadian Corporation theaters on one-night stands. Max Zimmerman, of Mackay Distributing, is lining up dealer co-operation for the p.a. . . Ray McKinley, RCA Victor artist, is booked with the Glenn Miller band to play the Club Kingsway. Featured in the presentation will be the Lenny Hambro Quintet, Babe Kerim, boniface announces. . . Denyse Ange is fronting for the Jimmy Amaro orchestra at the Franz Joseph, while the Ray Bryant Trio is holding forth at the Town Tavern. . . Jennifer Marshall has the "chantoise" chores in LeCabaret.

Harry Allen Jr.

NIGHT CLUB REVIEW

Peggy Lee Recaptures Basin Street

Having scored an immense triumph almost a year ago at Basin Street East that projected her back into the very top ranks of night club entertainers, Peggy Lee opened at the same boite Thursday (12) to a packed house with a performance that in turn hypnotized and shook her audience into a near-frenzy. Her efforts proved that while the business is replete with both singers and performers, Peggy Lee is one of a handful who legitimately are superlatives as both. To this, add that she looks as beautiful and vital as she sounds and it is pretty tough to match her in any department.

Her sense of rhythm and her deep feeling for blues and jazz-oriented music enables her to provide a drive to some of her songs that had the house stamping and snapping fingers. There are few singers who could do what she did with "Moments Like This," "Day In, Day Out," and with a most unusual medley consisting of Victor Herbert's "One Kiss," "My Romance" and "Most Beautiful Girl in the World." A couple of last year's favorites were smashes in reprise, too, including "Fever" and "Gonna Go Fishing."

Another side of the Lee talent is perhaps even more unique: her way with a very deliberate tempo, so slow that few other singers would even essay them lest they show up vocal deficiencies. Having no such problems, the effect of her husky voice on the room was one of sheer mesmerism when she offered hushed renditions of "But Beautiful," the lovely "Second Time Around," "Non Dimenticar" and an unfamiliar but breathtaking ballad with an Oriental motif featuring delicate harp and piano backing with muted brass.

Her versatility was clearly manifested in the vibrant, authentic, belting performances she offered several numbers in a tribute to Ray Charles which closed the act, including "He's My Baby and I Love Him So," "Yes Indeed," "He's Good to Me," "All Right, Okay, You Win," "You Won't Let Me Go" and "Just for a Thrill."

Too much praise cannot be afforded the tasteful and imaginative backing provided by Joe Harnell and his ork. Harnell handled the keyboard last year when Neal Hefti backed Miss Lee, and has been arranging and batoning behind her recent LP sessions. Harnell is an arranger's arranger, highly esteemed by the pros, and a top pianist in his own right who had been offering "third-stream music" for years before that term had been coined. His work here lends perfect support.

If ever a performer "owned" a club and its audience, it's Peggy Lee at Basin Street East. Since such atmosphere brings out the best in a performer, Capitol could well consider cutting an album on location here, where the electrically charged air should readily be transmitted through wax to the home listener.

Sam Chase.

Richard, Adam Faith & Elvis Top British Charts

Continued from page 1

Presley came third — and was thus the highest-placed American artist and the British Decca group's leading contender (RCA releasing through Decca in Britain). His 1,104 points were all gained from three post-Army releases—the first coming out in April, whereas Richard and Faith had all year. Even so, Presley may conceivably have outsold both, thanks to "It's Now or Never" which sold well over a million copies in Britain alone.

Two acts tied for fourth place — the Everly Brothers and Britain's Anthony Newley got 965 points. Both are issued through Decca, though the Everly's releases have been on two labels, London (the Cadence releases) and Warners. The duo was the highest placed vocal group.

Connie Francis (MGM) was the outstanding female artist, placing sixth with 915 points. This was nearly double the amount gained by Britain's Shirley Bassey (Columbia) who was 15th, a position ahead of Brenda Lee (Brunswick from U. S. Decca).

The success of pop-guitar instrumentals last year results in Duane Eddy (London), Johnny and the Hurricanes (London) and a British group, the Shadows (Columbia), being placed in Nos. 8, 9 and 10, respectively. The latter's success is closely allied to Cliff Richard's — the Shadows are his accompanying group.

In the string instrumental field, Percy Faith leads with 263 points to be placed 29th.

Some important names from early years or other fields

ended in the bottom half of the current list. They included Ella Fitzgerald (77th), Paul Anka (81), Frankie Vaughan (91), Winifred Atwell (95), the Beverly Sisters (97), Johnnie Ray (111), Pat Boone (113), Tony Bennett (117) and Sammy Davis Jr. (126).

A Matter of Taste

That British tastes differ from the American is shown in Ricky Nelson's 129th (or equal last) position with a one-week entry at the bottom of the chart. Other examples include Fats Domino (40th), Jack Scott (52), Sam Cooke (55), Hank Locklin (57), the Platters (66) and Marty Robbins (80).

Disks issued through EMI and Decca dominated the charts. In the leading 50 placings, which can be said to have all the year's big sellers, the two major groups provided 12 artists each. Pye had two—Lonnie Donegan (12th) and Emile Ford (13), both British; the Philips group also had two—Johnny Mathis, released on the Fontana label (26th) and Percy Faith (29), both American. Top Rank provided two artists, Freddy Cannon (18th) and Britain's Craig Douglas (25), who collected most of their points before the label's hand-over to EMI.

British artists gained 46½ per cent of the points. However, this does not necessarily imply that the disks involved were made in Britain. Marty Wilde recorded in New York under Epic's auspices; two of the resulting singles,

(Continued on page 59)

FOLK TALENT & TUNES

Around the Horn

A country music package spotlighting Johnny Cash and the Tennessee Two; Lester Flatt and Earl Scruggs, with the Foggy Mountain Boys; Rose Maddox, Bill Anderson, Gordon Terry and Johnny Western has been set by Harry (Hap) Peebles, Wichita, Kan., promoter, for an eight-city tour starting at Kansas City, Kan., January 22. Other stands on the route are Lincoln, Neb., January 23; Sioux City, Ia., 24; Scottsbluff, Neb., 25; Omaha, Neb., 26; Joplin, Mo., 27; Wichita Kan., 28, and Tulsa, Okla., 29. . . . Curtis Artists Productions, Goodlettsville, Tenn., has booked Ray Price for a 10-day tour starting at Rapid City, S. D., January 27, and following with Glasgow, Mont., 28; Williston, N. D., 29; Calgary, Alta., 31; Red Deer, Alta., February 1; Edmonton, Alta., 2; Regina, Sask., 3; Winnipeg, Man., 4; Des Moines, Ia., 5, and Sioux Falls, S. D., 6.

Georgie Riddle has taken up permanent residence in Knoxville to serve as road manager and vocalist with Don Gibson on all the latter's tours. Gibson is currently plying his wares in the Georgia-Florida sector. . . . Billie Jean Horton's initial waxing for

20th-Fox Records is "Angel Hands" b.w. "I'd Give the World." Release was made last week. . . . A c.&w. unit comprising Jim Hadley, Uncle John Barton, Clara Mae, Marvin Lee, the Benson Sisters, the Sagamon Valley Boys, the Bray Brothers, the Happy Valley Boys and Little Joe appear as a regular feature on WHOW, Clinton, Ill. The station spins country music six days a week.

CBS Television Network Year Book for 1961 features a drawing of Lester Flatt and Earl Scruggs taken from their appearance on "The Revlon Revue" TV show in June of last year. Lester and Earl's new album, "Foggy Mountain Banjo," featuring 12 banjo instrumentals, hits the nation's music counters this week. The album cover was done by Thomas Allen, who also did the drawings for the CBS year book. . . . Webb Pierce, whose current Decca recording of "Fallen Angel" is riding high on the charts, has a new one coming out soon titled "Let Forgiveness In." . . . Kitty Wells' new one on the Decca label is "The Other Cheek." . . . Red Foley, who hasn't had a record release in quite some time, is sporting a new one on Decca titled "Georgia Town Blues."

Top side on Rusty and Doug's new Hickory release is "Louisiana Man," written by Doug himself. Flip is "Make Me Realize." Rusty and his wife are lullabying a new daughter, Sherry Ann. . . . Marvin McCullough, who spins two and a half hours of c.&w. wax daily on KRMG, Tulsa, Okla., is leader of a new western swing combo comprising Jimmy Hall, Gene Gassaway, Red Day, Clarence Boyd, Al Hurt and Rocky Caple. . . . Bob Wills and His Texas Playboys stopped off in Dallas Sunday (15) for a stand at Dewey Groom's Longhorn nitery. Grooms, who also heads Longhorn Records, has signed Dallas favorite Freddy Powers to a recording pact.

The Andy Doll Band, of Oelwein, Ia., is routed for the remainder of January as follows: Decorah, Ia., January 17; Boscobel, Wis., 18; Waterloo, Ia., 19; Fennimore, Wis., 20; Guttenberg, Ia., 21; La Crosse, Wis., 22; Rochester, Minn., 25; Fort Dodge, Ia., 26; Dubuque, Ia., 27; Decorah, Ia., 28; Prairie Du Chien, Wis., 29, and Platteville, Wis., 31. . . . Bobby Gregory, of the New York record company bearing his name, has been cover-

(Continued on page 59)

The Four Freshmen

have been heard on this label
FOR 10 YEARS



and were voted the No. 1 vocal group by the nation's disc jockeys. (Billboard's D.J. Poll).



THE FRESHMAN YEAR (S)T-1485 is the Freshmen's 15th* album for CAPITOL.
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(S)T-1295 Voices and Brass
(S)T-1255 Four Freshmen and Five Guitars
(S)T-1189 Love Lost
T-1103 Freshmen Favorites, Volume II

(S)T-1074 Voices In Love
(S)T-1008 The Four Freshmen In Person
T-922 Voices In Latin
T-844 Four Freshmen and Five Saxes
T-763 Four Freshmen and Five Trumpets

T-743 Freshmen Favorites
T-683 Four Freshmen and Five Trombones
T-522 Voices In Modern

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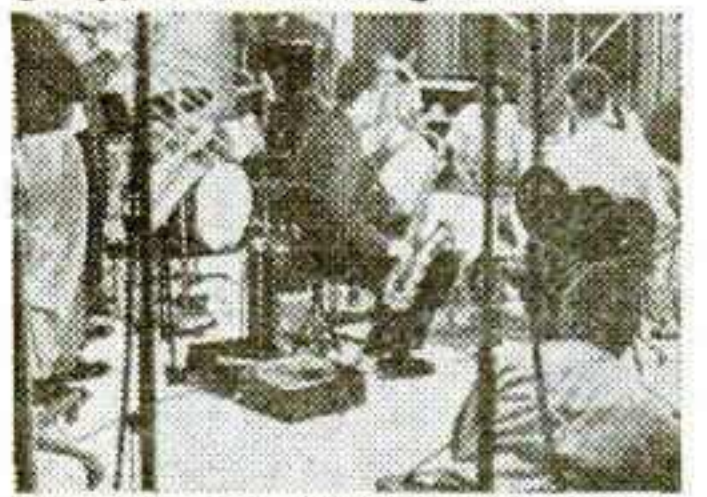
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Sidemen (or background music), Arrangers. You pick them, Shure pays for them*.



Recording Studio and Engineers. Shure pays for them*, you get ALL the artist's royalties.

WOOD ATTENDS INAUGURATION

HOLLYWOOD — Dot President Randy Wood and his wife will attend the Presidential Inauguration of John F. Kennedy this week. Following the ceremonies the Woods will attend the Inaugural Ball.

Lowé Initiates Album Special

PHILADELPHIA — Bernard E. Lowé Enterprises, operators of Cameo, Swan and Parkway labels, have initiated a special promotion deal designed to "established the fact that we are in the album business for keeps," in the words of national sales and promotion chief, Al Cahn.

Cahn explained that the current program, which runs until February 24, is built around five albums currently in the catalog, including three by Bobby Rydell and two by Chubby Checker. "Distributors will get an extra discount upon reaching a previously established level of sales," according to Cahn. "In addition, dealers will get 15 per cent off on every album ordered and 100 per cent exchange privileges as well. Beyond this, each distributor salesman and promotion man will receive special cash incentives during the course of the program.

A sixth album, soon to be added to the catalog and to become a part of the program, is one featuring "The International Pop Orchestra," in what Cahn called a "sound spectacular." This recording features an ork of 110 men and was cut by Bernie Lowé at the BMI studios in England. This will carry a tag of \$5.98 stereo, \$4.98 monaural. It is also the only current LP in the catalog that has a stereo version. Each album, as part of the general plan, has its own special point-of-sale display material.

Miller Ankles Plugger Post

NEW YORK — Bob Miller, veteran music man, who served for 22 years as executive director of the Music Publishers Contact Employees' (song pluggers) union, has exited that post. During his tenure with the union, Miller also headed up the Professional Music Men's Association, the relief arm of the union, under whose aegis funds were distributed over the years to hardship cases in the music fraternity.

A music man for 50 years, Miller at one time was professional manager of M. Witmark, served 15 years with Leo Feist Music, and was also associated with De Sylva, Brown & Henderson and in his own firm, Schuster and Miller. Miller, a respected figure in the business, is currently sifting offers and expects to announce his future plans shortly.

Garcia Quits Verve Job to Free Lance

HOLLYWOOD — Russ Garcia has resigned as artist and repertoire chief of Verve Records to become a full-time free-lance arranger, composer, conductor and album producer. He will continue to work for Verve—handling certain artists and producing albums on a free-lance basis but he will also be free to work for other companies.

Garcia wrote and conducted the background score for George Pal's recent movies "Time Machine" (a box-office smash) and "Atlantis." He is currently working on the score of Pal's new M-G-M film "Brothers Grimm."

Carlton Distrib Meeting Brings Big Sales Hike

NEW YORK — As a result of its first distributor convention held in Chicago, January 3 and 4, Carlton Records has chalked up its highest single-month dollar volume. According to President Joe Carlton, the diskery sold some \$340,000 worth of merchandise during the time the firm's executives were in the Windy City.

Figuring prominently in this total was the strong acceptance of the company's program by its distributors. The new "Hear How" series and special Anita Bryant and Paul Evans programs outlined by Carlton met widespread acceptance.

Carlton reported that the "Hear How" series, instituted a month ago, has blossomed beyond the company's expectations. The new \$1.98 instructional LP line was kicked off with heavy local advertising in New York through the Korvette chain and drew strong response. As a result, the line of "help" disks on golf, bowling, bridge and other subjects, is now being carried in both the Montgomery Ward and Sears, Roebuck catalogs, and the Polk and Sun-Ray drug chains, among others in Chicago. The line will also be carried by Grand Union, A&P, (Continued on page 58)

Abner Levin to Scott Records

NEW YORK—Abner Levin, for some years general manager of Sam Goody's retail operations, has left his familiar West 49th Street haunts to join Scott Record Corporation in Island Park, New York. Scott Records is one of the far-flung disk operations of Jesse Selter.

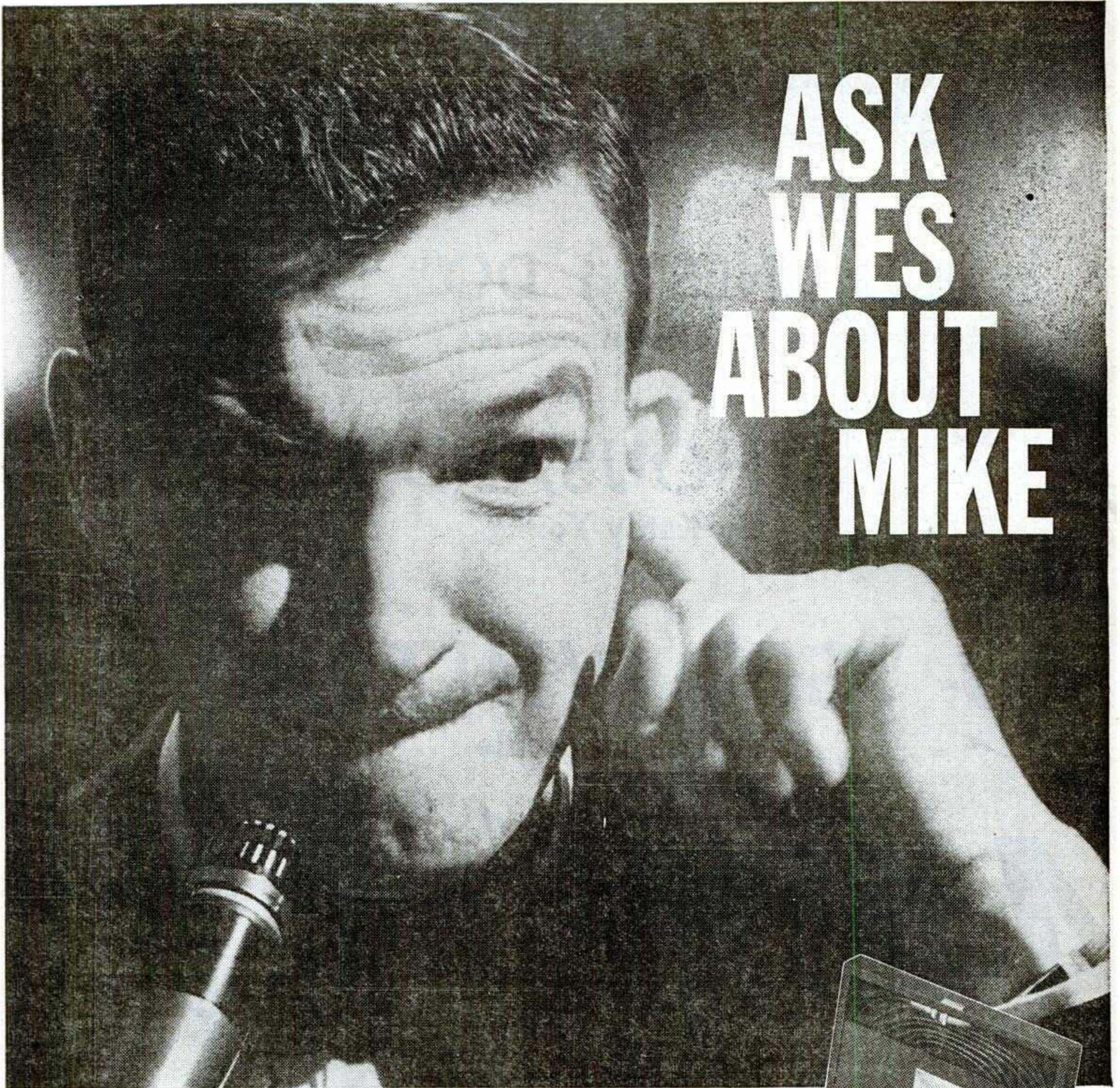
In his new capacity, Levin will be in complete charge of the Scott label from an administrative point of view as well as in the development of new product for the firm. Scott will issue new LP's in both pop and classical fields.

Levin is now actively negotiating to acquire under lease rights and through direct purchase a number of LP items now withdrawn from the catalogs of other labels. Scott will be nationally distributed through normal distributor channels. Selter is also associated with Westminster Records and has long been known as one of the prime merchandisers of discontinued disk merchandise. The Scott operation and Levin, however, will be completely separate from these other entities.

Vista Bows Annette Disks in January

NEW YORK — Vista Records, subsidiary of Walt Disney Productions, has kicked off its January release program with a new Annette single and an LP. The single teams the young thrush on "Dream Boy" and "Please, Please, Signore." The album, titled "Dance Annette," takes its cue from dancing and includes "The Hucklebuck" and "Rock and Roll Waltz."

Disneyland Records has two \$1.98 albums on the way. "Songs of Our Heritage for Young Americans," by the Disneyland Concert Band and Glee Club, is a composite of the best of two \$3.98 albums. The other album, narrated by Sterling Holloway with music conducted by Tutti Camarata, also sells for \$1.98 and has the story and the songs about the "Three Little Pigs."



ASK WES ABOUT MIKE

How Wes (Mr. Sound Effects) Harrison puts his personal Shure microphones to work for him

Nobody, but *nobody* puts a microphone through more punishment than Wes Harrison. Using his remarkable voice (and equally remarkable microphone technique) he imitates faithfully such unlikely sounds as car doors closing, atomic explosions, trains and thunderstorms—complete with rainfall!

Wes has *wrecked* many microphones in as few as 3 performances . . . but he's never been able to ruin his Shure Unidynes or Commandos even in HUNDREDS of hours of punishment. To Wes—as it is to most performers—a microphone is indispensable. He can't take chances with "pot-luck" mikes going bad at a critical time. Nor can he take the

time to learn the performance characteristics of the umpteen different kinds of microphones he sees on tour. He owns and depends on the world's most reliable performers—Shure UNIDYNE unidirectional* mikes and Shure COMMANDO omnidirectionals**.

Your own personal Shure microphone outfit is the best investment that you can make in life-like performances. Their cost is low . . . and they'll last for years. Don't take our word for it . . . ask Wes.

*Unidirectional—picks up sound mainly from the front, suppresses sound from behind.

**Omnidirectional—picks up sound from all around the microphone.



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Performer's Personal

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You CAN (and should) take it with you. Superb UNIDYNE III microphone complete with holder, cable and adaptors to hook into any club or auditorium P. A. system, or into better quality home or professional tape recorders. All in handy case (about the size of a clarinet case). On special order only—see your sound consultant or write to Shure. Only \$75.00, professional net, complete.

Send for free booklet on mike technique:

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4th in a Row for Indigo!

1- "HONEST I DO"

By The Innocents

2- "A THOUSAND STARS"

By Kathy Young

3- "GEE WHIZ"

By The Innocents

And Now!

4- "DREAMS and WISHES"

By The Crystals

Indigo #114

INDIGO ROLLS INTO THE ALBUM FIELD...



3330 Barham Blvd., Hollywood 28, Calif.

Kapp Boasts Big 1961 Album Push

NEW YORK — Kapp Records has introduced what spokesmen call "the most ambitious album program in the company's history." The initial release of 1961 was presented here to distributors by President Dave Kapp and sales chief Jay Lasker, Friday (6).

Lasker said that the albums included would reflect the company's activity through a continually increasing number of areas of repertoire. These included, Lasker said, items from Roger Williams, to Stravinsky, to drama as narrated by Melvyn Douglas; from Tchaikovsky by the Kapp Symphonietta to folk music by Tom Glaser and the Samplers; and from songs by the German hit singles artist, Lolita, to the Four Lads and comedy man Bill (Jose Jimenez) Dana.

Other sets are by Horace Diaz, Jack Jones, Buddy Greco, the Children's Chorus, John Gart, and Jo-sette and Yvette Roman. Also included are two new "Opera Without Words" sets and four packages in the super-sound Medallion series.

Vartan to Dot Controllership

HOLLYWOOD — Robert P. Vartan, formerly with the Chrysler Corporation, last week was named controller of Dot Records and administrative director of Dot and Dot Distributing Corporation. The

NARM Sets Meet January 18-22 At Park Sheraton

NEW YORK — The board of directors of the National Association of Record Merchandisers (NARM) will hold their next quarterly meeting in New York at the Park Sheraton Hotel, January 18-22.

Purpose of the meeting is to make final plans for NARM's third annual convention which will be held during the week of April 24 at the Eden Roc Hotel in Miami Beach, Fla. Also on the board of directors agenda will be a discussion and investigation of applicants for the post of executive secretary of the association, a move that was approved by the entire membership.

The board of directors of NARM includes Harold Goldman, St. Louis; Edward Jay, Buffalo; Glen Becker, Los Angeles; Edward Snyder, Washington; James J. Tiedjens, Milwaukee; Donald Belzer, Minneapolis; and George Berry, New Orleans. Earl Foreman, NARM attorney of Washington and presently temporary executive secretary, will also be in attendance.

appointment was made by Dot President Randy Wood. Concurrently, Wood placed Jim Bailey in charge of the label's foreign, export and military sales.

Rapidly expanding foreign field and Dot's increasing share of that market and its military business required Bailey's full-time appointment to these phases of Dot's operation, Wood said. Prior to joining Dot, Vartan served Chrysler's Airtemp and Plymouth body divisions (Detroit and Dayton) as controller.

Carlton Issues LP's & Singles

NEW YORK — In addition to the two "Anita Bryant Month" albums and one single due for release in January, and two Paul Evans albums which will make February "Paul Evans Month" (see separate story), Carlton Records is releasing a Merv Griffin single, "Banned in Boston," this week. The singer-emcee, who is quite hot in TV with two shows currently being aired and another on the way, has been signed to a two-year, four-album contract.

The label also announced the signing of Sid Bass as musical director, arranger and conductor. In addition, Bass will make records as an artist. He has signed an exclusive two-year contract effective February 1.

On the label's Guaranteed subsidiary, a.&r. man Richie Barrett has released his first blues and beat disk, an answer to "Shop Around," by Laurie Davis, called "Don't Shop Around." Freddie Houston, singing "Red Blooded, True Blue, American Boy," will follow shortly thereafter.

Second City Players Signed to Merc Pact

CHICAGO — Mercury Records just signed the Second City Players to an exclusive recording contract, and is losing no time putting the talents of this creative group on wax. Recording sessions will take place this week (17,18,19)—not at the Mercury studios—but during their nightly performances at the Second City coffeehouse-night club.

Included in this small company of variety artists are Mina Kolb, Severn Darden, Barbara Harris, and William Mathieu. Mina Kolb

Latin Casino N. J. To Bill Disk Talent

PHILADELPHIA — Although kicking off with the standard nitery names, including Sammy Davis Jr., Marlene Dietrich and Tony Martin, the new Latin Casino Theater-Restaurant at its new location outside the city at Merchantsville, N. J., will depend largely on recording names to help keep the large room filled. The new nitery stand is headed by Sammy Davis Jr.

First band booking is the follow-up show, January 23, when Count Basie shares the spotlight with Tony Bennett until February 2, when Ella Fitzgerald and Alan King take over. Patti Page has the solo spot along starting February 6, with Johnny Mathis taking over February 16 and Harry Belafonte taking in a long run from March 9 through 26.

Following a Holy Week shutdown, Joe E. Lewis, plus Dick Haymes and Fran Jeffries, are set for the April 3 week; Sophie Tucker and Ted Lewis for the April 10 week; and Milton Berle on April 17 to finish out the month. May bookings already set has Louis Prima and Keely Smith for a fortnight starting May 11, followed on May 29 for two more weeks by Joey Bishop plus Frankie Avalon.

is well known in the Windy City for her television work with disk jockey Ray Rayner, while Darden and Harris appeared recently on the Jack Paar show with Shelley Berman who worked with them in the old Compass Players here.

William Mathieu, the company's onstage pianist and composer, played trumpet and arranged for the Stan Kenton band before joining the Second City entourage.

Mills Music
HIT REMINDERS

BLUE TANGO
Bill Black's Combo (Hi)
Lester Lanin (Epic)

CORRINA, CORRINA
Ray Peterson (Dunes)

THEME from "THE APARTMENT"
Ferrante & Teicher
(United Artist Single & LP)

Hits of yesterday joining hits of today

WHEN MY SUGAR COMES DOWN THE STREET
Mary Kaye Trio (Verve)

I CAN'T GIVE YOU ANYTHING BUT LOVE
Jon James (MGM)

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This fabulous AIR-SEAL Airhouse, 55' by 104', includes 2 revolving doors, 3 blowers, 1 personnel door, multi-colored ends, 4 clear vinyl windows. Used for sales promotion only, like new. Will sell at fraction of original price. Write, wire or phone

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JONAH has a WHALE of a hit!!!

THE UNSINKABLE JONAH JONES SWINGS THE UNSINKABLE MOLLY BROWN

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Current Hit Single

I AIN'T DOWN
b/w
BLUE CHAMPAGNE

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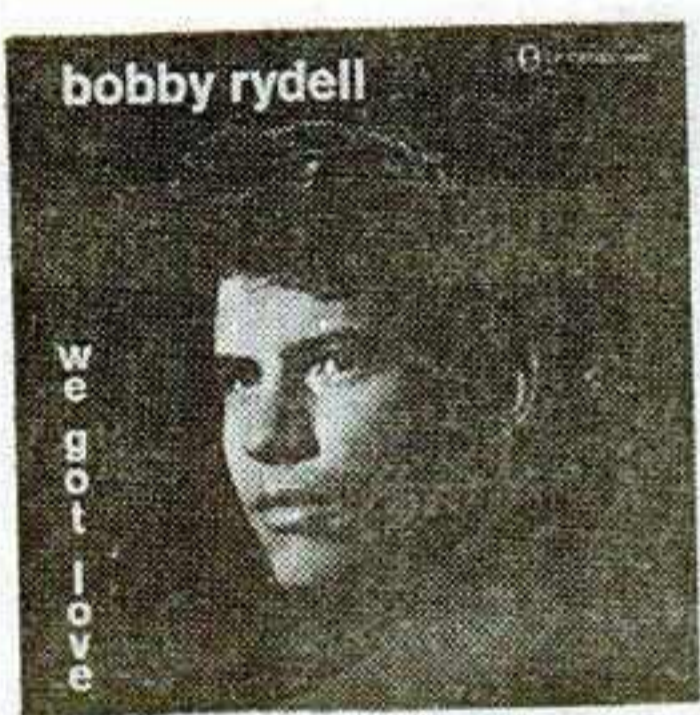
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100% EXCHANGE

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The TWO HOTTEST Artists in The Country ---

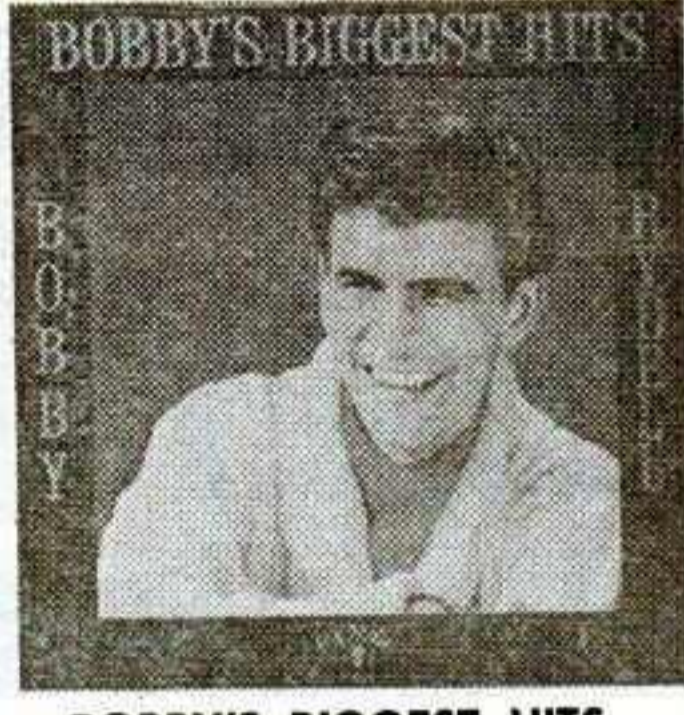
BOBBY RYDELL



WE GOT LOVE C-1006



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CHUBBY CHECKER



TWIST WITH CHUBBY CHECKER P-7001



FOR TWISTERS ONLY P-7002

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**ANOTHER NEW
DANCE CRAZE
IS SWEEPING
THE COUNTRY!**

Chubby Goes Wild Again...

**CHUBBY CHECKER
PONY TIME**



b/w

OH SUSANNA

P-818

PARKWAY RECORDS

A DOUBLE PLAY!

by **Jerry Murad and his Fabulous Harmonicats**

A HIT SINGLE!

4-41816 (also available on Single 333)

A HIT ALBUM!

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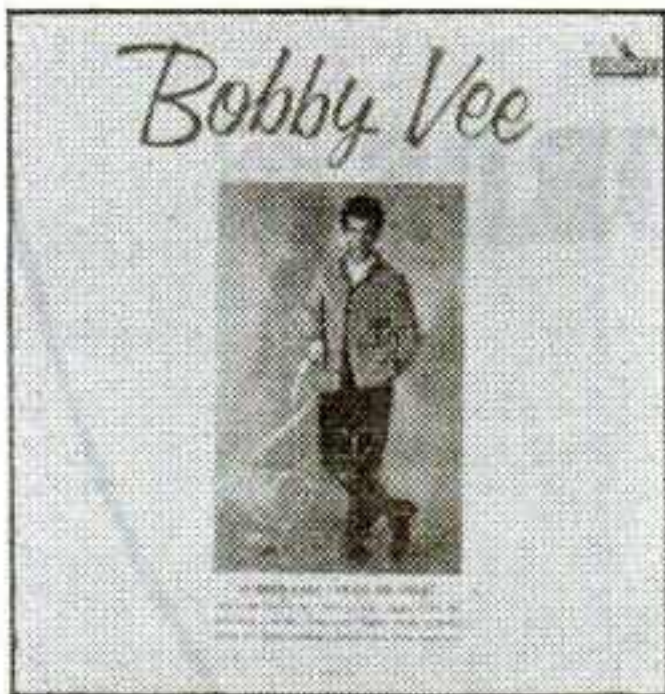
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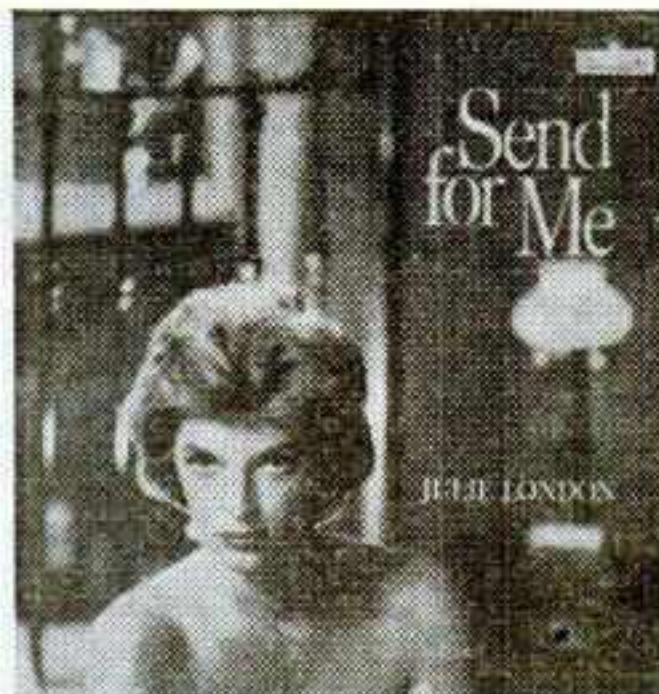
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BOBBY VEE Another hot one from the King of Teens! Liberty's tremendously popular talent discovery. Bobby's hits *Devil or Angel* and *Rubber Ball* on the disc. LRP-3181/LST-7181



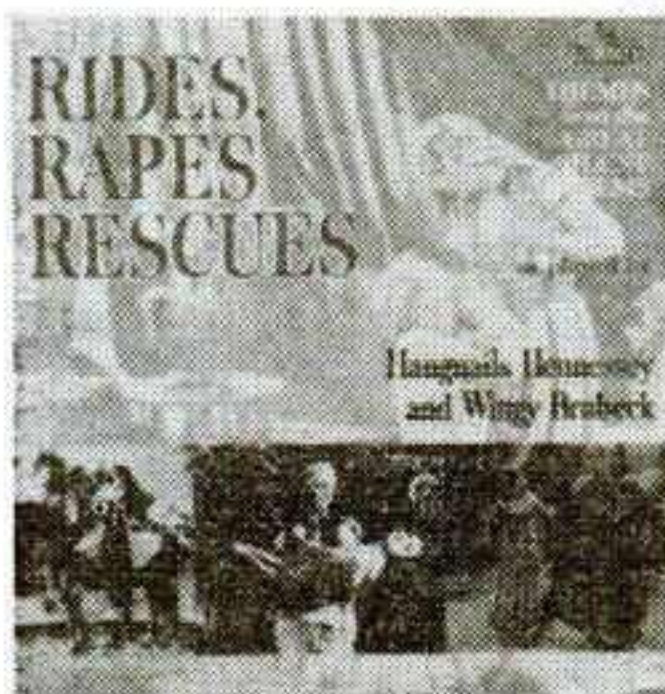
EXOTIC PERCUSSION—Martin Denny Fantastic percussion sound... Denny's best ever. At regular LP price! Album band points out special value. LRP-3168/LST-7168



SEND FOR ME—Julie London Julie belts out the blues in a sensational new style. Album band offers a life story of Julie...free! LRP-3171/LST-7171



ORIGINAL HITS—VOL. II New edition! More smash hits, past and present from top pop artists. LRP-3180



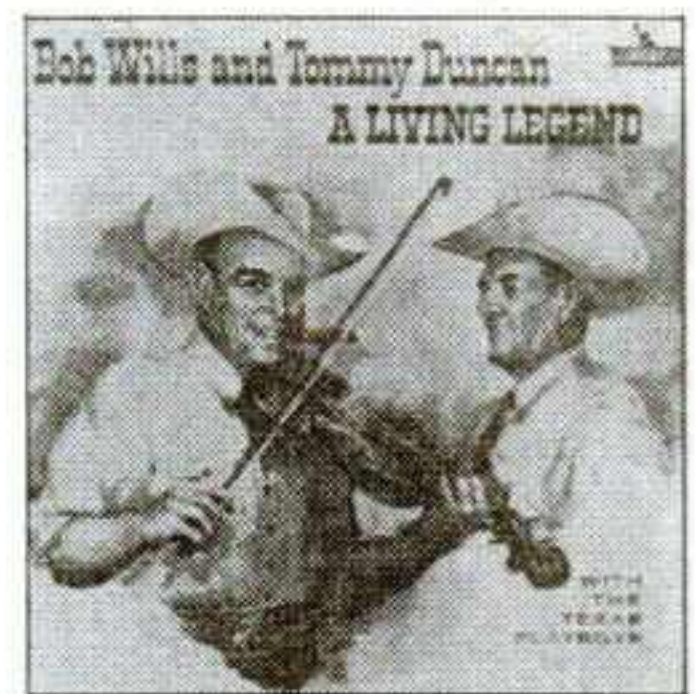
RIDES, RAPES AND RESCUES—Hangnails Hennessey/Wingy Brubeck Riotous! A rousin "fun" revival of silent film music accompaniments. LRP-3185/LST-7185



THE VENTURES The year's most exciting instrumental group follows up their current top-selling LP *Walk, Don't Run* with a second hit entry. Dolton BLP-2004/BST-8004



JOHNNY BURNETTE A dozen pop favorites from this top teen-appeal star, including recent hits *You're Sixteen* and *Dreamin'*. LRP-3183/LST-7183



A LIVING LEGEND—Bob Wills/Tommy Duncan All-time best selling C&W hits, each a Wills specialty. LRP-3182/LST-7182

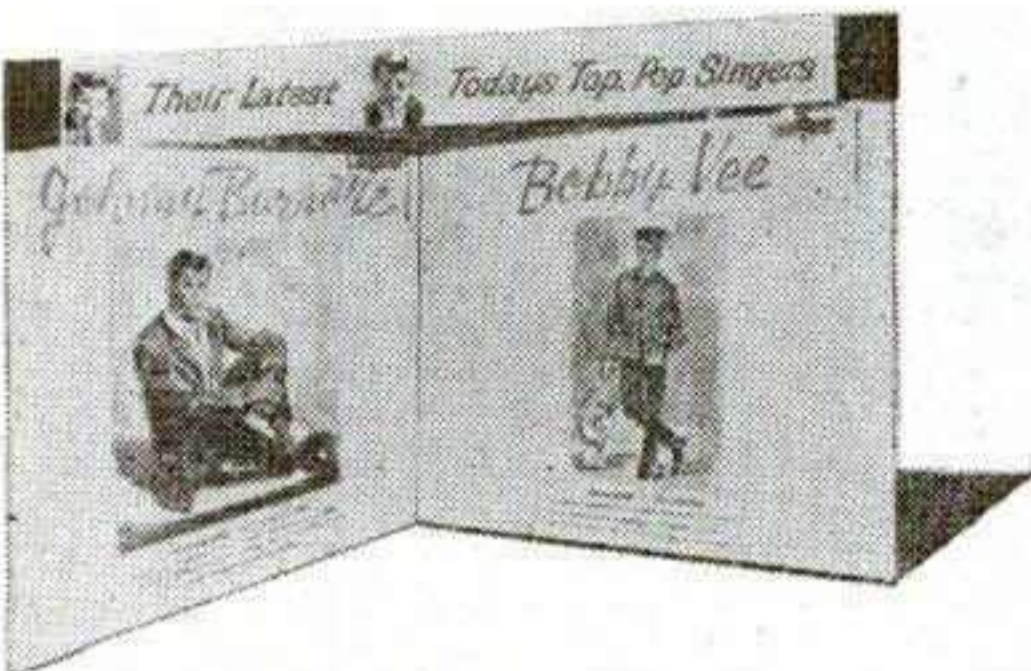
SPECIAL SALESMAKER!

SPECIAL SALESMAKER! "Send For Me" album band offers coupon for free, 16-page illustrated life story of Julie London. Previous releases promoted by both booklet and special display.

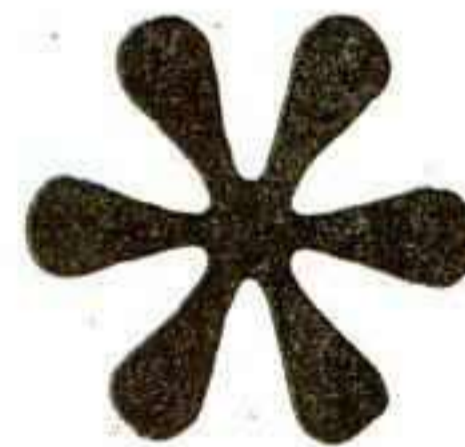
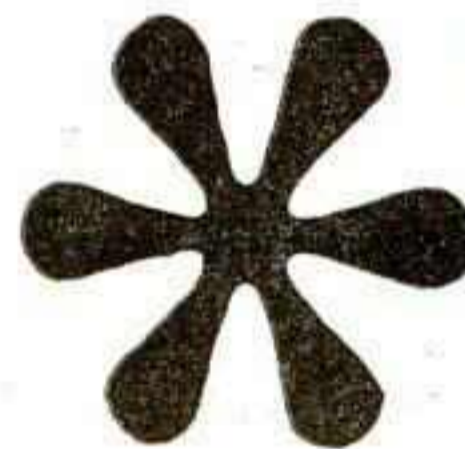
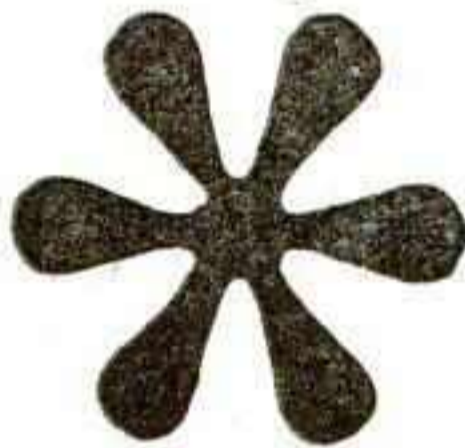
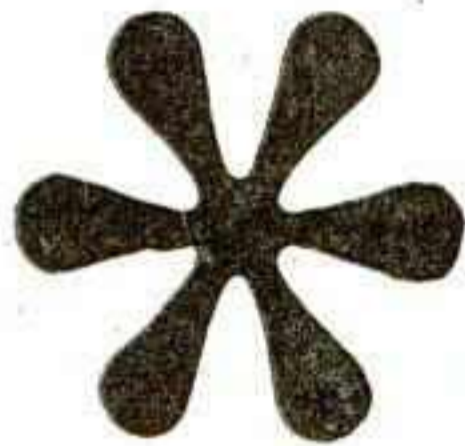


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DEALERS TERMS Liberty's incentive sales plan makes extra profits for you now.

■ 10% discount on your entire order (including complete catalog) just for sampling new Liberty releases.

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■ Special Terms (1/3 March 10, 1/3 April 10, 1/3 May 10, 1961) 2% 10; EOM.



BRITISH NEWSNOTES

Beaulieu Sets Jazz Fete Date; Sunshine Leaves Barber Scene

By DON WEDGE
News Editor,
New Musical Express

There will be another Beaulieu Jazz Festival this year, in spite of the Newport-like riots that made headlines the world 'round last year. Anita O'Day will top the strong British lineup which will include the Johnny Dankworth ork and Chris Barber. The festival will run July 29 through 30.

Barber, incidently, has lost his "Petite Fleur" clarinetist, Monty Sunshine. Monty is forming a group of his own and will record for Record Supervision, an indie production firm here. Disks will be released through Columbia.

VISITORS HERE: Philips flew in Michel Le Grand from Paris to record a single with Frankie Vaughan January 6. . . . U. S. folk booker Harold Leventhal visited London for the first time spending a week in talks about placing American folk talent here and taking British acts to the U. S.

TO THE U. S.: Judy Garland flew to Miami for one show and was due back in London, January 14. . . . EMI recording manager Norman Newell left for New York, Hollywood and Las Vegas January 10. With him went two of his artists, Russ Conway and Marion Ryan. . . . EMI Chairman Sir Joseph Lockwood was sailing on the Queen Elizabeth due in New York tomorrow (17) on his annual visit to Capitol executives.

TALENT TOURS: The Johnny Burnette - Roy Orbison tour due to start January 21 has been postponed. . . . Being negotiated are visits for varying periods by Bobby Rydell, Johnnie

Ray, Paul Anka and the Everly Brothers.

HOME FRONT: Tony Saxon has become professional manager of Lorna Music. . . . Johnnie Mathieson has left Britannia Music to join Johnny Johnston at Michael Reine Music. . . . Save Lee is the latest Top Rank artist to be taken by EMI.

LEGIT: Sandor Gorinsky plans to produce "The Unsinkable Molly Brown" in London this spring. . . . Jack Hylton will present "King Kong," the first all-colored South African musical, at the Princess, February 23. . . . "The Music Man" opens at Bristol Hippodrome February 20, prior to coming to the Adelphi March 16.

HONORS: A C.B.E., was awarded to Jack L. Warner, president of Warner Bros. Pictures. The award means he has been made a Commander of the Order of the British Empire and is one of the highest that can be made to a foreigner. . . . The sale of some 250,000 LP's by pianist Russ Conway in two and a half years was marked by a presentation of a silver disk, January 5. Conway records for EMI-Columbia and has a U. S. deal with MGM.

NEW ALBUMS: Pye is releasing an LP by Stanley Unwin, an unusual British comedian. . . . Philips has scheduled an EP of songs from the sound track of "Let's Make Love." . . . Among the Decca group's January LP's were Sam Cooke: "Cooke's Tour" (RCA); Brian Hyland: "The Bashful Blond"; Johnny Burnette: "Dreamin'" (London).

NEW SINGLES: Four disks of an American song not high in the U. S. charts were scheduled last weekend. "Angel on My Shoulder" had versions by the composer, Shelby Flint (issued here on Warners) and Jerry Wallace (London from Challenge) as well as two British artists—Dick Jordan (Oriole) and Jimmy Young (Columbia). . . . "Rubber Ball" appeared in triplicate—Bobby Vee's Liberty hit (on London) with covers by the Avons (Columbia) and Marty Wilde (Philips). . . . The film tune "Ruby Doby Du" from "The Key Witness" has five versions—by the Ted Heath Ork (Decca), the Volcanoes (Philips), Tobin Matthews (Polydor), Joanie Sommers (Warners) and Charles Wolcott (MGM). . . . The Heath ork also competes on the "Midnight Lace" theme with Ray Ellis (MGM) as well as the earlier - issued version by Ray Conniff (Philips). . . . Other U. S. chart items issued here included Ray Charles: "Ruby" (HMV from ABC - Paramount); Sam Cooke: "Sad Mood"; Neil Sedaka: "Calendar Girl" (RCA); Ricky Nelson: "You Are the Only One"; Lawrence Welk Ork: "Calcutta" and Larry Verne: "Mister Livingston," (London from Imperial, Dot and Era respectively). . . . But the release of the week was Elvis Presley's "Are You Lonesome Tonight" (RCA).

RECORD SALES: Five American songs make chart entries this week—all but one by U. S. artists: Johnny Horton's "North to Alaska" (Philips) at No. 21; Duane Eddy (London) is first away with "Pepe"; Connie Francis (MGM) enters again at No. 25 in the first week of a new release, "Many Tears Ago"; and Johnny Burnette (London) has the best-selling version of "Your'e Sixteen" (No. 27). The British newcomer is the cover of "Doll House" by the King Brothers (Parlophone) at No. 28.

Best Selling Pop Records in BRITAIN

For week ending January 13, 1961
(Courtesy New Musical Express, London)

Last Week	This Week	Title	Artist
1	1	POETRY IN MOTION	Johnny Tillotson (London)
3	2	I LOVE YOU	Cliff Richard (Columbia)
2	3	SAVE THE LAST DANCE FOR ME	Drifters (London)
4	4	IT'S NOW OR NEVER	Elvis Presley (RCA)
8	5	PERFIDIA	Ventures (London)
5	6	LONELY PUP	Adam Faith (Parlophone)
12	7	PORTRAIT OF MY LOVE	Matt Monro (Parlophone)
17	8	COUNTING TEARDROPS	Emile Ford (Pye)
7	9	GOODNESS GRACIOUS ME	Peter Sellers and Sophia Loren (Parlophone)
11	10	BLUE ANGEL	Roy Orbison (London)
6	11	ROCKING GOOSE	Johnny and the Hurricanes (London)
10	12	STRAWBERRY FAIR	Anthony Newley (Decca)
9	13	MAN OF MYSTERY	Shadows (Columbia)
16	14	SWAY	Bobby Rydell (Columbia)
15	15	BUONA SERA	Acker Bilk (Columbia)
19	16	STAY	Maurice Williams and the Zodiacs (Top Rank)
13	17	LITTLE GIRL	Marty Wilde (Philips)
14	18	STRAWBERRY BLONDE	Frank D'Rone (Mercury)
24	18	LIKE STRANGERS	Everly Brothers (London)
17	20	GURNEY SLADE	Max Harris (Fontana)
—	21	NORTH TO ALASKA	Johnny Horton (Philips)
21	22	LITTLE DONKEY	Nina and Frederik (Columbia)
—	23	PEPE	Duane Eddy (London)
23	24	BLACK STOCKINGS	John Barry (Columbia)
—	25	MANY TEARS AGO	Connie Francis (M-G-M)
26	26	CHARIOT	Rhet Stoller (Decca)
—	27	YOU'RE SIXTEEN	Johnny Burnette (London)
—	28	DOLL HOUSE	King Brothers (Parlophone)
22	29	TILL	Tony Bennett (Philips)
20	30	AS LONG AS HE NEEDS ME	Shirley Bassey (Columbia)

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RECORDS

"THE NATION'S BEST SELLING RECORDS"

Berlin Stops Elvis Presley's 'Heart'

Continued from page 14

Fair Lady" is a very hot sales item here. Also the Drifters' recording, "Save the Last Dance for Me."

NEW RELEASES: Dalida has just recorded, on Ariola, a German vocal version of "Pepe" which will come to Germany in the middle of March... "Das Teuerste Programm Der Welt" (the Most Expensive Program in the World) is the title of a new Electrola LP containing a mixed medley of the most popular German and foreign songs of all types; Marlene Dietrich, Josephine Baker, Lotte Lenya, Guido Gualdini, and Louis Armstrong are among the artists.

Electrola has issued on Columbia the first German sung title of English teen-age idol Cliff Richard: "Bin Verliebt" (Fall in Love) and "Die Stimme der Liebe" (The Voice of Love)... On Polydor, Austrian Peter Weck sings German version of "Who Was That Lady" entitled "Wer War Die Dame"... "Flittin' and a Flirtin'" has German version. Anita Wilson sings it on Polydor.

Another version of the French tune "Cafe Oriental," by Bill Ramsey, is now on Polydor... "Babylone 21 - 29" is another French hit with a German lyric now entitled "Hallo Susi" played by Max Greger's ork on Polydor... The Milken Brothers offer a political song in the "Independence Cha - Cha" on Electrola.

DISTRIBUTION: The new German label Bella Musica has taken over the distribution for the Triola label of the Danish Publishing House Morks in Germany, Austria and Switzerland. Morks will therefore distribute the Bella Musica repertoire in Scandinavia.

PERSONALS: Austrian born Lolita, Germany's most famous songstress, is to receive her first Gold Record, January 17, in Vienna, for her million-seller "Seemann"... Kurt Henkels, famous conductor of Radio Leipzig (Eastern Germany), who left East Germany in July 1959 for political reasons, has recently cut two new big band titles, "Muss I Denn Zum Stadtele Hinaus," backed with "Ramona." Both Ariola titles are played in a modern big band style.

CHANGES: Liane Riva, a Teldec discovery, who had her first releases on Telefunken, is now on Metronome. She has recorded "Gondoliere" b - w "Dein"... Inge Bruck, too, has changed to Metronome with the German version of "Anymore," entitled "Es Wird Alles Wieder Wie Es War," as first release.

NEW RELEASES: Conny, has just recorded her first French waxing "Paris, Bravo," on Pathe Marconi in Paris, is to record an English version of her German hit "Kleine Lucienne" to be released on American Capitol... On Decca, Gerd Botchner, who was successful with German version of "O Sole Mio," has recorded German version of Johnny Tillotson's "Poetry in Motion," entitled "Deine Roten Lippen" (Your Red Lips).

Gitta Lind and Christa Williams, who made "My Happiness" an outstanding hit here, have a vocal version of "Vaya Con Dios" on Decca. Lyrics by Kurt Feltz... Wyn Hoop will record the Johnny Cash title "I Walk the Line" with a German lyric entitled "Wer Kennt Den

Weg" (Who Knows the Way). Producer is former GI, Mal Sandox, now deejay, producer and recording artist.

Danish singing couple Nina and Frederik have recorded two new titles on Metronome, "Billy Boy" b-w "It's Been a Long, Long Time." Also Bobby Darin on Atlantic distributed by Metronome, has two new numbers: "A Picture, No Painter Could Paint" b-w "Hush, Somebody's Calling My Name"... "Danke Schon, Paris," German version of "Le Coeur de Paris," German lyrics written by Joachim Relin, is Willy Hagara's latest waxing on Philips... Barbara Klein, a new singing talent being pushed by Philips will release "Santa Rosa, Farewell," German version of Buddy Kaye and Lee Jones' "Island Farewell," German lyrics written by Claus Ritter.

"Last Date" has been released together with "The Green Leaves of Summer," played by Toots Thielemans on the harmonica and Swedish Jazz artist Arne Domnerus by Metronome... Ralph Bendix sings German version of Johnny Horton's "North to Alaska" entitled "Weit Von Alaska" (Far From Alaska) on Electrola... Billy Sanders sings on Electrola "Weit Ist Der Weg Nach Rio" (Nobody Understands Me), German lyrics by Retter... Polydor is to release two titles by French Marcel Amont: "Bleu, Blanc, Blond," French version of "True, True Happiness," and "Tout Doux, Tout Doucement" from "Come Softly to Me"... Polydor is issuing on Brunswick the sound track from "Spartacus," music composed and conducted by Alex North.

NEW VOICE: Karina is a new name on records here. Her first release is a German version of "I Really Don't Want to Know," entitled "Fur Immer Beisammen" (Together for Always) on Metronome.

NEW MUSIC: Decca is pushing new Vico Torriani number, "Cafe Oriental" (German version of French hit "C'est Ecrit Dans Le Ciel"). They hope it will succeed the artists tremendous hit "Kalkutta Liegt Am Ganges." Recording is backed by another French tune "C'est un Homme Terrible" with the German title "Eiffelturm-Melodie"... Hamburg publisher Hans Sikorski reports strong activity on Caterina Valente's recording "Einen Ring Mit Zwei Blutroten Steinen" (A Ring With Two Blood Red Stones) from the German Song Festival 1960 in Weisbaden. Firms in Scandinavia, England, the Benelux countries, France, Italy, Switzerland and Austria have bought the tune. Negotiations are being held for release in the States. Caterina Valente sings the tune in Italian, 17-year-old Annelies De Graaf in the Netherlands and Gy Holdorf in Denmark. It is placed in the current German hit parade at Seventh position.

AFN: These were the most aired tunes by the American Forces Network during the last half of December:

1. "North to Alaska" (Johnny Horton)
2. "Poetry in Motion" (Johnny Tillotson)
3. "Wonderland By Night," (Bert Kaempfert)
4. "Are You Lonesome Tonight" (Elvis Presley)
5. "Save the Last Dance for Me" (Drifters)
6. "Hucklebuck" (Chubby Checker)
7. "Sailor" (Lolita)
8. "New Orleans" (U. S. Bonds)
9. "Georgia on My Mind" (Ray Charles)
10. "Devil or Angel" (Bobby Vee)

'Romantica' Wins TV Song Prize

Continued from page 14

TOP SONGS: Five top Italian records of the year had no festival origins. Umberto Bindi's "Il Nostro Concerto" (Our Concert) was first, just ahead of "Nessuno Al Mondo" (No one in the World) in versions by Caterina Valente and Peppino of Capri. Others in top five were "Il Cielo In Una Stanza," (Heaven in a Room) recorded by Mina and by Gino Paoli, "Impazzivo Per Te" (Crazy Over You) by Adriano Celentano and "Marina" by Rocco Grant and Marino

Marini. Top American recordings were "A Summer Place" by Percy Faith and Hugo Winterhalter which just missed the top, and Pat Boone's "Words." Mina and Peppino of Capri must be rated as the artists who reached the top in 1960... A children's jury, listening to songs about Christmas from five continents, selected the European entry, "Star of Christmas," by Renato Rascel as the best. American entry, "Christmas Song," by Paul Anka, was fourth after Asian and African entries, but in all justice it must be reported that Italian was the only language all of the children, who came from the various continents, understood.

PERSONALITIES: Nilla Pizzi has switched to the Titanus label... Giuseppe Giannini, now in U. S., will add director general of new Galleria del Corso label to his CGD duties... Sweet singers triumphed over the screamers in the artist poll of "Sorrisi e Canzoni." Seven traditional voices finished at the top of the poll... Domenico Modugno gets the cast removed from his broken leg January 15. His musical comedy, "Rinaldo on the Battlefield," is now set to open in March... Prof. Egidio Tosatti has patented a system for announcing the names of songs and artists on juke boxes with a track that need not be used when the record is played at home... Graz, lots!

Japanese News

Continued from page 14

engaged for one performance each by Tokyo TV, January 25, and Nippon TV, January 26. For the rest of their stay, they are to entertain U. S. Forces stationed here.

Delta Rhythm Boys are arriving in the middle of January on their second visit. They are slated to sing at the Sankei Hall, Osaka, for four days from January 29. After finishing their performances in Kyoto, Kobe, Fukuoka and other cities, they are to appear at the Sankei Hall, Tokyo, for four days from February 22.

TO THE U. S.: Miss Mariko Ike, a thrush exclusive to Nippon Columbia, has been staying in the States for more than six months, and gave concerts January 11 and 13 at the Master Theater, New York City (Columbia University). Her program consisted mostly of Japanese popular songs with a few American numbers added.

Pontiac Sets Up Globe Disk Distrib Firm

NEW YORK — Irv Jerome of Pontiac Records is setting up Globe Disc Distributing Company here which will distribute indie disks nationally, and—in some cases—will release masters on its own label, Seg-Way Records. Scepter Records has an interest in the new company.

Emphasis, said Jerome, will be on young pop talent. The firm will distribute singles only initially, but expects to expand into the LP field later. Jerome has lined up about 35 distributors across the country. However, he said that not all lines will be handled by the same distributors.

Globe will manufacture and handle all promotion and merchandising on the indie disks it takes on, similar to the way Am-Par handles Chancellor and other lines. The first releases taken on by Globe include "The Shack" by the Arabians on Twin Star, "Go Away Baby" by the Baby Dolls on Maske, "Ugly Face" and "This Day" by Jolly Jaz on Dasher, "Ghost Train" and "Day Dream" by the Electro-Tones on J-B, "Yankee Doodle Rock" and "Get off the Road" by Lenny and the Continentals on Donmar, and "A Young Boy's Prayer" and "Make Up Your Mind" by Jimmy Dalton on Donmar.

Jerome previously served with Capitol Records — first in sales, then as head of its subsidiary label, Prep—sales chief for MGM Records and sales vice-president for Roulette Records.

Stan Applebaum Says Arrangers Not Getting Their Due Recognition

NEW YORK—Stan Applebaum, the free-lance arranger and composer, who has been responsible for a number of top hits lately, feels that arrangers are not getting their due recognition. He stated last week that "there should be some form of participation for arrangers, when the session he has worked on results in building a new artist."

Applebaum's recording record indicates how important an arranger can be for an artist. Some of his hit arrangements include "Many Years Ago," with Connie Francis; "Save the Last Dance for Me," with the Drifters; "Calendar Girl," with Neil Sedaka; "Dance by the Light of the Moon," with the Olympics; "Banjo Boy," with Art Mooney" and "Lavender Blue," with Sammy Turner.

Many arrangers have been fighting for some sort of participation when disks they handle turn out to be hits. As yet, only a few firms have done this, but more and more firms are using arrangers as a.&r. men.

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WBNY TO AIR NEWER ARTISTS

BUFFALO — New record artists who have yet to come up with a hit single usually have a tough time getting deejay exposure. Jack Kelly, WBNY, here, is planning to do something about it.

The station is readying a new program which will feature relatively unknown record artists each week. The show is designed "to give him or her as much exposure as possible in the Buffalo area." Kelly is anxious to contact such young artists and obtain material on their background.

'Alamo' Besieged By Musicians' Union Members

WASHINGTON — A musical siege of the Alamo, waged by the American Federation of Musicians for representation of some 80 workers on the "Alamo" movie score, met defeat last week at the hands of the National Labor Relations Board. The board rejected the AFM claim that these musicians, arrangers, et al, were employed directly by the movie-making firm, Batjac Productions, thereby entitling the AFM to representation, as in previous "package" rulings on Batjac music scores.

NLRB said that this, however, was not a typical "package" deal, fixing responsibility with Batjac Productions, through personal service contracts and a master agreement. The labor board ruled that the musicians were actually under contract to Dimitri Tiomkin, trading as Erosa Music Corporation, which had complete control over all aspects of the musical scoring.

The AFM had contended that a secondary contract between the musicians and the movie firm, guaranteeing recording and re-use fees in later exploitation of the "Alamo" music score, set up an employer-employee relationship. NLRB said this was not the case.

Argo Wax to Win Jazz Aficionados

CHICAGO—Jazz critics around the world will probably unanimously vote a special commendation to Jack Tracey of Argo Records when the diskery's new "Jazz University's New-Fangled Kicks" arrives on the scene shortly.

The jazz set, which is affectionately referred to as "J.U.N.K.," contains musical tracks that should cause comment among jazz critics. It is alleged to have been recorded at a most controversial concert presented by Morris Grants. On the bill at said concert were the likes of "Morris Davis," playing trumpet, and pianist "Morris Brewbeck" and his quartet.

Controversy already rages about the validity of the performances, but it is understood the album is meant as a lyric lampoon. It is also understood that the mind behind the recording is the same mind that created the "Worst of Morris Garner" some years ago. On this date he plays most, if not all, of the featured instruments.

Van Cliburn on RCA Deejay Promo Single

NEW YORK — RCA Victor is going to unusual lengths to promote its new Van Cliburn album. The diskery is shipping a special single to 2,500 disk jockeys, which contains an excerpt from the MacDowall Piano Concerto No. 2. The deejay single is packaged in a special two-color sleeve. Victor hopes for exposure and increased LP sales as a result of the promotion.

WITH THE COUNTRY JOCKEYS

"Just a quick note to let you know how things are progressing with this 50,000-watt, all-country music station since we made the big switch in mid-November," typewrites Bill Mack, country music director and deejay (four hours daily) on KENS, San Antonio. "To put it mildly, country music is booming here, with listeners making with terrific response. would appreciate records in duplicate from diskeries and artists, as we do our daily broadcasts from two studios." Station KENS, Mack reports, has booked its first show into San Antonio January 22, with such artists as Faron Young, Ferlin Husky, Cowboy Copas, George Jones, Roy Drusky, Skeeter Davis and Johnny Seay slated to participate.

The beginning of the new year found the following jockeys making a move and in need of country records: Tom Reeder, WYAL, Scotland Neck, N. C.; Larry Lane, WZST, Tampa; Al Robinson, WBKH, Hattiesburg, Miss., and Boyd Whitney, KZRE, Farmington, N. M. KZRE and WZST are all-country stations. . . . Deejays needing a copy of Johnny Cash's new Sun release, "Oh, Lonesome Me," or his new Columbia platter, "The Girl in Saskatoon," may obtain same by writing to Stew Carnall, Johnny Cash, Inc., Suite 26, 15445 Ventura Boulevard, Sherman Oaks, Calif. . . . Pamper Music, Inc., 119 Two Mile Pike, Goodlettsville, Tenn., invites deejays to write in for sample of Ernest Tubb's latest Decca release, "Little Ole Band of Gold."


Bob Roe, c.&w. deejay at WCHN, Norwich, N. Y., outlines a new idea in promoting country and western music which he says has been working successfully in the station's listening area. "We hold a country music jamboree nightly in the form of a talent show at the Colonial Theater, Norwich," writes Roe. "The area's

(Continued on page 56)

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Diskeries Use Outside Product

• Continued from page 4

the Drifters, and Coasters, and scores of others; the Nevins-Kirshner team have had hit after hit with Neil Sedaka, and Slay and Crewe made Freddy Cannon a hit-maker. But there are many other teams and individuals, like Garry Paxton on the West Coast, Teddy Randazzo in the East. Sil and Hazelwood on the Coast, etc., who constantly work on disks for a quantity of labels, as free-lance a.&r. men.

And interestingly enough, the use of outside a.&r. men, for either specific artists, or even regulars on the label, has not interfered with the work being done by the regular staffers. Victor, as an example, has its Neil Sedaka hits, as well as hits turned out by Chet Atkins, Hugo and Luigi, etc., on the company a.&r. rolls. With the indies, where the owner is usually the a.&r. man as well, the use of an outside a.&r. man doesn't cause any ruffled feathers.

One of the newest wrinkles in the use of outside recording men is using publishers as free lance a.&r. men. Goldie Goldmark, one of the colorful publishing executives in the business, was responsible for the Jimmy Jones hits on Cub a while back. Writers somehow always drifted into a.&r. work, and the number is many among writers who turn recording men for various and sundry labels.

One of the most interesting and one of the more recent trends is the acceptance on the part of record firm's to the artist himself doing his own a.&r. work. With the type of artist coming up today there are tradesters who think the regular a.&r. man might be considered outmoded. Jackie Wilson now has his own set-up on the Brunswick label. He is shareholder of the label along with manager Nat Tarnapol, and does his own dates, picks his songs, decides

when the records are to be released, decides what talent could go on the label. Bobby Darin had his own set-up on the Addison label, and he not only selected the talent but also did his own dates. Paul Anka does much of his own work at ABC-Paramount, and it is reported that he could have his own set-up on the label if he wished it when his current contract expires. Ray Charles and Lloyd Price are artists who also do much of their own a.&r. work from writing the songs to setting the arrangements and choosing the sides.

What this all adds up is that record companies are willing, generally, to go along with outside talent, a.&r. men, other labels, in order to have salable product. Columbia Records, of the large firms, seems to prefer handling its own recording dates and does not usually distribute other labels or look for hot masters. Yet, in the Columbia Record Club the firm appears to want other labels and is now distributing Verve and Mercury records through the club. But Victor, Capitol, Decca, Mercury, ABC-Paramount, and others, are interested in outside masters, and almost every other company has an open-door policy here, too. The album field, too, is experiencing a similar kind of change, and as the trend builds for labels to buy LP's made by outside a.&r. men, more and more firms are doing just that.

Capitol Signs Comic Melvin

HOLLYWOOD — Capitol Records last week signed stand-up comic Bob Melvin to a recording contract. His first LP for the label is called "Closer, Baby, Don't Fight It," a tag he uses frequently in his laugh routines. To record crowd reaction to his funnies, Capitol recorded the rib-tickler before an audience assembled in its home office studios here.

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- I Can't Give You Anything But Love**
- My Melancholy Baby**
- Misty**
- September Song**

- One For My Baby
(and One More For The Road)**
- Who's Sorry Now**
- I'm Getting Sentimental Over You**
- Reach For Tomorrow**



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- 3 Records: Many of today's greatest sellers are available—for coin-phonograph use—only as 33 1/3 album singles.
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WEEK OF JANUARY 16

ARTIST OF THE WEEK
10-SELECTION 33 1/3 STEREO ALBUM RECORD PACKAGES

SIDE BY SIDE **WILBURN BROTHERS**
(DECCA)

SING A SONG WITH THE ORIGINAL
ROARING '20'S **ENOCH LIGHT**
(GRAND AWARD)

the ARTIST OF THE WEEK

PHONOGRAPH THAT'S PERSONALIZED FOR YOUR LOCATIONS

BILLBOARD MUSIC WEEK BEST SELLING

NOTE: The listings on this spread are the nation's best selling LP's in the period specified above. They include approximately 200 albums which must be regarded as essential inventory for dealers and as outstanding programming for broadcasters. For convenience in using this material for inventory, display or programming, the listings have been broken into leading categories. The LP's then are listed alphabetically rather than in sales order within each category.

The letter M following a title indicates that only the Monophonic version of that LP is a best seller; the letter S indicates that only the Stereo version is a best seller; the letters M-S indicate that both Mono and Stereo versions are best sellers.

The best selling new LP's, on the charts nine weeks or less, are listed in rank order according to sales in the Action Album charts, in the center of this spread.

BEST SELLING POP VOCAL LP'S

Listed Alphabetically

MALE VOCALISTS

- Anka at the Copa (M)
Paul Anka...ABC-Paramount ABC 353
- Paul Anka Sings His Big 15 (M)
.....ABC-Paramount LP 323
- Belafonte at Carnegie Hall (M-S)
Harry Belafonte...RCA Victor LOC 6006; LSO 6006
- Belafonte Returns to Carnegie Hall (M-S)
Harry Belafonte...RCA Victor LOC 6007; LSO 6007
- Calypso (M)
Harry Belafonte...RCA Victor LPM 1248
- Come Dance With Me (M-S)
Frank Sinatra...Capitol W 1069; SW 1069
- Come Fly With Me (M)
Frank Sinatra...Capitol W 920
- Darin at the Copa (M-S)
Bobby Darin...Atco 122; SD 122
- Elvis Is Back (M-S)
Elvis Presley...RCA Victor LPM 2231; LSP 2231
- Faithfully (M-S)
Johnny Mathis...Columbia CL 1422; CS 8219
- Gunfighter Ballads and Trail Songs (S)
Marty Robbins...Columbia CS 8158
- Heavenly (M-S)
Johnny Mathis...Columbia CL 1351; CS 8152
- Buddy Holly Story (M)
.....Coral CRL 5-7326
- Johnny's Greatest Hits (M)
Johnny Mathis...Columbia CL 1133
- Johnny's Moods (M-S)
Johnny Mathis...Columbia CL 1526; CS 8326
- Love Is the Thing (M)
Nat King Cole...Capitol W 824
- More Gunfighter Ballads and Trail Songs (M)
Marty Robbins...Columbia CL 1481
- More of Johnny's Greatest Hits (M-S)
Johnny Mathis...Columbia CL 1344; CS 8150
- More Songs by Ricky (M)
Ricky Nelson...Imperial 9122
- Nice 'n' Easy (M-S)
Frank Sinatra...Capitol W 1417; SW 1417
- No One Cares (M-S)
Frank Sinatra...Capitol W 1221; SW 1221
- Only the Lonely (M-S)
Frank Sinatra...Capitol W 1053; SW 1053
- Open Fire, Two Guitars (M-S)
Johnny Mathis...Columbia CL 1270; CS 8056
- That's All (M)
Bobby Darin...Atco 104
- This Is Darin (M-S)
Bobby Darin...Atco 115; SD 115
- Warm (M)
Johnny Mathis...Columbia CL 1078
- Wild Is Love (M-S)
Nat King Cole...Capitol WAK 1392; SWAK 1392

FEMALE VOCALISTS

- Annette Sings Anka (M)
.....Vista BV 3302
- Brenda Lee (M)
.....Decca DL 4039
- Connie's Greatest Hits (M)
Connie Francis...M-G-M E 3793
- Italian Favorites (M)
Connie Francis...M-G-M E 3791
- I've Got a Right to Sing the Blues (M)
Eileen Farrell...Columbia CL 8256
- Latin a la Lee (M-S)
Peggy Lee...Capitol T 1290; ST 1290
- Mack the Knife—Ella in Berlin (M-S)
Ella Fitzgerald...Verve MG 4041; MG 64041
- More Italian Favorites (M-S)
Connie Francis...M-G-M E 3871; SE 3871
- This Is Brenda (M)
Brenda Lee...Decca DL 4082
- What a Difference a Day Makes (M)
Dinah Washington...Mercury MG 20479

DUOS AND GROUPS

- Date With the Everly Brothers (M)
.....Warner Bros. WB 1395
- Encores of Golden Hits (M)
Platters...Mercury MG 20472
- Fabulous Style of the Everly Brothers (M)
.....Cadence 3040
- From the hungry I (M)
Kingston Trio...Capitol T 1107
- Here We Go Again (M-S)
Kingston Trio...Capitol T 1258; ST 1258
- Kingston Trio (M-S)
.....Capitol T 996; ST 996
- Kingston Trio at Large (M-S)
.....Capitol T 1199; ST 1199
- Sold Out (M-S)
Kingston Trio...Capitol T 1352; ST 1352
- String Along (M-S)
Kingston Trio...Capitol T 1407; ST 1407

CHORUSES

- Fireside Sing Along With Mitch (M)
Mitch Miller...Columbia CL 1389
- Folk Song Sing Along With Mitch (M-S)
Mitch Miller...Columbia CL 1316; CS 8118
- Memories Sing Along With Mitch (M-S)
Mitch Miller...Columbia CL 1542; CS 8342
- More Sing Along With Mitch (M-S)
Mitch Miller...Columbia CL 1243; CS 8043
- Party Sing Along With Mitch (M-S)
Mitch Miller...Columbia CL 1331; CS 8138
- Saturday Night Sing Along With Mitch (M)
Mitch Miller...Columbia CL 1414; CS 8211
- Sentimental Sing Along With Mitch (M-S)
Mitch Miller...Columbia CL 1457; CS 8251
- Sing Along With Mitch (M-S)
Mitch Miller...Columbia CL 1160; CS 8004
- Still More Sing Along With Mitch (M-S)
Mitch Miller...Columbia CL 1283; CS 8099

BEST SELLING COMEDY LP'S

Listed Alphabetically

- Button-Down Mind of Bob Newhart (M)
Bob Newhart...Warner Bros. 1379
- Button-Down Mind of Bob Newhart Strikes Back (M)
Bob Newhart...Warner Bros. 1393
- Down to Earth (M)
Jonathan Winters...Verve MG 15011
- Edge of Shelley Berman (M)
Shelley Berman...Verve MG 15013
- Inside Shelley Berman (M)
Shelley Berman...Verve MG 15003
- Kick Thine Own Self (M)
Brother Dave Gardner...RCA Victor LSP 2239
- Knockers Up (M)
Rusty Warren...Jubilee JLP 2029
- Laughing Room (M)
Woody Woodbury...Stereodiddies MW 2
- Mort Sahl at the hungry I (M)
Mort Sahl...Verve MG 15012
- My Name Is Jose Jimenez (M)
Bill Dana...Signature SM 1013
- Outside Shelley Berman (M)
Shelley Berman...Verve MG 15007
- Rejoice Dear Hearts (M)
Brother Dave Gardner...RCA Victor LPM 2083
- Wonderful World of Jonathan Winters (M)
Jonathan Winters...Verve MG 15009
- Woody Woodbury Looks at Love and Life (M)
Woody Woodbury...Stereodiddies MW 1

BEST SELLING SHOW MUSIC LP'S

Listed Alphabetically

ORIGINAL CAST

- Bye Bye Birdie (M-S)
Original Cast...Columbia KOL 5510; KOS 2025
- Fiorello (M-S)
Original Cast...Capitol WAO 1321; SWAO 1321
- Flower Drum Song (M-S)
Original Cast...Columbia OL 5350; OS 2009
- Gypsy (M-S)
Original Cast...Columbia OL 5420; OS 2017
- Irma La Douce (M)
Original Cast...Columbia OL 5560
- Music Man (M-S)
Original Cast...Capitol WAO 990; SWAO 990
- My Fair Lady (M-S)
Original Cast...Columbia OL 5090; OS 2015
- The Sound of Music (M-S)
Original Cast...Columbia KOL 5450; KOS 2020
- South Pacific (M)
Original Cast...Columbia OL 4180
- Tenderloin (M)
Original Cast...Capitol WAO 1492
- Unsinkable Molly Brown (M-S)
Original Cast...Capitol WAO 1509; SWAO 1509
- West Side Story (M-S)
Original Cast...Columbia OL 5230; OS 2001

SOUND TRACK

- The Alamo (M)
Sound Track...Columbia CL 1558
- Ben-Hur (M-S)
Rome Symphony Orchestra (Savina)...M-G-M 1E1; 1SE1
- Can Can (M-S)
Sound Track...Capitol W1321; SW 1321

- Exodus (M-S)
Sound Track...RCA Victor LOC 1058; LSO 1058
- G. I. Blues (M-S)
Elvis Presley...RCA Victor LPM 2256; LSP 2256
- Gigi (M-S)
Sound Track...M-G-M E 3641; SE 3641 ST
- King and I (M-S)
Sound Track...Capitol W 740; SW 740
- Oklahoma! (M-S)
Sound Track...Capitol WAO 595; SWAO 595
- Porgy and Bess (M-S)
Sound Track...Columbia OL 5410; OS 2016
- South Pacific (M-S)
Sound Track...RCA Victor LOC 1032; LSO 1032
- Student Prince (M)
Mario Lanza...RCA Victor LM 1837
- Theme From The Apartment (M)
Sound Track...United Artists 3105

MUSIC FROM MUSICALS, FILMS AND TV

- Ballads and Rhythms of Broadway (M-S)
Johnny Mathis...Columbia CZL 17; CS 803
- Broadway in Rhythm (M-S)
Ray Conniff...Columbia CL 1252; CS 8064
- Camelot (Music From) (M)
Percy Faith...Columbia CL 1570
- Film Encores, Vol. 1 (M-S)
Mantovani...London LL 1700; PS 124
- Film Encores, Vol. 2 (M-S)
Mantovani...London LL 3117; PS 164
- Mr. Lucky (M-S)
Henry Mancini...RCA Victor LPM 2198; LSP 2198
- Music From Exodus and Other Great Themes (M-S)
Mantovani...London LL 3231; PS 224
- Operetta Memories (M)
Mantovani...London LL 3181

ACTION

On the Charts

MONOPHONIC

This Week	Last Week	Title, Artist, Label and Number	Weeks on Charts
①	3	WONDERLAND BY NIGHT Bert Kaempfert, Decca DL 4101	3
②	2	MUSIC FROM EXODUS AND OTHER GREAT THEMES Mantovani, London LL 3231	5
③	—	EXODUS Sound Track, RCA Victor LOC 1058	1
④	6	LAST DATE Lawrence Welk, Dot DLP 3350	4
⑤	4	THIS IS BRENDA Brenda Lee, Decca DL 4082	9
⑥	8	BELAFONTE RETURNS TO CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6007	3
⑦	16	CAMELOT (MUSIC FROM) Percy Faith Ork, Columbia CL 1570	2
⑧	7	THE ALAMO Sound Track, Columbia CL 1558	6
⑨	5	TEMPTATION Roger Williams, Kapp KL 1217	2
⑩	12	UNSinkable MOLLY BROWN Original Cast, Capitol WAO 1509	4
⑪	13	DATE WITH THE EVERLY BROTHERS Warner Bros. W 1395	5
⑫	15	BRAHMS CONCERTO Sviatoslav Richter; Chicago Symphony Ork./Leinsdorf, RCA Victor LM 2466	4
⑬	14	MORE ITALIAN FAVORITES Connie Francis, M-G-M E 3871	3
⑭	22	HIS HAND IN MINE Elvis Presley, RCA Victor LPM 2328	2
⑮	—	WONDERLAND BY NIGHT Louis Prima, Dot DLP 3352	1
⑯	9	IRMA LA DOUCE Original Cast, Columbia OL 5560	7
⑰	—	THEME FROM "THE SUNDOWNERS" Billy Vaughn, Dot DLP 3349	1
⑱	11	MILLION DOLLARS' WORTH OF TWANG Duane Eddy, Jamie J 3014	4
⑲	17	WALK, DON'T RUN Ventures, Dolton BLP 2003	3
⑳	19	ALICE IN WONDERLAND Cyril Ritchard, Riverside 1406	2

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the pick of the new releases



SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Pop

CHERRY PINK AND APPLE BLOSSOM WHITE



Jerry Murad's Fabulous Harmonicats, Columbia CL 1556
—Jerry Murad and his Harmonicats are back on the singles chart with their swinging interpretation of "Cherry Pink and Apple Blossom White." This new album, which features their hit song, should do mighty well, too. In addition to the title tune, the harmonica group performs swinging instrumental versions of "Mack the Knife," "Ruby," "Ramona," "Fascination," "Kiss of Fire," "It's a Sin to Tell a Lie" and other favorites. A strong album that should have sock appeal.

BOB EBERLY AND HELEN O'CONNELL RECAPTURING THE EXCITEMENT OF THE JIMMY DORSEY ERA



Warner Bros. W 1403—This album recaptures the nostalgia of the days of the big bands in exceptional style. It features Helen O'Connell and Bob Eberly, singing almost as brightly as they did 20 years ago, backed by the Lou Busch orchestra playing in the style of the famous Jimmy Dorsey band of the 1940's. All of the hits are here, "Amapola," "Green Eyes," "Tangerine," "Yours," "Arthur Murray Taught Me Dancing in a Hurry," "Time Was," "I Understand," "All of Me," and the Dorsey theme, "Contrasts." An album loaded with excitement and nostalgia.

LONELY AND BLUE



Roy Orbison, Monument M 4002—Orbison has had a string of singles hits, and should enjoy similar success with this package, which features his bluesy singles sides—"I'm Hurtin'," "Only the Lonely" and "Blue Angel"—plus other expressive country-flavored items. A spinnable package with solid sales appeal.

Jazz

PAUL DESMOND AND FRIENDS



Warner Bros. W 1356—The masterful, multi-poll-winning Desmond is heard in one of his rare appearances as the front man of a group, a group which in this case features such outstanding names as the Modern Jazz Quartet's great rhythm combine of Percy Heath and Connie Kay, and Jim Hall, guitarist of the Jimmy Guiffre Three. There is a wonderfully soft and relaxed quality about this set which contains the remarkable flights of interpretation of Desmond on a group of standards, plus John Lewis' "Two Degrees East, Three Degrees West." The rhythm men lend a superb backing to Desmond and shine in their own right as well. Set can enjoy plenty of action.

LUSH LIFE



John Coltrane, Prestige 7188—This is one of the best albums that Coltrane has made to date. He is a different Coltrane here, a lyrical and warm performer, who expresses himself with feeling that cuts through on almost every tune. "Lush Life" is almost a classic performance, aided by Red Garland on piano and Donald Byrd on trumpet. "Like Someone in Love" and "Trane's Slo Blues" are also exceptional. This disk, showing off many new facets of the Coltrane style, should interest his present fans and win him many more.

FENNELL CONDUCTS VICTOR HERBERT



Frederick Fennell and Orchestra, Mercury PPS 6007, (Stereo & Monaural)—Victor Herbert's music never had it so good. Thrillingly realistic sound reproduction is handed some of the great songwriter's best tunes, as played by a 44-piece ork led by Frederick Fennell. Richard Hayman's arrangements are perfect to bring out the last bit of excitement without sacrificing musicality; they're not too sweet and not too longhair, and should please nearly everyone. Tunes include such great items as "A Kiss in the Dark," "Thine Alone," "Kiss Me Again," "Sweethearts," "March of the Toys." Should sell long and strong.

LESTER LANIN PLAYS LATIN, VOLUME 12



Epic LN 3761—The special \$2.99 price tag—regular or stereo—should make this package a solid sales success. Lanin's usual potent sales appeal, of course, will be an added plus. He provides tasteful, danceable instrumental treatments of infectious Latin themes.

CALCUTTA



Lawrence Welk, Dot DLP 3359—Lawrence Welk has a smash single hit with "Calcutta" right now, and this package of catchy instrumental wax should chalk up sales to his new fans, as well as his loyal old following. In addition to "Calcutta," the album featuring Frank Scott at the harpsichord, includes "Ruby," "Save the Last Dance for Me," "Corrina Corrina" and "Sailor."

THE PLATTERS



Mercury SR 60245, (Stereo & Monaural)—The group is in its usual flavorsome vocal groove in this package on a collection of attractive standards—all with a Mother Nature lyric theme. The spinnable line-up includes the title tune, "Lullaby of the Leaves," "Roses of Picardy," and "I Talk to the Trees." A strong set.

(Continued on page 31)

POP LP's
★★★ STRONG
SALES POTENTIAL

★★★ AGAINST THE WORLD
The Raunch Hands, Epic LN 3750—The Raunch Hands are a group of young Harvard graduates of the modern Ivy League-styled folk school. Despite this broad identification, they are distinctive unto themselves with a flock of unusual numbers with such titles as "Doctor Freud," "The Bomb Song," "A Horse Named Bill" and "Bloody Well Dead." A strong grain of humor persists through much of the material and in its delivery by the sextet. The lads, now separated across the broad reaches of the country, are a talented bunch, and fans of this modernized folk genre will hope for another reunion of the lads in a recording studio.

POP LP's
★★ MODERATE
SALES POTENTIAL

★★ GIANT HITS OF THE SMALL COMBOS
Various Artists; Supervision, Joe (Fingers) Carr, Warner Bros. W 1406—A good chunk of nostalgia is contained in this set, featuring re-creations of 12 big-time hits of the past. In one way or another, Carr was involved in the making of most of them; especially his own "Sam's Song." Included, too, are remakes of the Harmonicats' hit "Peg of My Heart," "Miserlou," by Jan August; the Three Sons' "Twilight Time," and Anton Karas' "Third Man Theme." All are good reproductions and might find an audience with those who remember the originals.

★★ STROLLING MANDOLINS
Raoul Meynard—His Mandolins and Orchestra, Warner Bros. W 1405—Raoul Meynard and his orchestra explore the possibilities of the mandolin. The romantic instrument is heard in many combinations, and together with guitars, mandolins, percussion, etc. The material is chosen so as to heighten the flavor of romantic Italy. Included are "Three Coins in the Fountain," "Sorrento," and "Neapolitan Nights."

★★ PIANO ITALIANO
George Greeley, Warner Bros. W 1402—Romantic piano readings by Greeley, backed by the Warner orchestra and mandolin choir. The material includes a flock of noted Italian melodies, some rooted in folk and opera tradition, others being pop standards. Included are "Three Coins in the Fountain," "O Sole Mio," "Mattinat," "Sorrento," and "Volare."

★★ POURCEL'S PASTELS
Francis Pourcel and His Orchestra, Capitol ST 10260, (Stereo & Monaural)—Tasteful Continental performances, rich in color and texture. The material includes compositions from both sides of the Atlantic, "Laura," "Misty," "Petite Fleur," "Gouli Gouli Dou," are examples.

JAZZ LP's
★★★ STRONG
SALES POTENTIAL

★★★ DEMASIADO CALIENTE
Cal Tjader, Fantasy 3309—Cal Tjader and his combo move again into the world of Afro-Cuban jazz on this attractive and mighty listenable waxing. The tunes include originals and standards, from Weill's "September Song" to "Tumbao" and "Mambo blues," composed by Tjader himself. The Latin rhythms are infectious and Tjader's vibe work shows much style and feeling. Tjader has had a previous "Caliente" album, called "Mas Ritmo Caliente." This new Afro-Cuban set should hold plenty of interest for fans, and the cover will get much attention.

★★★ BRUBECK A LA MODE
Dave Brubeck, Fantasy 3301—Dave Brubeck and his two rhythm men, Gene Wright (bass) and Joe Morello (drums) admirably support clarinetist Bill Smith on this album. (Smith played and wrote for the original Brubeck octet some 10 years ago.) The music is swinging, alive and comes from Smith's pen. Brubeck plays simply and movingly on these sides as do the members of his group. Set should score with Brubeck fans in that it presents him in a bit different context than usual.

★★★ SWINGING WITH THE MASTERSOUNDS
Fantasy 3305—Some delightfully flowing, easygoing jazz by this quartet, which was reconstituted for this session only following an earlier breakup. Tunes are mostly standards—"People Will Say We're in Love," "There Is No Greater Love," etc.—plus an original, "West Coast Blues." The Montgomery Brothers, Buddy and Monk, are on vibes and bass, respectively, while Richie Crabbtree contributes some rich and colorful piano. Benny Barth lays down a subtle drum beat. Fans who mourned the passing of the group when it disbanded will jump for this new set.

(Continued on page 31)

TURNOVER

Warner Bros. Records is indeed grateful to record dealers, disk jockeys and juke box operators for the acceptance you gave us during 1960. The success of such artists as Bob Newhart, The Everly Brothers, Connie Stevens, Joanie Sommers, George Greeley, Bob Luman, Bing Crosby, Bill Doggett, and Buddy Cole is most graciously appreciated. ■ Recognizing that the record dealer's major problem today is to increase turnover, Warner Bros. Records January Sales program is directed solely to the turnover concept. ■ Dealers may stock the Warner Bros. catalog in depth, earn greater profits, guaranteed turnover, and also have the opportunity to clear out obsolete product.

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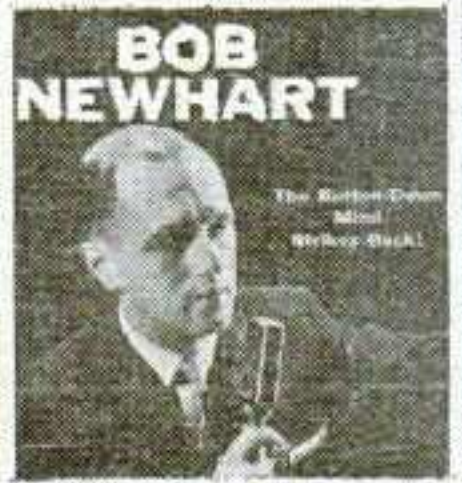
FOR GREATER TURNOVER, STOCK THESE ALBUMS FROM THE WARNER BROS. CATALOG! ASK YOUR DISTRIBUTOR FOR A COMPLETE LIST OF ALL WARNER BROS. ALBUMS.



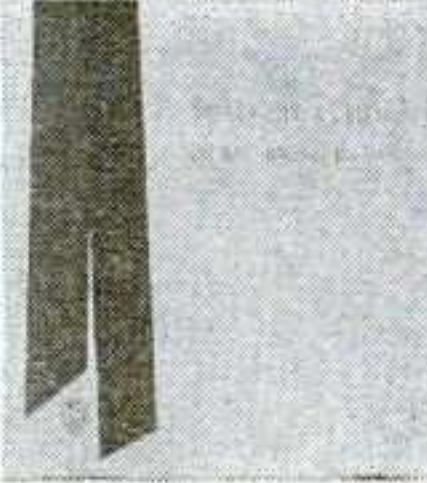
LET'S THINK ABOUT LIVING BOB LUMAN W/WS 1396



CONTINENTAL VISA RAUL MEYNARD W/WS 1215



THE BUTTON DOWN MIND STRIKES BACK NEWHART W/WS 1393



RHAPSODY IN BLUE/ AN AMERICAN IN PARIS HEINDORF W/WS 1243



GONE WITH THE WIND NEWLY RECORDED W/WS 1322



SPIKE JONES IN STEREO W/WS 1332



POSITIVELY THE MOST JOANIE SOMMERS W/WS 1346



THE ROARING 20's DOROTHY PROVINE W/WS 1394



JOIN BING & SING ALONG 33 GREAT SONGS 33 BING CROSBY W/WS 1363



HAWAIIAN EYE TV SOUNDTRACK W/WS 1355



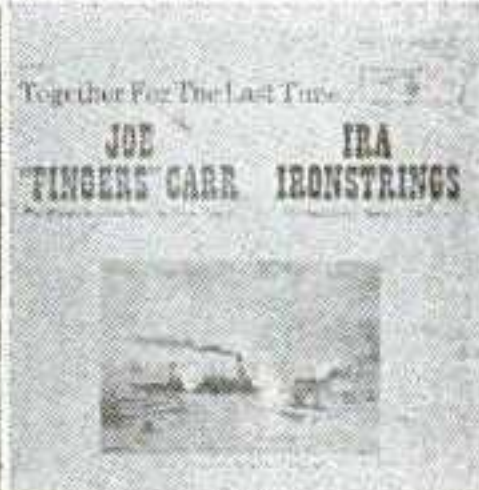
THE BUTTON DOWN MIND OF BOB NEWHART W/WS 1379



IT'S EVERLY TIME THE EVERLY BROTHERS W/WS 1381



CONNIE STEVENS W/WS 1382



TOGETHER FOR THE LAST TIME CARR- IRONSTRINGS W/WS 1389



RAPTURE THE OUTRIGGERS W/WS 1224



PAUL DESMOND W/WS 1356



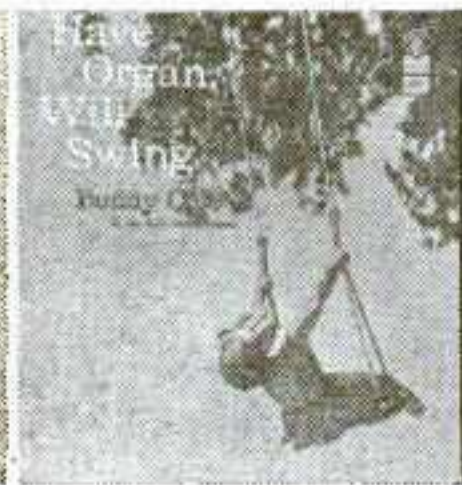
A DATE WITH THE EVERLY BROTHERS W/WS 1395



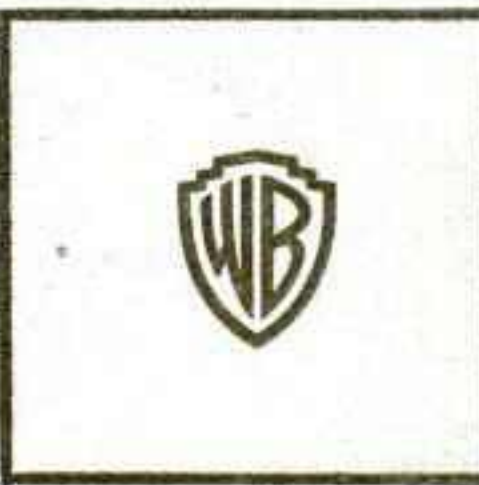
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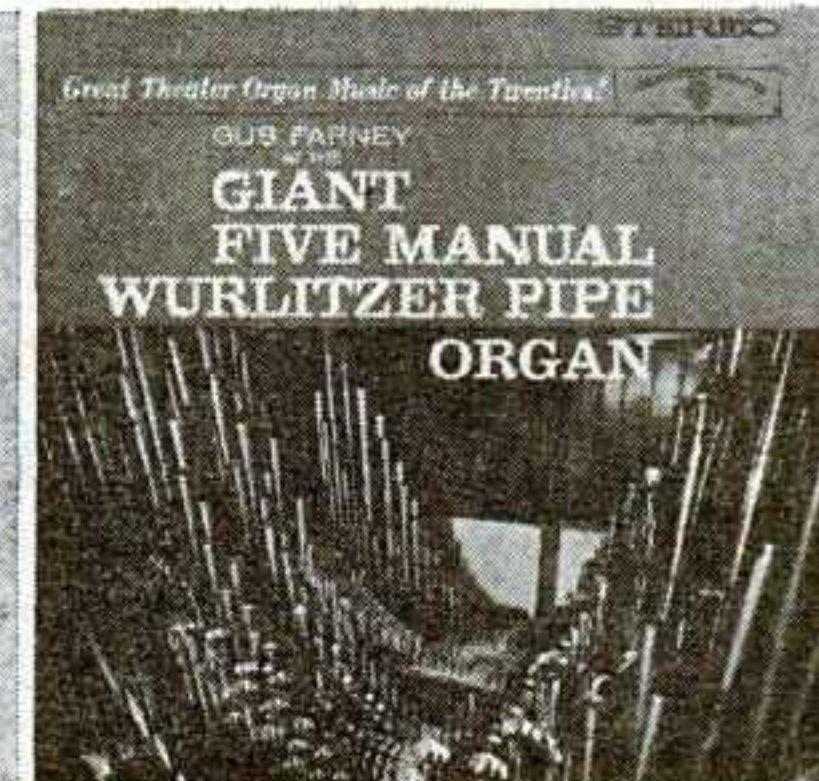
PIANO ITALIANO GEORGE GREELEY W/WS 1402



BOB EBERLY - HELEN O'CONNELL W/WS 1403



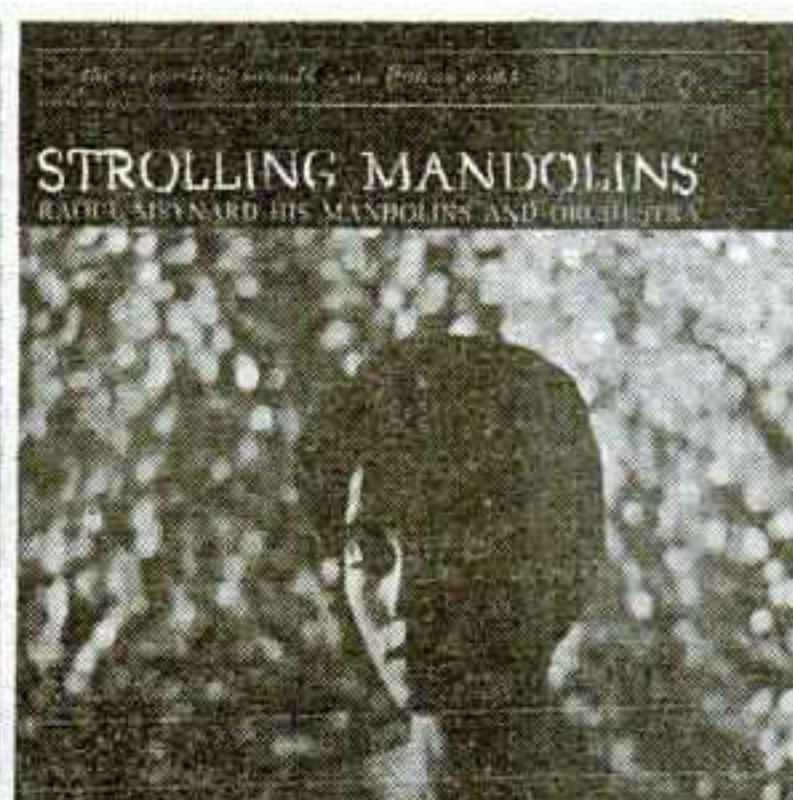
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STROLLING MANDOLINS RAUL MEYNARD W/WS 1405



GOLD DIGGERS IN DIXIELAND MATTY MATLOCK W/WS 1374



the pick of the new releases:

SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Continued from page 28

HEAR ANITA BRYANT IN YOUR HOME TONIGHT



Carlton STLP 12-127. (Stereo & Monaural)
IN MY LITTLE CORNER OF THE WORLD
 Anita Bryant, Carlton STLP 12-132. (Stereo & Monaural)
 —Carlton puts its marbles right on the line with not one but two simultaneously issued sets by Miss Bryant. And either or both have a strong chance for the charts. "In Your Home Tonight" is a neat packaging of previously recorded sides by the thrush with the warm and fetching vocal style, not a few of which were hits—like "Paper Roses," "Pictures," etc. The second set is based on and contains perhaps her biggest hit, "In My Little Corner of the World," and is keyed to a geographical kick with tunes like "I Love Paris," "Moon Over Miami," "Hawaiian Wedding Song," and "Arriverderci Roma." All add up to nice, relaxed listening. Both sets boast appealing cover shots of the gal.

BROOK BENTON GOLDEN HITS



Mercury SR 60607. (Stereo & Monaural)—Brook Benton fans will love this new set. It contains 12 of his pop single hits, including "Kiddio," "It's Just a Matter of Time," "Endlessly," "So Close," "Hurtin' Inside," and "Thank You Pretty Baby." It's a great line-up of hits, and great performances by Book Benton. Strong wax for the young and almost young set.

TIME RECORDS INC.

STEREO
TIME
S/2022

CAMELOT
Another Musical
by LERNER & LOEWÉ
Series 8000

Reviews and Ratings of New Albums

Continued from page 28

★★★★ SCREAMIN' THE BLUES

The Oliver Nelson Sextet, Prestige-New Jazz 8243—Here are six selections that fairly jump out of the grooves with drive and vitality. Prime soloists are Nelson himself on tenor and alto; Richard Williams, trumpet, and Eric Dolphy, who appears on both alto and bass clarinet. With piano, bass and drum rhythm backing, the three embark in turn on the blues, a strutting march tempo item and a standout number of strong gospel roots, called "The Meatin'." There's a lot of jumping excitement and sound for the modernists in these tracks.

JAZZ LP's ★★★ MODERATE SALES POTENTIAL

★★★★ CURTIS FULLER—VOLUME 3
 Blue Note BLP 1583—Curtis Fuller is one of the most promising of the younger jazz trombonists. He has style and soul. He is also a writer, and much of the material here is his own. Included are "Little Messenger," "Quartrale," "Jeanie" and "Carvon." With Fuller are Art Farmer on trumpet, Sonny Clark on piano, George Tucker, bass, and Louis Hayes, drums. A listenable set.

★★★ SUNNY SIDE UP
 Lou Donaldson. Blue note 4036—A crisp, gutsy group has been built here with alto man Donaldson sharing solo honors with Bill Hardman's trumpet. The pair work neatly together both on solos and on the harmony passages they share in stating an opening theme. Three standards are mixed with a group of originals, including "Politely," a great example of swinging in a saucy, medium beat groove. Horace Parlan contributes a rewarding piano lead to the rhythm backing, and takes some occasional solos. Sam Jones and Laymon Jackson alternate on bass, with Al Harewood heard on drums. Good sound in the modern groove.

★★★★ GOLD DIGGERS IN DIXIELAND
 Matty Matlock and the Paducah Patrol. Warner Bros. B 1374. (Stereo & Monaural)
 —Some of the songs from the "Gold Diggers of" shows that ran intermittently from 1929 to 1937 are here interpreted by a Dixieland all-star group under the direction of Matty Matlock. The unison is often tight and swinging, the improvisation unbridled and bright. Besides familiar tunes like "Lullaby of Broadway," less familiar songs—"Pettin' in the Park," "\$1,000,000 Rag" and "Sugar Daddy Strut"—get a thorough Dixie going over.

★★★ DOWN HOME
 The Great Zoot Sims. Bethlehem BCP 6051—Tenor sax star Zoot Sims has come up with an unusual album in this set. Supported by Dannie Richmond on drums, George Tucker, bass and pianist Dave

Pop EP

FRANKIE AVALON AS SMITTY SINGS SONGS OF THE ALAMO



(1-EP). Chancellor CHLA 303—Avalon has a big part in the John Wayne movie, "Alamo," which is sock box office across the country. He warbles pleasantly on four themes from the film—"Ballad of the Alamo," "Tennessee Babe," "The Green Leaves of Summer" and "Here's to the Lady." A solid teen item.

Religious

JESUS BE A FENCE AROUND ME



Soul Stirrers. Sar LMP 501—Those familiar with this field know the Soul Stirrers are an exceptionally fine group. The spirit is really on them in these performances, which are full of emotion, yet tastefully restrained and relaxed. Songs include the title number and "I'm a Pilgrim," "Toiling On," "Wade in the Water." Several are by Sam Cooke.

McKenna, Sims applies his improvisational skill to a number of real oldies. Included in the set are "Won't You Come Home, Bill Bailey," "Goodnight, Sweetheart," "Avalon" and "I Cried for You." These, plus four other good tracks make up a fine out-of-the-ordinary album for Sims fans.

CLASSICAL LP's ★★★★ STRONG SALES POTENTIAL

★★★★ GUITAR CONCERTOS
 Julian Bream. Guitarist with Melos Ensemble. RCA Victor LM 2487. (Stereo & Monaural)—Classical music buyers show an increasing interest in guitar literature. Dealers with such clientele may well point to this album. Recorded in England, it gives an idea of the capacity of the instrument. The "Concerto for Guitar and Strings" by the early 19th Century Mauro Giuliani, contrasts with Malcolm Arnold's modern "Guitar Concerto." Bream has written some illuminating notes.

SEMI-CLASSICAL ★★★

★★★ THE ALL-STAR CONCERT BAND
 James F. Burke, Conductor, Cornet Soloist; Hunter Wiley, Guest Conductor. Golden Crest CR 4025. (Stereo & Monaural)—A highly professional and spirited reading of the "William Tell" and "Orpheus" overtures which, along with the "Carioca" and a part of "Scheherazade" come across well on the stereo version of this disk. Burke and Harvey Phillips, the tuba soloist, do a strong job—the former on "Danza Alegre"; the latter on "Carioca."

SPECIALTY LP's ★★★★ STRONG SALES POTENTIAL

SPOKEN WORD ★★★

★★★★ THE BOLD HUMOR OF DAVEY BOLD AT THE CELEBRITY CLUB

Davey Bold. Norman NL 100—Another comedy album and a funny one. Bold has become best known in the St. Louis area for his work at the Celebrity Club there, and here's a live evening, recorded at that club. Bold's gags are certainly not new and many have long beards, but he manages to get 'em across in a manner that gasses the live audience and sounds funny even in the living room. The set should not be played while the tots are still up, but for adults, there'll be a lot of yocks. It's the initial album for the new label and a hefty promotion is behind the package.

SPIRITUAL ★★★

★★★★ THE SUNSHINE BOYS—AMERICA'S NUMBER ONE SPIRITUAL QUARTET

Staryday SLP 129—The Sunshine Boys, one of America's best known gospel quartets, turn in some fine readings here of a familiar group of spirituals and gospel tunes that should interest their country-wide fans. They come through with expressive and sincere readings of "Wings of a Dove," "Rock of Ages," "Peace in the Valley," "Precious Memories" and "On the Cross," as well as a number of other favorite religious tunes. A fine album that should sell strongly through the Bible Belt.

SACRED ★★★

★★★★ HE BOUGHT MY SOUL
 The Blue Ridge Quartet. Skylite SRLP 5975—A highly gifted sacred quartet are the Blue Riders. They have a pleasant touch of barbershop in their arrangements but in addition there is a strong tone of reverence to their performances. Working with piano accompaniment, they offer "I Want to Tell the World About His Love," "Somewhere Someday," "His Mercy" "Why Not Start Today" and "He Kept His Promise" among others. Another fine entry in the impressive catalog of this relatively new sacred

label, operated jointly by the Blackwood Brothers and the Statesmen Quartet.

COUNTRY & WESTERN ★★★

★★★★ GUITAR PICKIN' "COUNTRY STYLE"
 Cowboy Copas. Starday SEP 145—This new disk features the old-time, open string guitar pickin' recently made popular again by Cowboy Copas' hit waxing of "Alabam." The tunes are played on the Martin flat top-open string guitar and they are performed in the bright, attractive style that goes back to the early days of country music. Included on the disk are "Pickin' the Blues," "Homecoming," "Cope's Wildflower" and "Flat Top Pickin'." Strong country wax.

SPECIALTY LP's ★★★ MODERATE SALES POTENTIAL

INTERNATIONAL ★★★

★★★ LOS THREE CHISPITAS
 Columbia EX 5024—Authentic gypsy guitars and Spanish song material are here, plus an infusion of modern vocal style. Specialty shops with clientele who savor such material should stock this item.

★★★ CANTOS DE ESPANA—SONGS OF SPAIN

Concert Orchestra of Madrid. Request RLP 8040—This is one of a series of song sets representative of various regions of Spain, recorded on this label. Side 1 is devoted to Asut Asturian songs, the flip to Galician material. The performances of Antonio Campo, basso, backed by chorus and concert orchestra of Madrid, are full of drama and color.

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"WILD PARTY"

Redd Foxx

LP 804
EP 805—EP 806

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THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING JANUARY 22

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	WONDERLAND BY NIGHT	By Kaempfert—Published by Roosevelt (BMI)	8
②	3	EXODUS	By Gold—Published by Chappell (ASCAP)	7
③	2	ARE YOU LONESOME TONIGHT	By Roy Turk-Lou Handman—Published by Bourne-Cromwell (ASCAP)	9
④	10	CALCUTTA	By Gaze-Bradtko—Published by Pincus-Symphony House (ASCAP)	3
⑤	4	LAST DATE . . . MY LAST DATE (WITH YOU)	By Floyd Cramer—Published by Acuff-Rose (BMI) . . . By Skeeter Davis, Boudelaux Bryant, Floyd Cramer—Published by Acuff-Rose (BMI)	12
⑥	6	NORTH TO ALASKA	By Phillips—Published by Robbins (ASCAP)	12
⑦	7	(WILL YOU LOVE ME) TOMORROW	By Carol King-Jerry Goffin—Published by Aldon (BMI)	5
⑧	11	ANGEL BABY	By Rose Hamlin—Published by Figure (BMI)	5
⑨	5	A THOUSAND STARS	By Pearson—Published by Bryden (BMI)	11
⑩	12	RUBBER BALL	By A. Schroeder-A. Orlovski—Published by Arch (ASCAP)	6
⑪	13	CORINNA, CORINNA	By Parish-Chapman-Williams—Published by Mills (ASCAP)	5
⑫	14	SAILOR (YOUR HOME IS IN THE SEA)	By Scharfenberger-Busch—Published by Garland Music (ASCAP)	9
⑬	9	YOU'RE SIXTEEN	By Sherman-Sherman—Published by Blue Grass (BMI)	8
⑭	20	SHOP AROUND	By Gordy-Robinson—Published by Jobbett (BMI)	3
⑮	8	MANY TEARS AGO	By Scott—Published by Roosevelt (BMI)	9
⑯	26	CALENDAR GIRL	By Greenfield-Sedaka—Published by Aldon (BMI)	2
⑰	16	LONELY TEENAGER	By Tepper-DePaola-Faraci—Published by Schwartz (ASCAP)	7
⑱	15	HE WILL BREAK YOUR HEART	By Butler, Mayfield and Carter—Published by Conrad (BMI)	10
⑲	17	POETRY IN MOTION	By Kaufman & Anthony—Published by Meridian (BMI)	13
⑳	21	BLUE TANGO	By Leroy Anderson—Published by Mills (ASCAP)	6
㉑	22	THEME FROM THE APARTMENT	By Charles Williams—Published by Mills (ASCAP)	20
㉒	25	BABY, O' BABY	By Johnson-Bouknight-Coleman—Published by Figure Music (BMI)	3
㉓	—	ONCE IN A WHILE	By Green and Edwards—Published by Miller (ASCAP)	1
㉔	18	PERFIDIA	By Domenquez-M. Leeds—Published by Peer (BMI)	9
㉕	24	WINGS OF A DOVE	By Bob Ferguson—Published by B Gee Music (BMI)	3
㉖	—	I COUNT THE TEARS	By Pomus and Shuman—Published by Brenner (BMI)	1
㉗	—	EMOTIONS	By Mel Tillis and Ramsey Kearney—Published by Cedarwood (BMI)	1
㉘	23	MY GIRL JOSEPHINE	By Domino-Bartholomew—Published by Travis (BMI)	7
㉙	27	YOU ARE THE ONLY ONE	By Knight—Published by Hilliard (BMI)	2
㉚	29	I'M HURTIN'	By Malson and Orbison—Published by Acuff-Rose (BMI)	2

RECORDING AVAILABLE

(Best Selling Record Listed in Bold Face)

- 1. WONDERLAND BY NIGHT** — Anita Bryant, Carlton 537; Bert Kaempfert, Dec 31141; Louis Prima, Dot 16151.
- 2. EXODUS** — Ferrante and Teicher, United Artists 274; Mantovani, London 1953; Medallion Strings, Medallion 602.
- 3. ARE YOU LONESOME TONIGHT** — Al Jolson, Dec 27043; Jaye P. Morgan, MGM 12752; Elvis Presley, Vlc 7810.
- 4. CALCUTTA** — Werner Muller, Dec 31189; Four Preps, Capitol 4508; Vico Torriani, London 1965; Valiants, Columbia 41931; Lawrence Welk, Dot 16161.
- 5. LAST DATE** — Floyd Cramer, Vlc 7775; Skeeter Davis, Vlc 7825; Joni James, MGM 12933; Dick Lory, Liberty 55393; Lawrence Welk, Dot 16145.
- 6. NORTH TO ALASKA** — Johnny Horton, Columbia 41782.
- 7. (WILL YOU LOVE ME) TOMORROW** — Shirelles, Scepter 1211.
- 8. ANGEL BABY** — Rosie and the Originals, Highland 500.
- 9. A THOUSAND STARS** — Kathy Young and the Innocents, Indigo 108.
- 10. RUBBER BALL** — Bobby Vee, Liberty 55287.
- 11. CORRINA, CORRINA** — Ray Peterson, Dunes 2002.
- 12. SAILOR (YOUR HOME IS IN THE SEA)** — Lolita, Kapp 349.
- 13. YOU'RE SIXTEEN** — Johnny Burnette, Liberty 55285.
- 14. SHOP AROUND** — Miracles, Tamla 5403.
- 15. MANY TEARS AGO** — Connie Francis, MGM 12964.
- 16. CALENDAR GIRL** — Nell Sedaka, Vlc 7829.
- 17. LONELY TEENAGER** — Dion, Laurie 3070.
- 18. HE WILL BREAK YOUR HEART** — Jerry Butler, Vee Jay 354.
- 19. POETRY IN MOTION** — Lloyd Reese, Coral 62225; Johnny Tillotson, Cadence 1384.
- 20. BLUE TANGO** — Bill Black Combo, Hi 2027; Lester Lanin, Epic 9426.
- 21. THEME FROM THE APARTMENT** — Ferrante and Teicher, United Artists 231; Jack Lemmon, Epic 9399.
- 22. BABY, O' BABY** — Shells, Johnson 104.
- 23. ONCE IN A WHILE** — Chlmes, Tag 444; Sensationals, Candix 306.
- 24. PERFIDIA** — Four Aces/Al Alberts, Dec 27987; Ahmad Jamal, Okeh 6889; Metropolitan Jazz Quartet, MGM 50111; Glen Miller Ork/Modernaires, Vlc 0035; Andy Rose, Coral 62142; Rene Touzet, Gene Norman Presents 152, Ventures, Dolton 28.
- 25. WINGS OF A DOVE** — Ferlin Husky, Capitol 4406; Kitty White, Dot 16157.
- 26. I COUNT THE TEARS** — Drifters, Atlantic 2087.
- 27. EMOTIONS** — Brenda Lee, Dec 31195; Don Reno/Red Smiley, King 579.
- 28. MY GIRL JOSEPHINE** — Fats Domino, Imperial 5704.
- 29. YOU ARE THE ONLY ONE** — Ricky Nelson, Imperial 5707.
- 30. I'M HURTIN'** — Roy Orbison, Monument 433.

WARNING—The title "HONOR ROLL OF HITS" is a registered trademark and the listing of the hits has been copyrighted by Billboard Music Week. Use of either may not be made without Billboard Music Week's consent. Requests for such consent should be submitted in writing to the publishers of Billboard Music Week at 1564 Broadway, New York 36, N. Y.

MOVE TO STRONG POSITIONS

Instrumentals Make Heavy Inroads on Music Charts

NEW YORK — Instrumental disk hits, currently led by the block-busting Decca German import, "Wonderland by Night," are making their heaviest inroads on top chart positions in several years. Interestingly enough, only one of the top chart contenders is from a movie.

The penetration of instrumentals on the Hot 100 this week finds three of the top five selections in this category. Even more impressive is the showing on the Honor Roll of Hits. Of the top five songs listed therein, four are currently hits because of instrumental recordings.

Prime instrumental of the day, of course, is the Bert Kaempfert recording of "Wonderland by Night," which is first in both the Hot 100 and the Honor Roll. The theme music from "Exodus," is just about as hot, appearing in second place on the Honor Roll and as No. 3 in the Hot 100, through the Ferrante and Teicher disk on United Artists.

"Calcutta," the song that brought Lawrence Welk back to the singles field in a big way, shows as the No. 4 song of the week in the Honor Roll, with the Welk version in the fifth best-selling disk spot. "Last Date," the smash for Floyd Cramer on his Victor dinging, remains as the No. 5 song of the Honor Roll, although the Cramer record dropped to the eighth best-selling spot this week.

Instrumentals Help

Big instrumental hits, at least on the basis of the current ones, appear to be highly beneficial to the business for several reasons. First, it can be noted, every one of the current "big four" of the instrumental parade has achieved one or more follow-up lyric versions. This has the effect of stretching the value of the copyright to publisher and writer alike. Beyond this, a second benefit is the noticeable upsurge in sheet music sales that has developed on these numbers.

On the matter of covers and lyric follow-ups, it is notable that "Wonderland," has three versions in the top 20 right now. Louis

Prima's instrumental reading is in the 15 slot this week, closely followed by Anita Bryant's vocal version in the 20 position. "Exodus" is also an instrumental hit for Mantovani, the first singles success for the British maestro in some years. In addition, just this week, Pat Boone has come out with a lyric version, with the lyric penned by himself.

"Calcutta" has a second instrumental version by Werner Muller, and has sparked three vocal covers released only two weeks ago. These are by the Four Preps, the Valiants and Vico Torriani.

"Last Date," too, enjoyed plenty of activity with another hit instrumental reading by Lawrence Welk and vocal interpretations by Joni James, Skeeter Davis and Dick Lory. All of this is reminiscent of the days of "Around the World," a big instrumental hit in its time in versions from the sound track and by Mantovani. Eventually, there were as many as 16 recorded single versions of the tune—originally an instrumental hit.

As far as sheet sales are concerned, Larry Richmond of Music Dealer Service, well-known sheet jobber here, points out that sales have enjoyed a noticeable upturn in recent months. "It all started," according to Richmond, "with such big songs this year as 'Theme From A Summer Place,' 'Theme From The Apartment,' and most recently, 'Exodus.'" Richmond feels this is all indicative of the fact that there is still a healthy market of players of music. "We don't ever really sell rock and roll songs. That we know," he says. "But now with better songs available, we find we can sell them. I hope it continues this way."

Other fast-moving instrumental chart contenders of the week would include "Blue Tango," by Bill Black's Combo; "Perfidia," by the Ventures; "Pepe," by Duane Eddy; and "The Magnificent Seven," by Al Caiola.

TEACHERS SAY BIG BAND DAYS DUE COMEBACK

WASHINGTON — An upsurge of big, swinging dance bands in schools across the country is predicted by at least one group attending the convention of the Music Educators National Conference to be held here January 13-16.

The reviving popularity of the big dance bands in the U. S. A. is reflected in the "number and quality of school-sponsored dance bands," in the tradition of Stan Kenton, Woody Herman and Les Brown, according to the "Masters," a professional dance band made up of teachers from the Washington area. The 17-member group has been selected to program dance band music, and demonstrate organization and development of school dance bands during the conference.

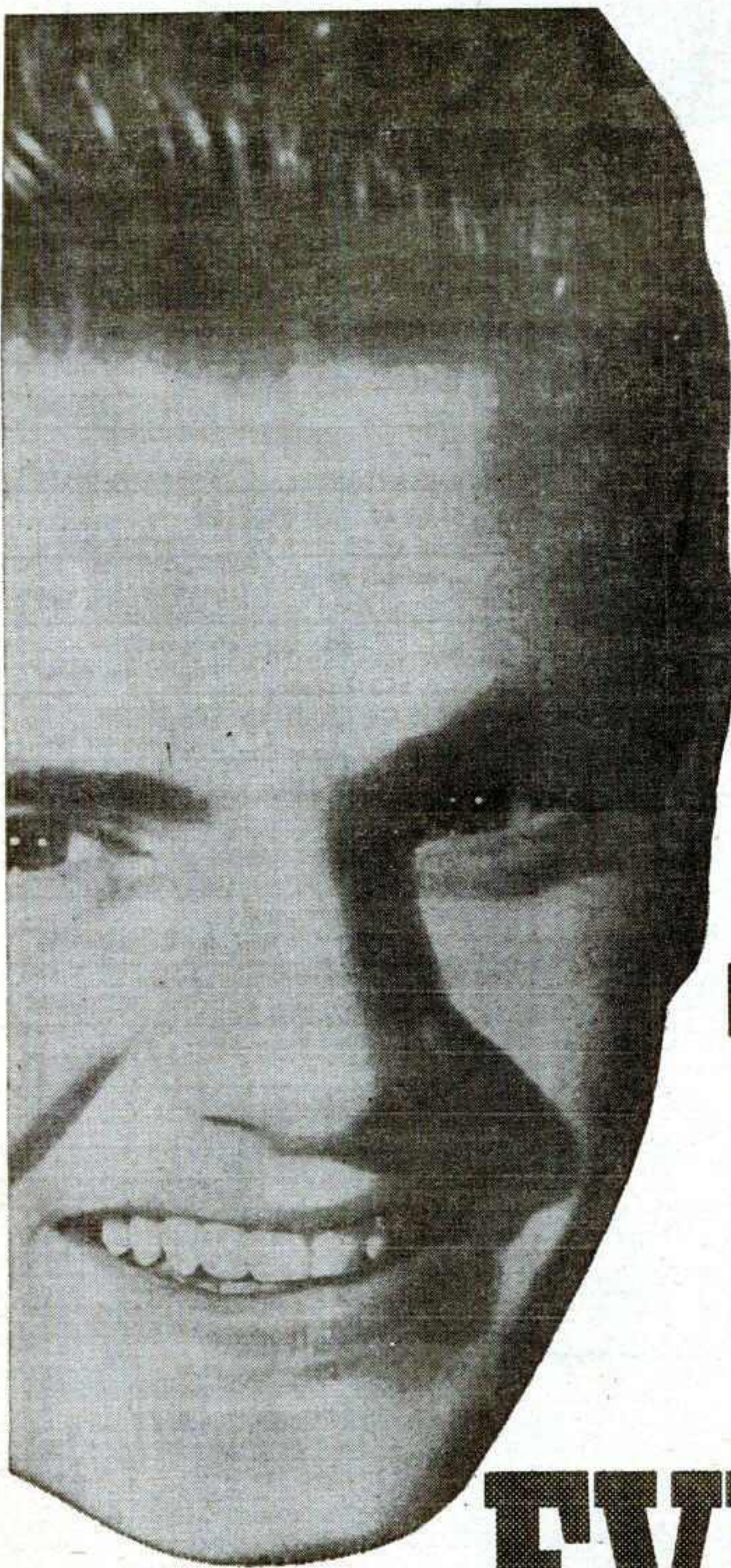
Hundreds of high school and college band directors are expected to convene here during the four-day convention. The convention is sponsored by the Music Performance Trust Fund of the Recording Industries, in co-operation with the American Federation of Musicians, and is open to the public. Ira Sabin, of Sabin Productions, is sponsoring the 17-piece teachers band, formerly known as the "Schoolmasters." The leader, Frank Toperzer, will also demonstrate programming for the concert jazz band in schools.

Gene Johnson Ups Operations

WHEELING, W. Va. — Gene Johnson, president of Gene Johnson Promotions, booking, packaging and promotional firm with headquarters here, has announced plans for expanding his operations to cover virtually all the 50 States as well as the Canadian provinces. The firm last week booked a "Grand Ole Opry" package consisting of Ernest Tubb and His Texas Troubadours, Stoney Cooper and Wilma Lee and Their Clinch Mountain Clan, Grandpa Jones, Johnny Johnson, George McCormick and Bun Wilson for Augusta, Ga., January 24; Savannah, Ga., 25; Charleston, S. C., 26; Rome, Ga., 27; Chattanooga, 28, and Atlanta, 29.

Johnson's associate, Lew Platt, is in the South working on the advertising and promotion of the dates. A string of engagements in the South and Southwest will also be set up for the same package in February and March, to be followed by an extended tour of the Pacific Coast.

Another package, featuring stars of the "WVVA Jamboree," including Jimmy Martin and the Sunny Mountain Boys, Rusty and Doug, Lee Moore, Crazy Elmer and Roy Scott, is slated to begin an extended tour of New York State, New England and the Canadian maritime provinces early in the spring.



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FOR WEEK ENDING JANUARY 22

BILLBOARD MUSIC WEEK

HOT 100

Table with columns: THIS WEEK, ONE WEEK AGO, TWO WEEKS AGO, THREE WEEKS AGO, TITLE, Artist, Company, Record No., STEREO, WEEKS ON CHART. Includes songs like 'Wonderland by Night', 'Are You Lonesome Tonight', 'Exodus'.

Table with columns: THIS WEEK, ONE WEEK AGO, TWO WEEKS AGO, THREE WEEKS AGO, TITLE, Artist, Company, Record No., STEREO, WEEKS ON CHART. Includes songs like 'My Last Date (with You)', 'Hoochie Coochie Coo', 'Sway'.

Table with columns: THIS WEEK, ONE WEEK AGO, TWO WEEKS AGO, THREE WEEKS AGO, TITLE, Artist, Company, Record No., STEREO, WEEKS ON CHART. Includes songs like 'Walk Slow', 'First Taste of Love', 'Lost Love'.

TOMORROW'S TOPS

BUBBLING UNDER THE HOT 100

The week's hottest national action, just below the Hot 100, was scored by these disks, which show the greatest potential for an early jump onto the chart.

1. **GOOD TIME BABY**. Bobby Rydell, Cameo 180
2. **I REMEMBER (IN THE STILL OF THE NIGHT)**
..... Crests, Coed 543
3. **TEAR OF THE YEAR**
..... Jackie Wilson, Brunswick 55201
4. **YEAH, BABY**
..... Dante and the Evergreens, Madison 143
5. **WHAT A PRICE**. Fats Domino, Imperial 5723
6. **TROUBLE IN MIND**. Nina Simone, Colpix 175
7. **BECAUSE I LOVE YOU**
..... Dee Clark, Vee Jay 372
8. **APACHE**..... Jorgen Ingman, Atco 6184
9. **DON'T SAY YOU'RE SORRY**
..... Paul Anka, ABC-Paramount 10168
10. **FREE**..... Ty Hunter, Anna 1123
11. **I REMEMBER (IN THE STILL OF THE NIGHT)**
..... Five Satins, Ember 1005
12. **AIN'T THAT JUST LIKE A WOMAN**
..... Fats Domino, Imperial 5723
13. **CLOSE TOGETHER**..... Jimmy Reed, Vee Jay 373
14. **DON'T WORRY**
..... Marty Robbins, Columbia 41922
15. **CALCUTTA**..... Four Preps, Capitol 4508
16. **MISFITS**..... Don Costa, United Artists 286
17. **WAIT A MINUTE**..... Coasters, Atco 6186
18. **KEEP YOUR HANDS OFF OF HIM**
..... Damita Jo, Mercury 71760
19. **THERE'S MORE PRETTY GIRLS**
..... Webb Pierce, Decca 31197
20. **I'LL NEVER BE FREE**
La Vern Baker and Jimmy Ricks, Atlantic 2090

TOP MARKET BREAKOUTS

A rundown of all key record markets in which new sides are showing exceptional strength, either on a local or regional basis, that could lead to national attention.

- NEW YORK**
- YOU GOTTA LOVE HER WITH A FEELING, Freddie King, Federal
 - SPANISH HARLEM, Ben E. King, Atco
 - DON'T BELIEVE HIM, DONNA, Lenny Miles, Scepter
 - YES, I'M LONESOME TONIGHT, Thelma Carpenter, Coral
 - AT LAST, Etta James, Argo
- CHICAGO**
- FLAMINGO EXPRESS, Royaltones, Goldisc
 - CHILLS AND FEVER, Ronnie Lane, Dot
 - YOUR OTHER LOVE, Flamingos, End
 - WABASH BLUES, Viscounts, Madison
- LOS ANGELES**
- YOUR OTHER LOVE, Flamingos, End
 - SPOONFUL, Etta & Harvey, Chess
 - IF I DIDN'T CARE, Platters, Mercury
 - WHEN I FALL IN LOVE, Etta Jones, King
 - WE HAVE LOVE, Dinah Washington, Mercury
- PHILADELPHIA**
- WHEN I FALL IN LOVE, Etta Jones, King
- DETROIT**
- FLAMINGO EXPRESS, Royaltones, Goldisc
 - SPANISH HARLEM, Ben E. King, Atco
- BOSTON**
- LOST LOVE, H. B. Barnum, Eldo
- SAN FRANCISCO**
- BABY-SITTIN' BOOGIE, Buzz Clifford, Columbia
 - THE STORY OF MY LOVE, Paul Anka, ABC-Paramount
 - YOU GOTTA LOVE HER WITH A FEELING, Freddie King, Federal
 - DON'T BELIEVE HIM, DONNA, Lenny Miles, Scepter
 - WHAT AM I GONNA DO, Jimmy Clanton, Ace
- PITTSBURGH**
- YOUR OTHER LOVE, Flamingos, End
 - (GHOST) RIDERS IN THE SKY, Ramrods, Amy
- CLEVELAND**
- JIMMY'S GIRL, Johnny Tillotson, Cadence
 - FLAMINGO EXPRESS, Royaltones, Goldisc
 - THE STORY OF MY LOVE, Paul Anka, ABC-Paramount
 - WHAT AM I GONNA DO, Jimmy Clanton, Ace
 - GIFT OF LOVE, Van Dykes, Donna
- (Continued on page 41)*

HOT 100: A TO Z

- A Perfect Love 53
- A Thousand Stars 11
- Age for Love 81
- All in My Mind 54
- Alone at Last 56
- And the Heavens Cried 94
- Angel Baby 6
- Angel on My Shoulder 41
- Are You Lonesome Tonight 2
- At Last 75
- Baby O' Baby 21
- Baby Sittin' Boogie 77
- Blue Tango 22
- Bumble Bee 51
- Calcutta 5
- Calendar Girl 14
- C'est Si Bon 39
- Cherry Pink and Apple Blossom White 66
- Chills and Fever 86
- Corinna, Corinna 9
- Dance by the Light of the Moon 82
- Doll House 43
- Don't Believe Him 68
- Don't Read the Letter 65
- Emotions 26
- Exodus (Ferrante & Teicher) ... 3
- Exodus (Mantovani) 41
- First Taste of Love 69
- Flamingo Express 87
- Fools Rush In 94
- Gee Whiz 28
- Ghost Riders in the Sky 84
- Gift of Love 58
- Gonzo 55
- Happy Days 58
- He Will Break Your Heart 18
- Hoochie Coochie Coo 35
- I Count the Tears 24
- I Don't Want Nobody 78
- I Gotta Know 37
- I Remember 100
- If I Didn't Care 79
- I'm Hurtin' 30
- Jimmy's Girl 92
- Last Date (Cramer) 8
- Last Date (Welk) 62
- Lonely Teenager 19
- Lost Love 70
- Lovey Dovey 31
- Magnificent Seven 40
- Many Tears Ago 17
- Milk Cow Blues 80
- Muskat Rambles (The) 91
- My Empty Arms 29
- My Girl Josephine 32
- My Last Date (With You) (Davis) .. 34
- My Last Date (With You) (James) .. 45
- New Orleans 97
- No One 72
- North to Alaska 10
- Oh, How I Miss You Tonight ... 63
- Once in a While 25
- Pepi 38
- Perfidia 33
- Poetry in Motion 47
- Puppet Song 57
- Rubber Ball 7
- Ruby 50
- Sad Mood 49
- Sailor (Your Home Is in the Sea) .. 16
- Shop Around 12
- Sound Off 83
- Spanish Harlem 59
- Stay 44
- Story of My Love (The) 89
- Sugar Bee 85
- Sway 26
- Them That Got 95
- There's a Moon Out Tonight 42
- There She Goes 46
- Utopia 52
- Wabash Blues 88
- Walk Slow 88
- What Am I Gonna Do 73
- What Would I Do 76
- Wheels 48
- When I Fall in Love 99
- Where the Boys Are 90
- (Will You Love Me) Tomorrow ... 4
- Wings of a Dove 23
- Wonderland by Night (Bryant) 20
- Wonderland by Night (Kaempfert) .. 15
- Wonderland by Night (Prima) 15
- Yes, I'm Lonesome Tonight 67
- Yes, I'm Lonesome Tonight 74
- (Stevens) 74
- You Are the Only One 27
- You Don't Want My Love 64
- You Gotta Love Her With a Feeling 93
- Your Other Love 71
- You're Sixteen 13

REVIEWS OF

THIS WEEK'S SINGLES

the pick of the new releases:

SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all records reviewed this week.

Pop

ANITA BRYANT

A TEXAN AND A GIRL FROM MEXICO (Brenner, BMI) (2:40)—**HE'S NOT GOOD ENOUGH FOR YOU** (Sequence, ASCAP) (2:32)—"A Texan and a Girl From Mexico," is a moving saga song which the canary sings with appealing emotional impact. The flip is an attractive ballad with good lyrics. Both sides are good, but the saga tune has the edge. **Carlton 538**

PAT BOONE

THE EXODUS SONG (THIS LAND IS MINE) (Chappell, ASCAP) (3:09)—The first lyric version (penned by Boone himself) of the smash hit movie theme should chalk up considerable play and sales. Boone sings it with sincerity and strength. Flip is "There's a Moon Out Tonight" (Rob-Ann, BMI) (2:12). **Dot 16176**

CHUBBY CHECKER

PONY TIME (Alan K, BMI) (2:27)—**OH, SUSANNAH** (Kalmann, ASCAP) (2:30)—Checker has a sock cover of a catchy bluesy item with a fine teen-styled terp beat. Flip is another bluesy interpretation of an infectious theme, which bears little resemblance to the Stephen Foster oldie. Both sides should be watched. **Parkway 818**

MITCH MILLER

TUNES OF GLORY (Unart-Sidmore, BMI) (2:35)—Miller wraps up a catchy military march theme (similar to his hit "Bridge of the River Kwai" in structure) in a virile treatment by chorus and ark. Interestingly, the tune is from another Alec Guinness movie, which received standout reviews. A strong side. Flip is "Shlubb-a-Dubba-Dub" (Hollis, BMI) (2:40). **Columbia 41941**

BERTELL DACHE

NOT JUST TOMORROW, BUT ALWAYS — (Aldon, BMI) (2:48)—Here's an answer to the Shirelles' hit, "Tomorrow." Arrangement is very similar to the original. Dache's solid vocal treatment makes it a side to watch. Flip is "Love Eyes" (Aldon, BMI) (2:17). **United Artists 290**

THE BELMONTS

WE BELONG TOGETHER (Figure, BMI) (2:16)—**SUCH A LONG DAY** (Schwartz, ASCAP) (2:14)—Singing without their former lead (Dion), the boys wrap up a pleasant rockaballad, "We Belong Together," in their usual emotional r.&r. style. Flip, a breezy rhythm tune, is also handed a solid reading by group. Both sides have dual market potential. **Laurie 3080**

KITTY KALLEN

RAINING IN MY HEART (Acuff-Rose, BMI) (3:04)—**HEY, GOOD LOOKIN'** (Acuff-Rose, BMI) (2:04)—The thrush sells the attractive Boudleaux and Felice Bryant tune, "Raining in My Heart," with sock impact. Flip, the spirited Hank Williams oldie, also receives a strong thrushing stint. The gal could climb back on the best-selling charts with this one. **Columbia 41934**

Country & Western

STONEWALL JACKSON

GREENER PASTURES (Cedarwood, BMI) (1:57)—**WEDDING BELLS FOR YOU AND HIM** (Cedarwood, BMI) (2:20)—Jackson captures some of the flavor of his "Waterloo" hit on the strongly poppish top side. The flip is a highly satisfying hunk of country ballad material. Either side here, with a good pop chance for the top effort. **Columbia 41932**

HANK THOMPSON AND THE BRAZOS VALLEY BOYS

JUST ONE STEP AWAY (Brazos Valley, BMI) (2:20)—Here's a solid weeper for Thompson done in his fine, familiar style. There's a lot of emotion on this one and it's all set to a neat pop-styled triplet background figure. Flip is "Two Hearts Deep in the Blues" (Texoma, ASCAP) (2:25). **Capitol 4502**

JUSTIN TUBB

I'D KNOW YOU ANYWHERE (Tenn-Tex, BMI) (1:57)—Ernest Tubb's son has one of his strongest outings with this wistful reading of a plaintive country weeper. Good wax with a real chance to go in country marts. Flip is "One-Eyed Red" (Starday, BMI) (2:30). **Starday 530**

WARREN SMITH

A WHOLE LOT OF NOTHIN' (Pamper, BMI) (2:28)—**ODDS AND ENDS (BITS AND PIECES)** (Central, BMI) (1:58)—Two fine sides for Smith. On top is a traditional weeper which gets a sock reading against an interesting backing featuring an ear-catching drum break. Flip is a catchy tune with dual-track spots. Either way here. **Liberty 55302**

(Continued on page 41)

The Billboard's Phonograph Directory

Under \$30

Single or Dual Diamond or Sapphire Stylus	AM, FM or AM-FM Tuner	Cabinet Material
Dual Diamond-Sapphire	Optional	Hardwood
Dual Diamond-Sapphire	Optional	Hardwood
Dual Diamond-Sapphire	Optional	Hardwood
Dual Sapphire	AM-FM (Simulcast)	Grained Mah.
Dual Sapphire	AM-FM (Simulcast)	Grained Mah.
Dual Sapphire	AM-FM (Simulcast)	Grained Mah.

Model	Type	Features	Price
1762	Console	Automatic Stereo	20
1764	Console	Automatic Stereo	20
WC1195 FC1195	Console	Automatic Stereo	25
MC1071 BC1071 WC1071	Console	Automatic Stereo	10
805	Console	Automatic Stereo	60
815	Console	Automatic Stereo	20
817	Console	Automatic Stereo	20
		Automatic Stereo-Reverberation optional	8.5
		Automatic Stereo-Reverberation optional	10
		Automatic Stereo-Reverberation optional	10
		Automatic Stereo-Reverberation optional	8.5

Company	Model Number	Portable, Table or Console	Manual or Automatic	Stereo or	Power
Arvin	8000				
Arvin	808				
Boetsch					
Boetsch	0				
Capitol	1				
Columbia	C-12				
Columbia	C-12				
Columbia	C-126				
Decca	DPS-1				
Decca	DP-98				
Decca	SM5/DB				
Decca	DPS-20				
Electron	65				
Electron	64				
Electrophono & Parts	423/11				
Emerson	935				
Emerson	946				
Fanon Electronic	610				
Fanon Electronic	620				
Fanon Electronic	630				
Major Electronics	450				
Major Electronics	450TF				
Major Electronics	300				
Mitchell	6018				
Olympic	MM101				
Phico	120				
Admiral	Y4049	Portable			
Arvin	90P39	Portable			
Boetsch	SD654	Portable			
Columbia	C-1211	Portable			
Columbia	C-1215	Portable			
Decca	DP-330	Console			
Decca	DP-238	Portable			
Electrola	MDRT	Portable (plus disc recorder)			
Electron	65	Portable			
Emerson	938	Portable			
Fanon	740	Portable			
Fanon	750	Portable			
General Electric	RP 1135	Portable			
Magnavox	1-3C242	Portable			
Major	550	Portable			
Major	500	Portable			
Major	15X	Portable			
Mitchell	6023	Portable			
Motorola	SF15	Portable			
Olympic	RP-9	Portable			
Olympic	SA185	Portable			
Olympic	727	Console			
Phico	1425	Portable			
Phonola (Meters Conley)	1760	Portable			
Steelman	409	Portable			
Sylvania	45P18	Portable			
Symphonic	1719	Portable			
Tele-Tone	8608	Portable			
Tele-Tone	9907	Portable			
Tele-Tone	9908	Portable			
Woodward	1120	Console			

BILLBOARD MUSIC WEEK

RADIO-TV PROGRAMMING • RECORD-PHONOGRAPH MERCHANDISING • COIN MACHINE OPERATING
 THE BILLBOARD PUBLISHING COMPANY • Billboard Music Week Overseas Edition—Amusement Business—Vend—High Fidelity

Announcing BILLBOARD MUSIC WEEK'S 1961 WINTER PHONO BUYING ISSUE

Remember Billboard's Phonograph Directory, published in the September 19, 1960 issue? This annual feature is probably the record-selling phono dealer's one most valuable equipment buying guide.

And now, in 1961, Billboard Music Week's February 20 Winter Phono Buying Issue will take a detailed check of all of the new phonographs introduced by manufacturers since early fall, and package them into the same kind of...

A CONVENIENT UP-TO-THE-MINUTE PHONOGRAPH BUYING DIRECTORY

Like the master list, it is certain to be read...and kept...and used...for both buying and selling purposes for months and months--right into next fall, when the new 1962 directory is published.

That's real exposure--factual, practical exposure of the kind that stimulates genuine buying interest and enthusiasm!

May we suggest that you make plans now to dramatize your phonograph sales story in a strong dominating advertisement in Billboard Music Week's Winter Phono Buying Issue? The date is February 20...the ad deadline, February 15.

Sincerely,

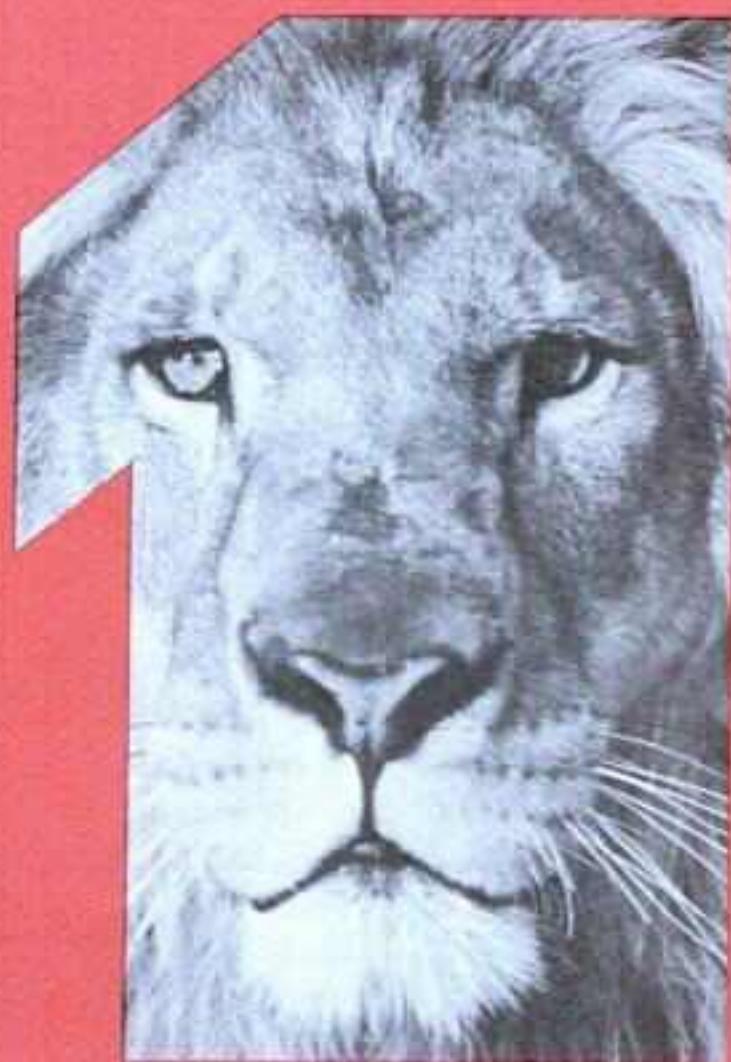
Dan Collins
New York Office

NEW YORK • WASHINGTON • GREAT BARRINGTON • CINCINNATI • CHICAGO • ST. LOUIS • HOLLYWOOD

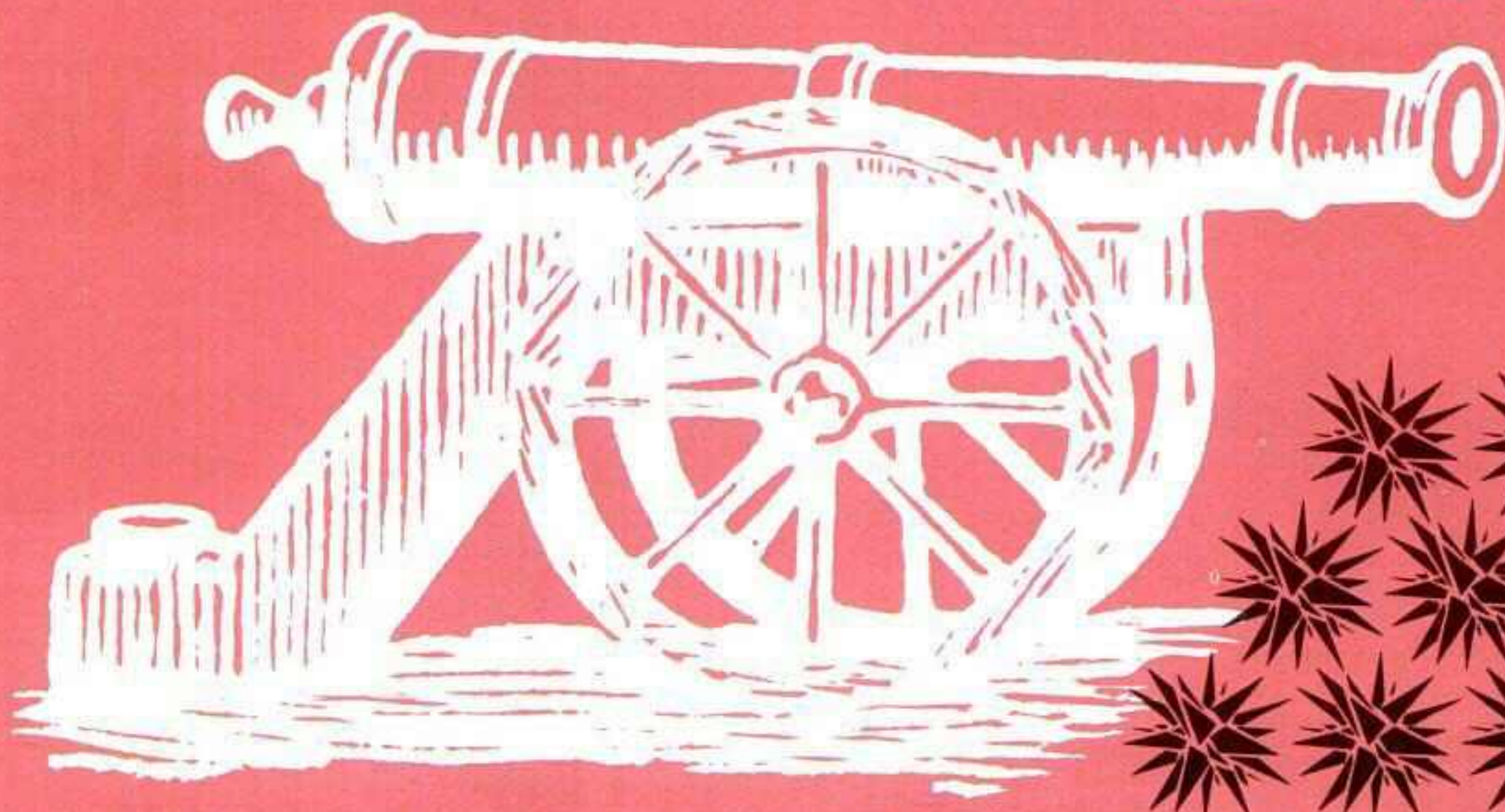
Model	Type	Features	Price
42"x19"x20"			From \$369.00
56"x16"x23"			From \$330.00
30"x46 1/2"x17"			\$399.95
36"x24"			\$389.00
31 1/2"x38"x17 1/4"			\$315.00
30"x27 3/8"x18 1/2"			

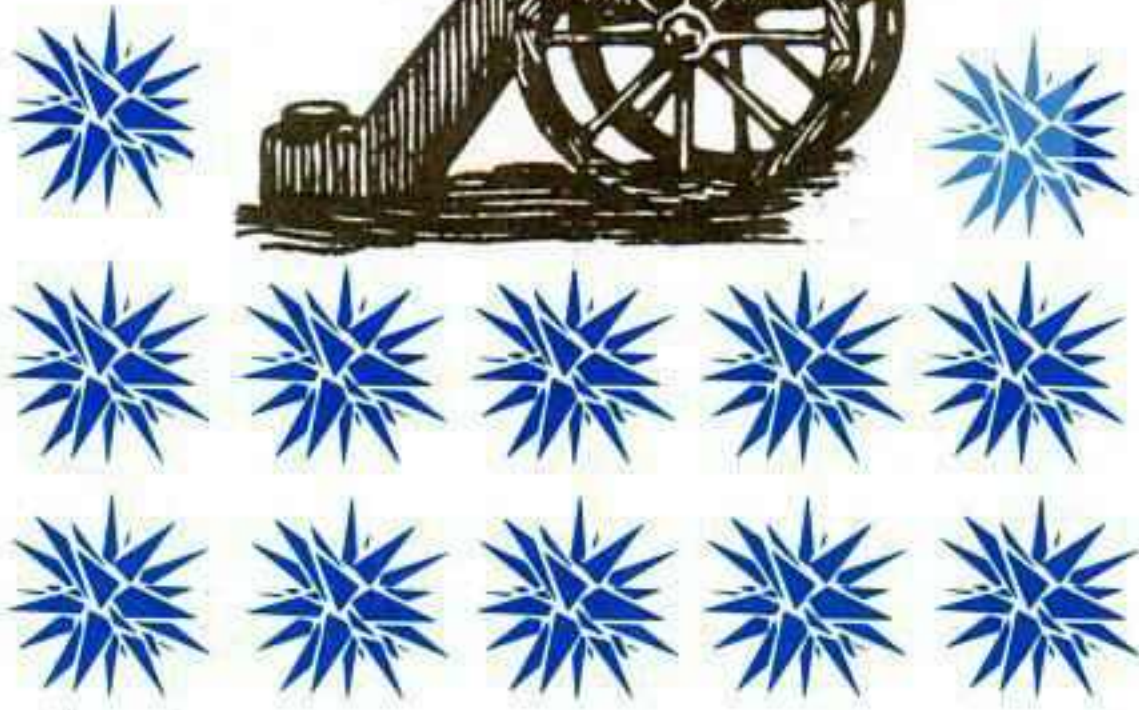
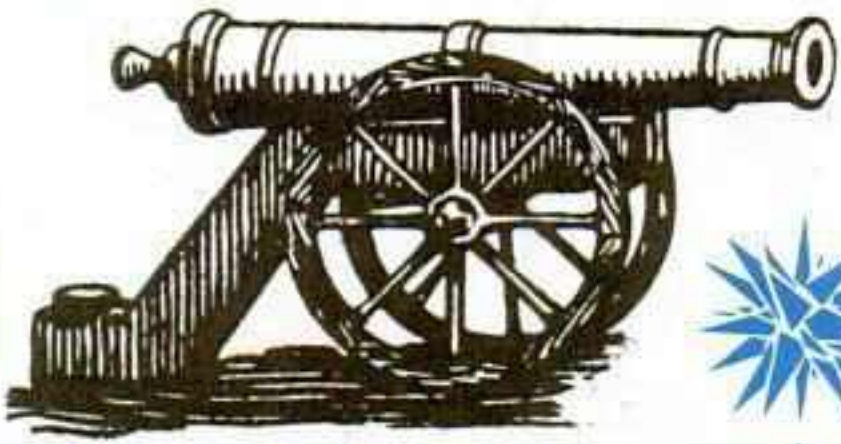
MGM
RECORDS
PRESENTS A

21



GUN STARPOWER
SALUTE TO '61

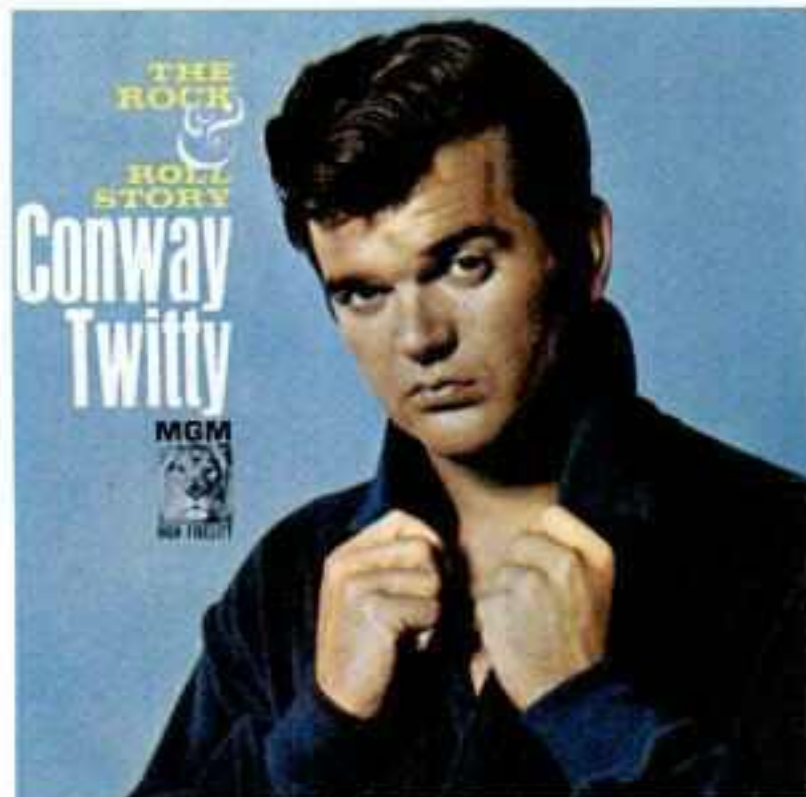




E/SE3893 Connie is in a new mood—singin', swingin' 12 great songs. . .



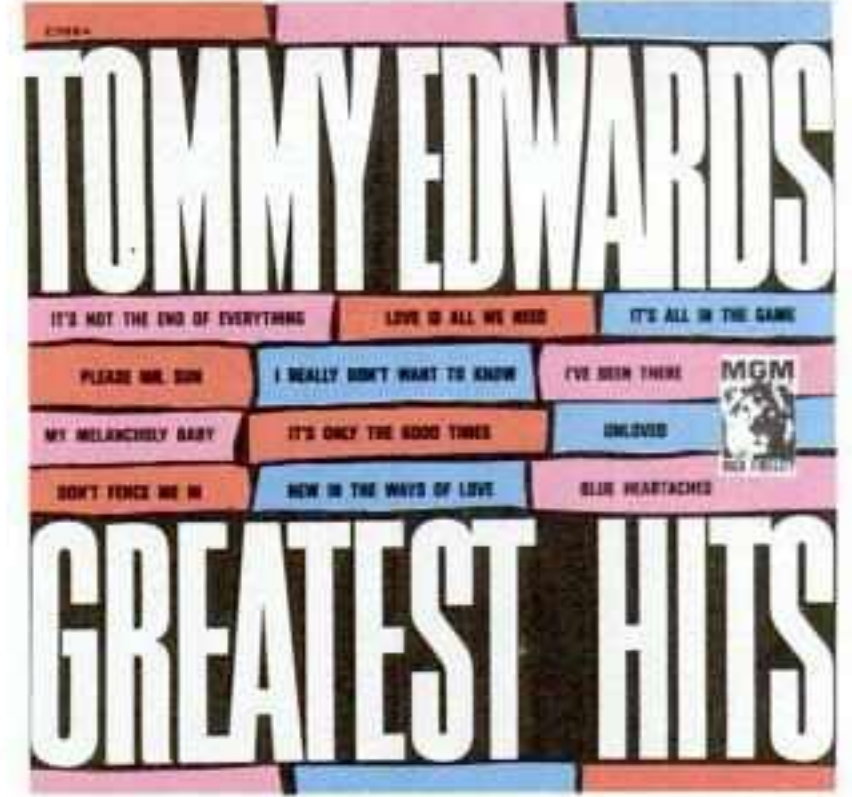
E/SE3913 America's No. 1 Singer wows 'em at New York's No. 1 Niterly!



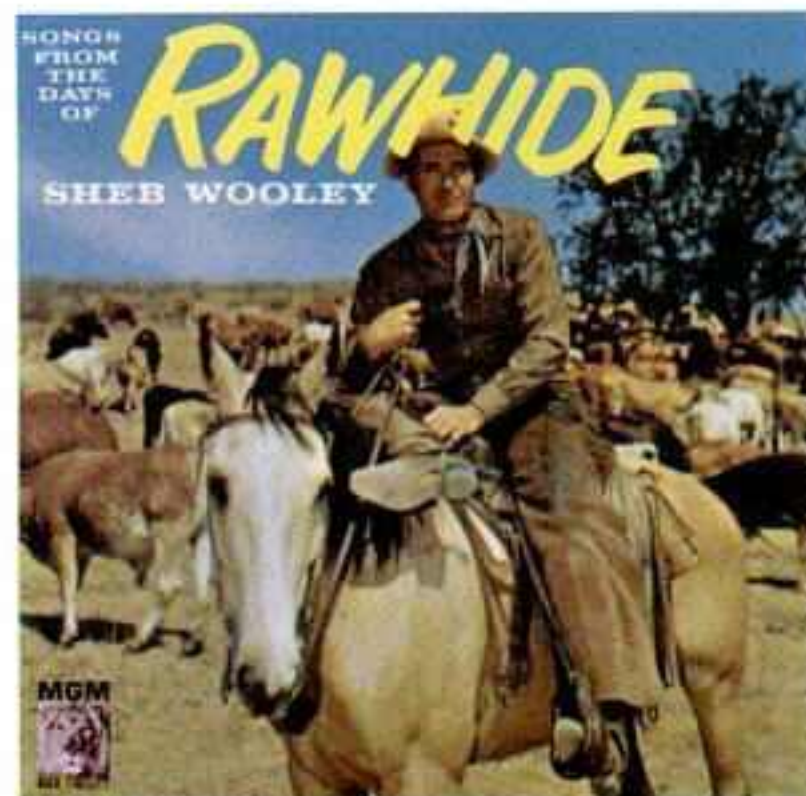
E/SE3907 The great million-sellers of the day—magnificently belted by Conway!



E/SE3874 Today's best-selling beat & Hawaii's best songs—terrific together!



E/SE3884 From "It's All In The Game" to "I Really Don't Want To Know"—his best!



E/SE3904 Sheb "Pete Nolan" Wooley sings fine songs from the days TV likes best!



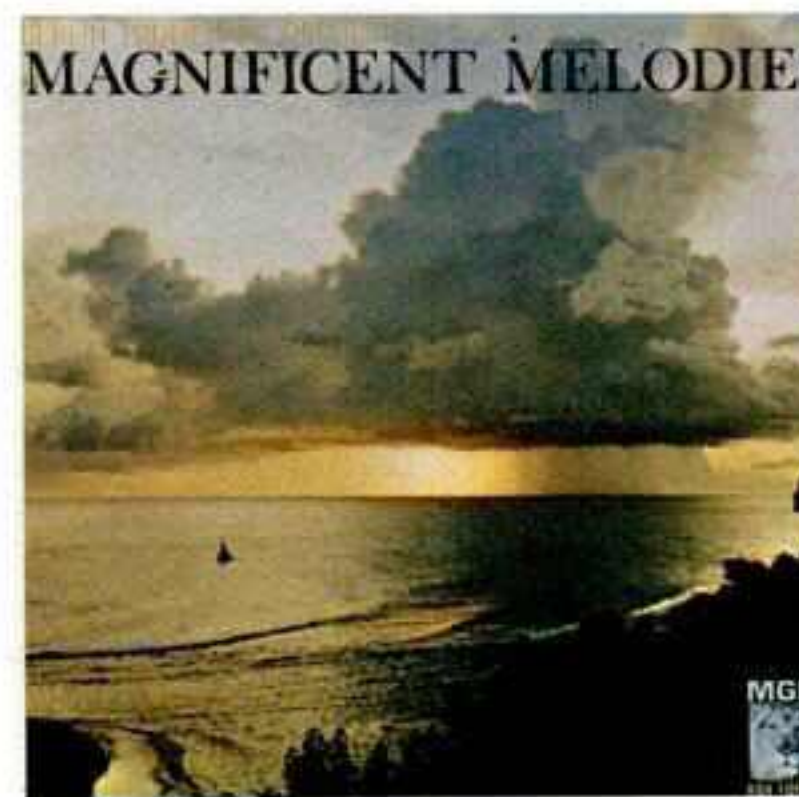
E/SE3905 The sensational Gateways in a brand new collection of "folksongs for today."



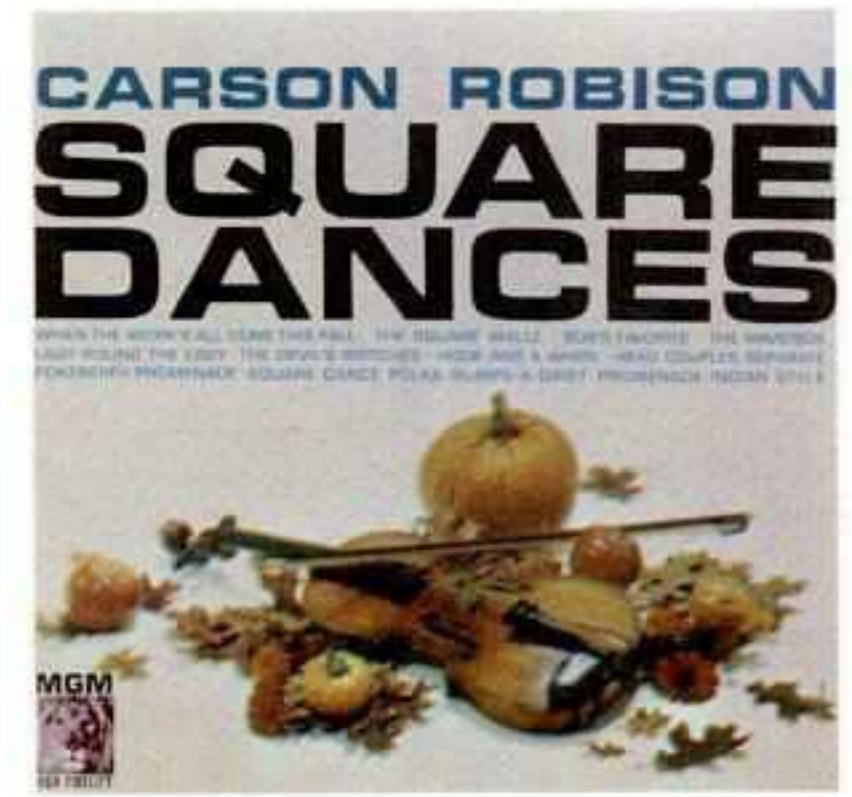
E/SE3886 Great movie themes of Spain—excitingly performed by Manuel, his guitars and his concert orchestra.



E/SE3226 Famous composer-conductor Tony Acquaviva performs his scintillating music.



E/SE3888 The world's most memorable melodies . . . for superb, relaxed listening.



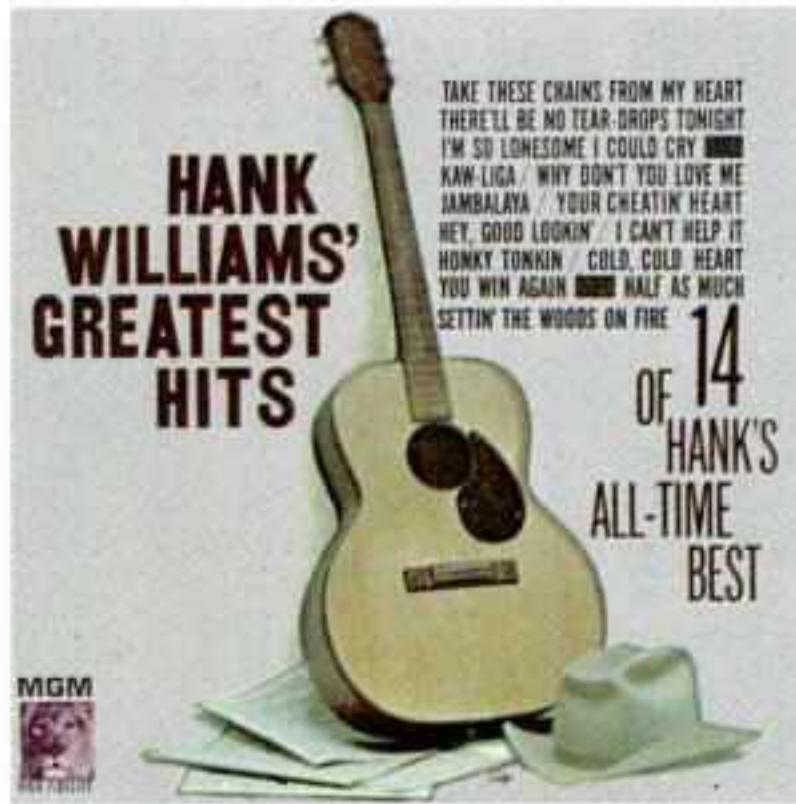
E3258 America's most popular dance-pastime—a definitive yet fun album.

MGM RECORDS / THE STARPOWER





E/SE3900 Here it is—the fabulous sequel to "BEN-HUR" you've been waiting for!



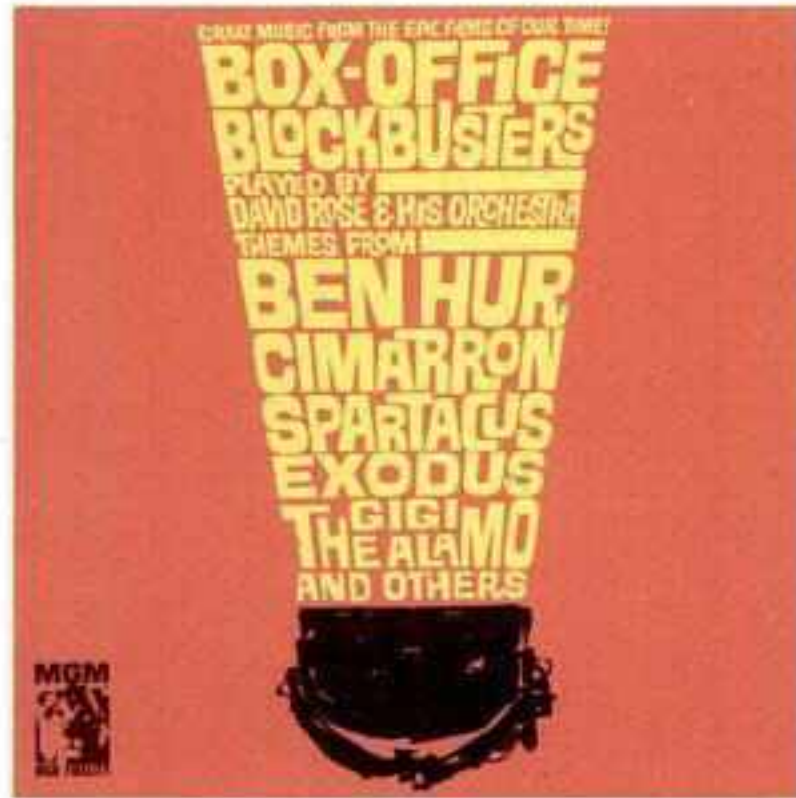
E3918 14 of Hank's All-Time Best—and how the memory lingers on!



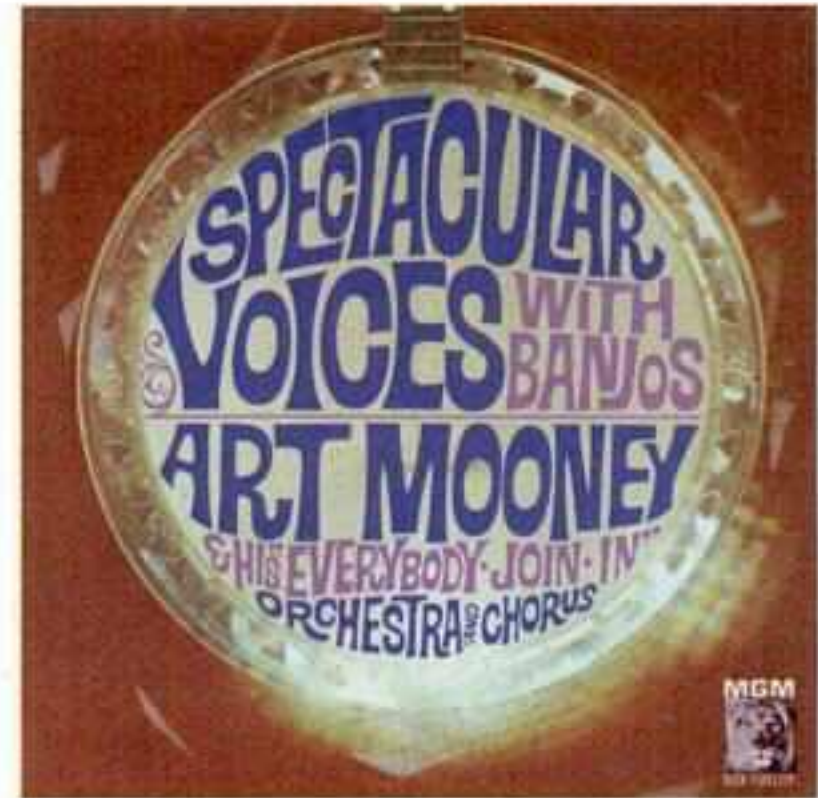
E/SE3885 More great Joni James hits—now available in album form for the first time . . .



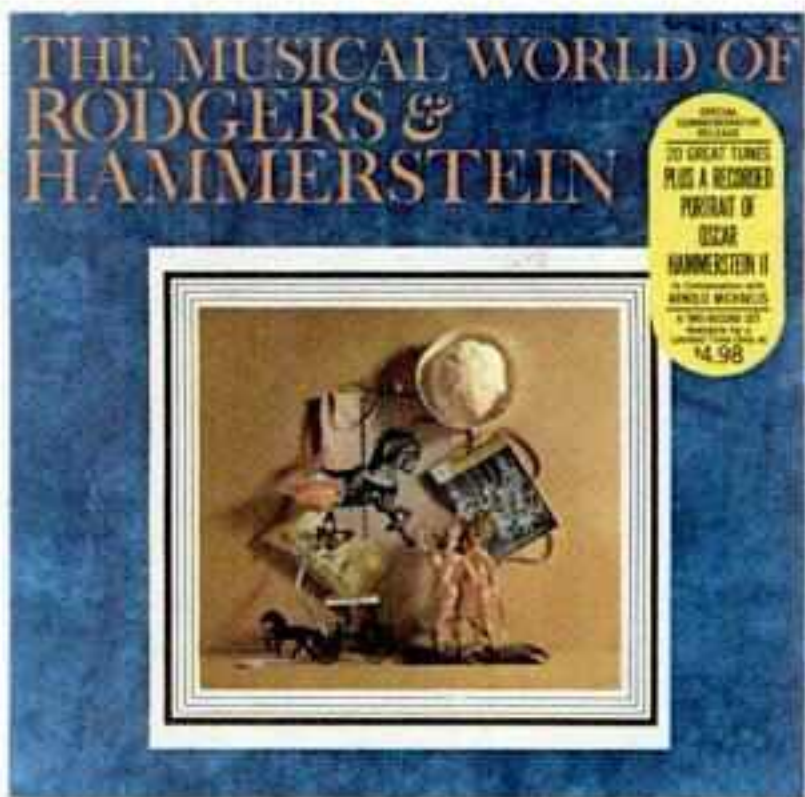
E/SE3908 Andre Previn in top form—cool, comfortable and swinging—as always.



E/SE3894 "Rose really clix with these big themes from Hollywood's boffo pix."



E/SE3899 You'll want to join in as Art's sound sensation swings along!



E/S2E6 Commemorative Release—superb value! Includes bonus recorded portrait of Hammerstein in conversation with Arnold Michaelis.



E/SE3889 Presenting Vera Lynn in a group of songs she made famous. Beautiful!



E/SE3912 The writers of the million-seller R & R hits sing their Big Ones . . . like nobody else can!

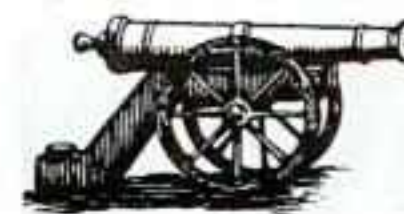
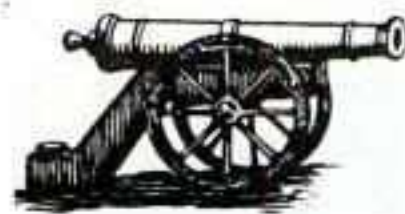


E/SE3910 Superb recordings of great ballet masterpieces . . . gorgeous sound!

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	Connie Francis at The Copa	E3913/Quant. SE3913/Quant.		More Music From Ben-Hur	E3900/Quant. SE3900/Quant.		We Wrote 'Em And We Sing 'Em	E3912/Quant. SE3912/Quant.
"By 11:00 p.m. the audience was eating out of her hand—by the next day the whole town knew that a standout "club" singer had arrived!"						Fever, Lay It On, All Shook Up, Music And Fire, Jim Dandy, Hot Biscuits And Sweet Marie, Tweedle-Dee, That's All Right Now, Send For Me, Come On, Come On, and others.		
	Songs To A Swinging Band Connie Francis	E3893/Quant. SE3893/Quant.		Hawaii With A Bongo Beat LeRoy Holmes & His Orch.	E3874/Quant. SE3874/Quant.		Square Dances Carson Robison	E3258/Quant.
Connie Francis in a new mood—singing, swinging! 12 great songs to the smooth beat of Richard Wess and his band.			Hawaiian War Chant, Blue Hawaii, The Moon Of Manakoa, Malihini Mele, Minoi Minoi, My Little Grass Shack In Kealahou, Kekua Hawaii, Lovely Hula Hands, Sweet Leilani, and others.			When The Work's All Done This Fall, Pokeberry Promenade, Bob's Favorite, Lady Round The Lady, The Devil's Britches, Hook And A Whirl, The Maverick, Bumps-A-Daisy, and others.		
	More Joni Hits Joni James	E3885/Quant. SE3885/Quant.		The Previn Scene Andre Previn	E3908/Quant. SE3908/Quant.		The Musical World of Rodgers & Hammerstein—Oscar Hammerstein in Conversation With Arnold Michaelis Ornadel & The Starlight Symphony	2E6/Quant. S2E6/Quant.
There Goes My Heart, Little Things Mean A Lot, There Must Be A Way, Be My Love, I Still Get A Thrill, We Know, They Really Don't Know You, Are You Sorry, and others.			Should I, Young Man's Lament, Get Those Elephants Outa Here, A Year Of Youth, Guido's Black Hawk, Black & Blue, Blue Room, Little Girl Blue, Blues For Brian, and others.			Some Enchanted Evening, Oklahoma-Selections, The Sound Of Music-Selections, South Pacific-Selections, If I Loved You, June Is Bustin' Out All Over, Bali Hai, and others.		
	Tommy Edwards' Greatest Hits	E3884/Quant. SE3884/Quant.		Songs From The Days of Rawhide Sheb Wooley	E3904/Quant. SE3904/Quant.		The Sound of Spain, Manuel, His Guitars & His Concert Orch.	E3886/Quant. SE3886/Quant.
I Really Don't Want To Know, My Melancholy Baby, Don't Fence Me In, Blue Heartaches, It's Only The Good Times, New In The Ways Of Love, Love Is All We Need, and others.			Rawhide, Mirage, The Goodnight Loving Trail, The Story Of Billy Bardeil, Shifting, Whispering Sands, Indian Maiden, Bars Across The Windows, Cattle Call, and others.			Mexican Hat Dance, You Belong To My Heart, Plaza De Toros, The Mountains Are Crying, Song Of The Barefoot Contessa, Mexican Lullaby, The Wedding Song, and others.		
	Hank Williams' Greatest Hits	E3918/Quant.		Down In The Valley The Gateway Singers	E3905/Quant. SE3905/Quant.		Music of Acquaviva	E3226/Quant. SE3226/Quant.
Cold, Cold Heart, You Win Again, Take These Chains From My Heart, There'll Be No Tear-Drops Tonight, Settin' The Woods On Fire, Hey, Good Lookin', Jambalaya, and others.			Mighty Day, Kingston Market, Apples, Peaches and Cherries, Go 'Way From My Window, Times Are Getting Hard, High Barbary, Going Down The Road, and others.			Beyond The Next Hill, Tillie's Tango, My Love—My Love, La Brillante, The Cavalier's Ball, Her Tears, A "Miss You" Kiss, A Man With A Dream, Inconsolable.		
	The Rock & Roll Story Conway Twitty	E3907/Quant. SE3907/Quant.		Magnificent Melodies Berlin Promenade Orchestra	E3888/Quant. SE3888/Quant.		Spectacular Voices with Banjos Art Mooney & His Orch. & Chor.	E3899/Quant. SE3899/Quant.
Splash-Splash, Diana, Shake Rattle and Roll, Great Balls Of Fire, Jailhouse Rock, The Girl Can't Help It, Handy Man, Whole Lotta Shakin' Goin' On, Treat Me Nice, and others.			Waltz From "Der Rosenkavalier," Etude In E Major Op. 10 No. 3, Hungarian Rhapsody No. 2, Waltz from "Faust," Prelude In C Sharp Minor Op. 3 No. 2; Espana, and others.			Charlie, My Boy, Doodle Doo Doo, Yearning (Just For You), Heartaches, Honey-Babe, Daddy, Sound Off, Who's Your Little Who-Zis, Baby Face, 'Til Tomorrow, and others.		
	David Rose & His Orchestra Play Themes from Box Office Blockbusters	E3894/Quant. SE3894/Quant.		As Time Goes By Vera Lynn	E3889/Quant. SE3889/Quant.		Prima Ballerina Berlin Promenade Orch.	E3910/Quant. SE3910/Quant.
Love Theme of Ben-Hur, Cimarron, Spartacus Love Theme, Theme from Butterfield 8, Main Theme From Exodus, The River Kwai March and Colonel Bogey, Gigi, and others.			As Time Goes By, Young At Heart, Smilin' Through, It's Easy To Remember, A Summer Place, Autumn Concerto, Hello Young Lovers, How Green Was My Valley, and others.			Polovetzian Dances from Prince Igor, Barcarole from Tales Of Hoffmann, Polka from The Bartered Bride, Waltz from Serenade for Strings, Sabre Dance from Gayne, and others.		



SPECIAL MERIT SPOTLIGHTS

The following records have been picked for outstanding merit in their various categories because in the opinion of The Billboard Music Staff they deserve exposure.

Continued from page 35

Pop Disk Jockey Programming

PETE FOUNTAIN

★★★★ FORBIDDEN LOVE (Mellin, BMI) (2:11)
★★★★ ALONE TOGETHER (Harms, ASCAP) (2:50) Coral 62243

MAX HARRIS

★★★★ GURNEY SLADE (Hollis, BMI) (2:10) Atco 6187

Pop Talent

TOMMY TUCKER

★★★★ RETURN OF THE TEENAGE QUEEN (Knox, BMI) (2:04)
★★★★ SINCE YOU HAVE GONE (Marty's, BMI) (2:17)
RCA Victor 7838

C&W Disk Jockey Programming

BILLIE JEAN HORTON

★★★★ I'D GIVE THE WORLD (TO HAVE YOU BACK) (Acuff-Rose, BMI) (2:36) 20th Fox 238

★★★★

VERY STRONG SALES POTENTIAL

POPULAR ★★★★★

NICK PERITO

★★★★ Bizzy Bizet—UNITED ARTISTS 285—A lively, wild performance of some of the themes from the opera "Carmen" played in sock fashion by the Nick Perito crew. The arrangement is startling and the percussion effects are lively. Watch this one. (United Artists, ASCAP) (2:47)

★★★★ Monaco—Bright, Latin-styled melody receives another strong performance from the Perito crew here, again sparked by a smart arrangement, clever work and snappy percussion. Two sock sides. (Tanda, ASCAP) (2:15)

EDDIE CARROLL

★★★★ Gone From Me—GUYDEN 2046—Eddie Carroll bows on the label with a first-rate reading of a strong hunk of uptempo material that has a chance. Lad sets it with feeling and style. Watch it. (Sandra, BMI) (2:15)

★★★★ Rules of Love—On this side the lad tackles a ballad to good results. He is on the country-pop kick and he can sell a song with a flourish. Two sides that should get attention. (Sandra, BMI) (2:30)

BENNY JOY

★★★★ Sincerely, Your Friend—DECCA 31199—The chanter sells an attractive weeper with much warmth aided by pretty "Last Date" type of piano chords. Side is countryish but pop enough to get some attention. (Champion, BMI) (2:33)

★★★★ New York—Hey Hey—Benny Joy comes through with a wild performance on a swinging rocker about the city of New York. Bright wax is worth spins. (Champion, BMI)

SAMMY TURNER

★★★★ Little Sir Echo—BIG TOP 3065—Sammy Turner sells the familiar oldie with spirit over a smart and very listenable arrangement that moves. Side could help get Turner back on the charts. (Conn, ASCAP) (2:05)

★★★★ Love Keeps Calling—On this side the chanter sells a rocker with a lot of feeling, again backed cleverly by the ork and chorus. Two good sides with a chance. (Progressive-Steary, BMI) (2:15)

JOHNNY AND THE HURRICANES

★★★★ Ja-Da—BIG TOP 3063—Here are Johnny and the Hurricanes swinging with an oldie in their usual style that rocks. Mighty attractive side that could grab a lot of coins. (Feist, ASCAP) (2:04)

★★★★ Mr. Lonely—Johnny and the Hurricanes turn to a slow stroll here and they play it smartly with the drums pounding in the backing. Strong instrumental wax. (Vickie, BMI) (2:19)

THE PILTDOWN MEN

★★★★ Goodnight, Mrs. Flintstone—CAPITOL 4501—This striking melange of traditional themes, with Latin percussion figures and a march tempo adds up to a fine instrumental. Watch it. (Ace-Cee-Mem, BMI) (1:57)

★★★★ The Great Imposter—From the U-I film of the same name, this is a fetching instrumental of a Henry Mancini item.

Song has freshness and will surely get good play. (Southdale-Northern, ASCAP) (1:59)

B. BUMBLE AND THE STINGERS

★★★★ Bumble Boogie — RENDEZVOUS 140—Jack Fina's old hit is wrapped up in vivid instrumental treatment with sock piano solo work. Solid jockey wax. (Martin, ASCAP) (2:09)

★★★★ School Day Blues — Catchy, relaxed blues theme is handed a pleasant instrumental treatment. Another pleasing jockey side. (Ren Hall, ASCAP) (2:15)

PETE FOUNTAIN

★★★★ Forbidden Love—CORAL 62243—An interesting Latin-tinged instrumental by Fountain somewhat reminiscent of "Petite Fleur." The sub-toned clarinet of Fountain is heard against electric guitar backing. (Mellin, BMI) (2:11)

★★★★ Alone Together—The old Schwartz-Dietz hit is updated in big band style by Fountain. Has much of the touch of the old Artie Shaw band's rendition of the number. Fountain's clarinet lead carries throughout the side. Danceable and a good juke box side. (Harms, ASCAP) (2:50)

ANNETTE

★★★★ Dream Boy—VISTA 374—Here's a tune based on the old air, "Funiculi, Funicula." It has a new lyric and it's handled for listenable effects by Annette. (Music World-Wonderland, BMI) (2:00)

★★★★ Please, Please, Signore—The teen thrush offers a ballad in Latin tempo. The side has an interesting echo effect and it can grab spins. (Music World, BMI) (2:47)

EARL GRANT

★★★★ Quando La Luna—DECCA 31203—Attractive Latin theme is wrapped up in an expressive vocal by Grant. Strong side. (Criterion, ASCAP) (2:43)

★★★★ You Thrill Me—An appealing ballad is sung with sincerity and flavor by Grant and chorus. (Idebll, ASCAP) (2:36)

SAMMY KAYE & ORK

★★★★ Welcome Home—DECCA 31204—Pretty trumpet solo work on a melodic theme. Nice deejay side, in mood of the current "Wonderland" hit. (Hollis, BMI) (3:12)

★★★★ What's New at the Zoo—Cute novelty tune from "Do Re Mi" musical hit is handed bouncy vocal stint by Ray Michaels and the Kaydets. (Stratford, ASCAP) (2:34)

NICK NOBLE

★★★★ Over Someone's Shoulder—CORAL 62246—Catchy Latin-tempo ditty is sung with verve by Noble. Effective arrangement, and it's in the groove of "Save the Last Dance for Me." (Sherwin, ASCAP) (2:01)

★★★★ Some Place to Cry—Emotion-packed reading by Noble on a folksy theme with mildly r.&r. backing. Merits spins. (Moss Rose, BMI) (2:41)

VARETTA DILLARD

★★★★ A Little Blitty Tear—CUB 9083—

A happy rocker effort with a catchy piano figure in the backing. Gal handles it well and it's worth spins. (Pamper, BMI) (1:50)

★★★ Mercy, Mr. Percy—The old r.&b. hit is given a good rockin' updated reading by the thrush. Good blues thrashing by the gal. (Savoy, BMI) (2:00)

MALCOLM DODDS

★★★★ Come Oh Come—MGM 12975—Dodds offers a strong ballad reading. A good tune with a choral and guitar back-up that's ear-catching. Neat fiddles are worked in, too. This side has a good chance. (Mellin, BMI) (2:35)

★★★ All for the Love of a Woman — Sweeping fiddles and a yeah-yeah femme chorus are heard behind Dodds' vocal here. The artist has a fine sound on his debut with the new label. (Mal-Che, BMI) (2:17)

COLLY WILLIAMS

★★★★ You Know I'll Love You Tomorrow—RY-AN 501—Answer disk to the Shirelles' hit is handled well by the boy with violins and vocal group in the background. Talent might be worth watching, and disk has a chance. (Edith, BMI) (2:30)

★★★ Oh What a Love—Boy's material is something like Lloyd Price's here. Tune swings along nicely, with a vocal chorus and small combo assisting. (Glenn-Mark, ASCAP) (2:25)

MAX HARRIS

★★★★ Gurney Slade — ATCO 6187—Tasteful instrumental jazz wax with lightly swinging tempo. Solid jockey side. (Hollis, BMI) (2:10)

★★★ Hat and Cane—Sprightly honky-tonk styled piano work on lively instrumental theme. Another good deejay side. Both sides are from an album. (BMI) (2:09)

THE ELGINS

★★★★ Uncle Sam's Man—FLIP 353—A slow rockaballad of the old-style meshuga type—full of crazy bass and high tenor vocal maneuvers—that are experiencing a revival right now. This is about a cat joining the Armed Forces—with reluctance. (Limax, BMI) (2:24)

★★★ Casey Cop—Basically, this is a blues, and it's in slow, stroll-like tempo. Side has a catchy quality with a gospel-flavored touch by the group. This can catch spins. (Limax, BMI) (2:20)

BILLIE JEAN HORTON

★★★★ I'd Give the World (To Have You Back) Again—20TH FOX 238—A country weeper ballad is handled with sincerity by the thrush. There's a lot of feeling here and the side is worth spins, especially in rural parts. (Acuff-Rose, BMI) (2:36)

★★★★ Angel Hands—A country ballad with strong weeper qualities. The gal offers the tune with warmth, assisted by a chorus. Side can cop play. (Bayou State, BMI) (2:15)

TOMMY TUCKER

★★★★ Return of the Teen-Age Queen—RCA VICTOR 7838—Here's an answer song to a Johnny Cash hit of a while back. Tucker hands it a bright, sincere reading in the country groove. Side could grab with exposure. (Knox, BMI) (2:04)

★★★★ Since You Have Gone—A waltz ballad of the weeper school. Tucker has a good, weepy touch. Chorus supports with style. (Marty's, BMI) (2:17)

JOHNNY JANIS

★★★★ As I Was Walkin'—COLUMBIA 41933—The lad comes through with a strong performance here of a bright hunk of material aided by a first-rate arrangement and a cute all-girl chorus. A side that could take off. (Skidmore, ASCAP) (2:22)

★★★★ Catch a Falling Star—The hit tune of a few years ago receives a breezy, rocking performance from Johnny Janis here, aided by a swinging arrangement in the ork and chorus. Good wax with a chance. (Marvin, ASCAP) (2:14)

JON E. HOLIDAY

★★★★ Yes, I Will Love You Tomorrow —ATLANTIC 2091—Fervent chanting by Holiday on an answer to the current hit ballad by the Shirelles. Dramatic backing gives it a lot of flavor. (Aldon, BMI) (2:40)

★★★★ Till the End of Time—Heartfelt interpretation by Holiday of the pretty oldie. (Joy, ASCAP) (2:18)

BOB RILEY

★★★★ Big Dog—YORK 805—Riley is a rockabilly and here he belts out an upbeat rhythm pounder, to a good piano and guitar backing. Side has a persistent beat, though the material is on the routine side. (Newton, ASCAP)

★★★★ I'll Win You Back Again—A tender ballad reading at moderate tempo. Riley delivers a teary rendition to an interesting organ support. (Gil, BMI)

KOKOMO

★★★★ Asia Minor — FELSTED 8612 —Tune adapted from the Greig Piano Con-

certo receives a swinging rendition here from Kokomo over bright string support. Good jock wax. (Barbro, ASCAP) (1:58)

★★, Roy's Tune — On this side the pianist turns in another happy performance on a light little riff tune. Pleasant instrumental side. (Barbro, ASCAP) (1:51)

YAN EVANS, HIS PIANO AND STRINGS

★★★★ Misty Lake — PALETTE 5030 — Most attractive ballad item is performed with taste here by the large string ork, featuring piano in the lead. Strong instrumental for radio stations and juke boxes. (Zodiac, BMI) (2:50)

★★★ Blue Candlelight—Another attractive tune receives a warm and lush treatment from Yan Evans and his orchestra and it, too, has a very good sound. Both sides are worth exposure. (Zodiac, BMI) (2:37)

STEVE LAWRENCE

★★★★ Portrait of My Love—UNITED ARTISTS 291—The attractive tune, now a bit British hit, receives a first-rate vocal by Lawrence on this new disk. The arrangement is big and loaded with strings. Strong wax with a chance. (Piccadilly, BMI)

★★★★ Oh, How You Lied—Pleasant tune penned by the singer receives a warm performance from the chanter aided by listenable backing. (Maxana, ASCAP)

BOB WILSON

★★★★ Portrait of My Love — DECCA The British ballad is handed a good reading here by Wilson over big string ork support. There are a number of other strong versions of the tune but this one, too, has a chance. (Piccadilly, BMI)

★★★★ Marie, Marie—Here's a very good performance of an attractive and much-recorded tune by Bob Wilson. The singer sells it with feeling and the arrangement is bright. If the tune happens this disk could get some of the action. (Garland-Julian Stearns, ASCAP)

JAZZ ★★★★★

HORACE SILVER QUINTET

★★★★ Where Are You?—BLUE NOTE 1785—Silver composed this wild riff item that goes. Blue Mitchell, Silver and Junior Cook shine on this exciting instrumental, and it should pull a lot of coins on jazz boxes. (Ecaroh, ASCAP)

★★★★ Me and My Baby—The Horace Silver combo comes through here with a first-rate performance on a swinging instrumental effort here, featuring Silver's piano work as well as Blue Mitchell and Junior Cook. Good swinging jazz. (Ecaroh, ASCAP)

COUNTRY & WESTERN ★★★★★

LEWIS FRUIT

★★★★ The Hand That Held the Hand—DECCA 31201—A country weeper in medium-beat rhythm. This is a tale of considerable heartbreak and Fruit gives it a real-life feeling. (Champion, BMI) (2:27)

★★★★ Crazy Bullfrog—Here's a taste of old-fashioned country blues, with Pruitt essaying the rockabilly style. He handles the down-home material in good style. (Yonah, BMI) (2:00)

★★★
GOOD SALES
POTENTIAL

POPULAR ★★★★★

LARRY PAUL

★★★★ All Right — MALA 411 — Snappy rocker receives a neat, uptempo reading from Paul, aided by smart rhythm support. Worth spins. (Wemar, BMI) (2:10)

★★★★ You're So Far Away—Larry Paul comes through with a listenable performance on a nice rockaballad. Paul's style is on the Jackie Wilson kick. (Sylvia, BMI) (2:02)

RALPH MARGERIE

★★★★ Moonlight Becomes You—UNITED ARTISTS 284—The fine old tune is handed a stylish reading by the augmented orchestra, with the Accidentals taking the vocals here, and Margerie's trumpet taking the solos. Good juke wax. (Famous, ASCAP) (2:49)

★★★★ Truly—The Ralph Margerie crew performs the attractive ballad warmly here, featuring his trumpet, violins and the Accidentals vocal group. Very attractive nice side. (Judy, ASCAP) (2:50)

ROBIN LUKE

★★★★ All Because of You—DOT 16170 —The Hawaiian lad had a hit several seasons back on Dot and here he returns with a pleasant ballad, chanted neatly against a femme choral back-up. Fiddles are also featured in the agreeable side. (Johnstone-Montel, BMI) (2:25)

★★★★ So Alone—A pleasant ballad, done in a semi-rock style. Femme group and

Top Market Breakouts

Continued from page 35

BUFFALO

FLAMINGO EXPRESS, Royaltones, Goldisc

BALTIMORE-WASHINGTON

YOUR OTHER LOVE, Flamingos, End
BABY-SITTIN' BOOGIE,
Buzz Clifford, Columbia
THE STORY OF MY LOVE,
Paul Anka, ABC-Paramount
THEM THAT GOT,
Ray Charles, ABC-Paramount
WHAT AM I GONNA DO,
Jimmy Clanton, Ace

CINCINNATI

YOU GOTTA LOVE HER WITH A FEELING,
Freddie King, Federal
CHILLS AND FEVER, Ronnie Love, Dot
CLOSE TOGETHER, Jimmy Reed, Vee Jay

NEW ORLEANS

FLAMINGO EXPRESS, Royaltones, Goldisc
THE STORY OF MY LOVE,
Paul Anka, ABC-Paramount
DON'T BELIEVE HIM, DONNA,
Lenny Miles, Scepter
WE HAVE LOVE,
Dinah Washington, Mercury
OH, HOW I MISS YOU TONIGHT,
Jeanne Black, Capital

strings accompany the chanter. Another pleasant side. (Roblu ASCAP) (2:18)

JAY FANNING

★★★★ This Green Earth—ACME 2031—Attractive gospel-flavored warbling by Fanning on catchy tune with dual market appeal. (Candle-Glo, BMI) (2:15)

★★★★ East of the River and West of the Sea—Emotional delivery by Fanning on okay rockaballad. (Candle-Glo, BMI) (2:30)

BEVERLY WRIGHT

★★★★ All Baba—TIME 1027 — Vivacious chirping by canary on catchy novelty item. (Clifton, BMI) (2:03)

★★★★ Cry Like the Wind—Haunting theme from "Do Re Mi" is sung with plaintive effectiveness by gal. Pretty jockey wax. (Stratford, ASCAP) (1:58)

BOBBY HART

★★★★ Girl in the Window—ERA 3039—Bobby Hart sings of a lass standing by the window who cried because she was lonely. Listenable tune handled with feeling by Hart and it has a chance. (Brunswick, BMI) (2:26)

★★★★ Journey of Love—A bright rocker is handed a strong vocal by Hart, aided by some interesting rhythm backing. Two good sides. (Brunswick, BMI) (1:50)

DAMITA JO

★★★★ Disillusioned Lovers — ABC-PARAMOUNT 10176—Vivacious chirping on a bouncy ditty with catchy tempo. (Sunbeam, BMI) (2:01)

★★★★ How Will I Know — Exuberant thrashing by the canary on a swinging hand-clapping rhythm-novelty. Gal is with Mercury now, but this side should give her current waxings competition for spins. (United, ASCAP) (2:15)

JIM LOWE

★★★★ Two Sides to Every Story—DECCA 31198—Jim Lowe sings a country-tinged ballad in three-quarter time with considerable appeal. He works with a chorus in an attractive arrangement. Side is spinnable and it has a moral. (Sequence, ASCAP) (2:37)

★★★★ That Do Make It Nice—An upbeat side on the rocker style. Cute lyric idea here and it could generate interest. (Trinity, BMI) (1:55)

AL MARTINO

★★★★ Little Boy, Little Girl—20TH FOX 237—Wistful ballad with appealing lyrics is sung with gentle persuasiveness by Martino. Nice jockey side. (Deistone, BMI) (2:39)

★★★★ My Side of the Story—Pleasing interpretation by Martino on an attractive country-flavored ballad. (Sigma, ASCAP) (2:46)

HANNAH DEAN

★★★★ (I'm Afraid) the Masquerade Is Over —COLUMBIA 41929—Hannah Dean comes through with a listenable performance on the oldie, backed by a rocking beat. Lass' performance outweighs routine arrangement. (De Sylva, Brown & Henderson, ASCAP) (2:53)

★★★★ Strange Man — On this side the thrush turns in another attractive performance. (Continued on page 42)

ON THE BILLBOARD CHARTS

HOOCHI COOCHI COO HANK BALLARD and the Midnighters KING 5430

LET'S GO, LET'S GO, LET'S GO HANK BALLARD and the Midnighters KING 5400

WALK SLOW LITTLE WILLIE JOHN KING 5428



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Best Selling Sheet Music in U. S.

Tunes are ranked in order of their current national selling importance at the sheet music jobber level.

Table with columns: This Week, Last Week, Weeks on Chart, and list of songs like EXODUS, WONDERLAND BY NIGHT, LAST DATE, etc.

Reviews of New Pop Records

Continued from page 41

ance on an unusual piece of bluesy material. Two sides that show off her strong pipes. (Duchess, BMI) (2:38)

STAN KENTON AND ORK *** Malibu Moonlight-CAPITOL 4500 -Uncommon jazz side, full of mood. Kenton is at piano, and featured with him is saxist Sam Donahue. Nearly five minutes, but worth it for jazz programming. (Benton, BMI) (3:48)

*** Carnival-A Latin percussion figure lends an exciting touch to this side. Again, Sam Donahue on tenor contributes markedly. (Benton, BMI) (4:44)

DENNY REED *** No One Cares-TREY 142-Denny Reed comes off with a tender performance on an attractive rockaballad here. It could get some action. (Desert Palm, BMI) (2:19)

*** Lonely Little Bluebird-The chanter handles this bright novelty with spirit over neat backing from the ork and chorus. (Desert Palm, BMI) (2:21)

HERSCHEL THOMAS *** One Little Candle-MADISON 145 -Moving ballad with inspirational-type lyrics is wrapped up in feelingful vocal by Thomas. Watch it. (Shawnee Press, ASCAP) (1:55)

*** My Foolish Heart-Strong reading by Thomas on the poignant oldie. Both sides have sales potential. (Joy, ASCAP) (2:03)

MEL TORME & MARGARET WHITING *** What's New at the Zoo-VERVE 10230-From the album, "Broadway, Right Now," and from the show, "Do Re Mi," comes this side. It's a hip performance by a wonderfully talented duo, with guitars giving the smart lyrics a rocking quality. (Stratford, ASCAP) (2:30)

*** Hey, Look Me Over-From "Wildcat," this brisk march tune gets a bright go, with snare drums and fifes in the arrangement. The vocal gets the most out of the lyrics. (Morris, ASCAP) (3:06)

CHUCK JACKSON *** Just Once-WAND 106-There's an inspirational quality to this love song. Jackson's vocal is backed by an arrangement featuring violins, and a triplet figure gives the theme urgency. (Ludix, BMI) (2:10)

*** I Don't Want to Cry - Jackson brings a touch of church quality to his style here. Song is an unusual one, with dramatic backing. (Ludix, BMI) (2:17)

ROBIN CLARK *** Daddy, Daddy (Gotta Get a Phone in My Room)-CAPITOL 4503-Ten-year-old Robin debuts on the label with this cut novelty. Teen fare. (Davidson, BMI) (2:08)

*** Love Has Come My Way-Little Robin, with a chorus, gets a big sound with this Don Gibson tune, reminiscent of "Oh Lonesome Me." Watch it. (Acuff-Rose, BMI) (2:12)

CHUCKLES FINNEGAN *** Sheik to Sheik-MUSICOR 1003-Finnegan offers an interesting instrumental in tango rhythm featuring a sax lead. A spinnable side. (Arch, ASCAP)

*** Funnybone-Here's a talking alto

sax effort that has the old-fashioned Ted Lewis kind of sound. A bright 1920's quality here. (Arch, ASCAP)

CAROL AND ANTHONY *** Letter on a Train-CAPITOL 4517 -Carol and Anthony sell this listenable ballad in warm style here aided by a clever backing. Pleasant disk. (Aregain, ASCAP) (2:19)

*** Big John-This is a tribute record to the new President and it is bright and snappy enough to get spins. Cute side. (Aragain, ASCAP) (2:16)

FRANK CHERVAL *** Be My Girl-BIG B 1022-A bright and bouncy rocker. Cherval handles it with style against a femme chorus. Nice listening. (Miller, ASCAP) (2:23)

*** It Happened on the Beach-A pleasant ballad by Cherval, offered with a femme chorus. Cherval clefted the tune himself. (Miller, ASCAP) (2:17)

PRENTICE MINNER *** Sincerely-DOT 16173-The Moon-glows' r.&b. hit of a few years ago receives a strong reading here by Prentice Minner, whose style features a lot of vocal gimmicks. Could get spins. (Arc, BMI) (2:34)

*** You Give Me Heartaches-The high-voiced chanter shows off some more of his gimmicked style on this rockaballad aided by listenable ork and chorus backing. (Keva, BMI) (2:37)

MARC ANTHONY *** Party Doll-AXTEL 102-The rocker hit by Buddy Knox and the Rhythm Orchids is given an enthused reading by Anthony. He's much in the rockability groove, and he sings against a good arrangement. (Patricia, BMI) (2:22)

*** Once Only Once-A ballad set to a modified rock-a-tango rhythm. Okay vocal. (Waynewood, BMI) (2:06)

ROD MCKUEN *** In a Lonely Place-KAPP 366-A ballad gets an easygoing reading by McKuen. He sings against a chorus back-up here. (Dov, ASCAP) (2:17)

*** Marie, Marie-A pleasant ballad effort by McKuen. He's assisted by fiddles on this side. (Garland, ASCAP) (3:01)

FRANKIE FARR *** Queen of My Dreams-I-NEZ 001 -The boy, who is possessed of a good style, sings about the chick whom he only sees when he sleeps. Tune is a quick-moving rocker that has the lad backed up by small combo. (Glen Mark, ASCAP) (2:23)

*** Little Girl-Flip is not the oldie, but a tune with the same lyric premise but different melody. It rocks along nicely with the boy doing a good job. (Glen Mark,

SUPER-PHONICS *** Teen-Age Partner-LINDY 2175-Th Super-Phonics handle this rocker neatly, with lead singer Ronnie Hanson singing it with style. Backing is exciting, too. (Central Songs, BMI) (2:33)

*** My Love for You-On this side Hanson chants a rockaballad pleasantly over

(Continued on page 44)

BILLBOARD MUSIC WEEK HOT C & W SIDES

FOR WEEK ENDING JANUARY 22 TITLE, Artist, Company, Record No.

Chart table with columns: THIS WEEK, ONE WEEK AGO, TWO WEEKS AGO, THREE WEEKS AGO, and list of songs like NORTH TO ALASKA, ON THE WINGS OF A DOVE, etc.

ON MY KNEES and STAY Charlie Rich Phillips International #3562 639 Madison Memphis, Tenn.

Warren Smith "ODDS and ENDS" (Bits and Pieces) Liberty F-55302 CENTRAL SONGS, INC. 4308 Sunset Blvd., Hollywood 28, Calif. Phone: Hollywood 1-9347

JAMIE GUYDEN His Newest Smash! DUANE EDDY "PEPE" Jamie #1175 RECORDS 1330 W. Girard Ave. Phila. 23, Pa. CE 2-3333

Main Theme from EXODUS 45 #1953 MANTOVANI LONDON RECORDS 539 W. 25th St. New York, N. Y.

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ROD MCKUEN

K-366



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"I PITY THE FOOL"

b/w

"Close to You"

BOBBY BLAND

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JIMMIE RODGERS

sings

"WHEN LOVE IS YOUNG"

R-4318

ROULETTE RECORDS

"FUNKY"

by

The Cavaliers

9-62245

CORAL RECORDS

"TALK TO ME BABY"

b/w

"I Love You Baby"

F-369 FROM

"ANNETTE SINGS ANKA"

BV-3302



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"CONGO GLIDE"**

Savoy 1591

SAVOY RECORD CO. NEWARK N.J.

TWO-SIDED SMASH!

I LOVE TO MAKE LOVE TO YOU

AND

**SHOW FOLK
PAUL EVANS
CARLTON 539**

Reviews of New Pop Records

Continued from page 42

fair support. Flip is stronger. (Bengtsson, BMI) (2:18)

THE CABLES

★★★ Choo-Choo—RCA VICTOR 7839—An interesting blues with novelty touches. The group hands it a distinctive reading against good guitar support. (Bradshaw, BMI) (2:15)

★★ Moonlight and Roses—The group offers a pleasant harmony version of the well-known oldie. (Danels, BMI) (2:32) (ASCAP) (2:05)

WAYNE BROOKS AND THE CYCLONES

★★★ Secret Love—TOP RANK 2099—A rockin' rhythm instrumental version of the Webster-Fain hit. It's done with organ, down guitars and a honking tenor. Side could grab spins. (Remick, ASCAP) (2:00)

★★ Runaway—An upbeat blues instrumental which works into a sort of jam session. Flip has more appeal. (Beau-Tex-Crazy Cajun, BMI) (2:25)

BARRY MARTIN

★★★ Got a Whole Lot of Loving to Do—RCA VICTOR 7834—A rhythm rocker in a blues framework. Martin gives it a rockabilly touch. Pleasant effort. (Cranstone, BMI) (2:11)

★★ Why'd I Have to Fall in Love With You, For—A breezy rhythm offering of which John Ringling North is co-writer. Tun: has an old-fashioned flavor and Martin gives it a good ride, joined in the second go-round by a chorus. A happy side. (Saunders, ASCAP) (2:00)

JAZZ ★★★

HANK MOBLEY

★★★ Remember—BLUE NOTE 1797—The Berlin standard in a tasteful jazz arrangement. With Mobley are Wynton Kelly, Paul Chambers, Art Blakey. Side is from an album. (Berlin, BMI)

★★★ Dig Dis—A bluesy side done in relaxed manner by Mobley, Wynton Kelly, Paul Chambers and Art Blakey. Fine for jazz programming. (Groove, BMI)

HORACE PARLAN

★★★ Wadin—BLUE NOTE 1778—Parlan and his combo come through with a mighty attractive reading of bluesy instrumental effort in the modern vein. It rocks neatly and could pull coins on jazz boxes. (Groove, BMI)

★★★ Borderline—This side, though a pleasant effort, does not have the attractiveness of the flip, although it does feature a listenable sax solo. Both sides are from Parlan's latest album release. (Groove, BMI)

THE LAVALIERES

★★★ The Beatnik Bounce—AMPHORA 1001—Lightly swinging ditty, more jazz than pop, receives a happy instrumental performance here from the combo. (Amphora, BMI) (2:43)

★★★ Suburban—Track 3—On this side the boys swing out on another light riff effort which they also handle well instrumentally. Two nice sides for jocks. (Amphora, BMI) (3:38)

RHYTHM & BLUES ★★★

HAROLD BURRAGE

★★★ A Fool—PASO 182—Feelingful vocal by Burrage on moving bluesy rockabilly. (Paso, BMI) (2:40)

★★★ Say You Love Me—Fervent shouting by Burrage on emotion-packed up-tempo blues-rhythm tune. (Paso, BMI) (2:43)

BERNON & (JUE BABY) JEWEL

★★★ You're Gonna Be Paid—IMPERIAL 5722—Exuberant chanting by duo on bouncy bluesy rhythm item. (Mae's-Bren-Lue, BMI) (2:23)

RUSSELL JACQUET ORCHESTRA

★★★ Sail On—Vernon Garrett warbles wit' feeling on okay r.&r. ditty. (Mae's, BMI) (2:12)

THE TWILIGHTERS

★★★ Help Me—RICKI 907—This plea for help comes from the lead singer. The rest of the boys back him up on this slow ballad side. (Walnut-Little Rick, BMI) (2:20)

★★★ The Rockin' Mule—The boys go into a medium swing on this rocker which deals with a mule that learns how to rock and roll. (Walnut-Little Rick, BMI) (2:20)

ROY BROWN

★★★ Oh So Wonderful—HOME OF THE BLUES 115—Mamie Dell, who provides the feminine interest in this two-way talk-sing disk, steals the show with some very humorous by-play. Tune is a medium rocker. (Fre-Ron, BMI) (2:30)

★★ Sugar Baby—Vocal group assists Brown on this side as he sings, in something of

rockaballad style, of the qualities of his baby. (Fre-Ron, BMI) (2:11)

FLORA D

★★★ Way Out Baby—PASO 103—Two pushing tenor saxes set the pace on this medium-tempo blues which is sung with much vitality by the thrush. (Paso, BMI) (2:30)

★★ You Gonna Try—A much slower blues on the flip, and while the lass shouts pretty well, the material's a bit lean. (Paso, BMI) (2:28)

COUNTRY & WESTERN ★★★

ELDON RICE

★★★ Don't Let Love Break Your Heart—EL-RIO 413—Frantic rockabilly delivery by Rice on fast moving country rocker. (Sandra, BMI) (2:05)

★★★ Our Love Won't Die—Up-tempo weeper is chanted with feeling and sincerity by Rice. (Sandra, BMI) (2:09)

BREWSTER BROTHERS

★★★ Because of You—JANET 221—Personable chanting on pleasant country ditty. Merits spins. (Janet, BMI) (1:56)

★★★ Katie Dear—Same comment. (Janet, BMI) (2:36)

VIC BANKS

★★★ Remember Me—LIBERTY BEL 9032—Attractive country theme is hand effective vocal stint by Banks. (2:07)

★★ The Silvery Colorado—Pretty count theme is sung pleasantly by Banks. (2:29)

JOANIE HALL

★★★ Louisiana Blues—IVORY 108—A medium-tempo blues is well sung by the chick, who has an identifiable style, with the assistance of a small combo and a boys' vocal group. (Val-Dare, BMI) (2:10)

★★ Then You'll Cry—This ballad, which features the same backing, is sung smokily by the femme. (Val-Dare, BMI) (2:08)

INTERNATIONAL ★★★

GINO NARDO

★★★ Mama Rosa—LIBAN 1004—A three-quarter time ballad is sung here by the boy with strong chorus and string section. Tune about the helping hand of a mother, has some spoken Italian. (Liban, BMI) (2:47)

★★★ Here in My Heart—The hit of some time ago gets a good reading by the singer, with the fiddles and voices adding much color. (Mellin, BMI) (2:25)

LATIN AMERICAN ★★★

IRMA GARZA

★★★ Pin Maria—MAYTE 29—Tune is a quick-stepping Jocosa sung spiritedly by the chick to the accompaniment of a group under the direction of Ricardo Guzman. (2:39)

★★★ Por Tu Querer—Flip is a nicely played and sung ranchera. (2:33)

ERASMO RUIZ

★★★ Caras Vemos—MAYTE 28—This ranchera swings along nicely with Ruiz doing a good job on the lyric. (TNT, BMI) (2:30)

★★★ Todavía te Quiero—This ballad is done in the bolero style. (TNT, BMI) (2:40)

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BILLBOARD MUSIC WEEK HOT R & B SIDES

FOR WEEK ENDING JANUARY 22

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	TITLE, Artist, Company, Record No.	WEEKS ON CHART
1	2	2	3	SHOP AROUND, Miracles, Tamia 54034.....	6
2	1	1	1	HE WILL BREAK YOUR HEART, Jerry Butler, Vee Jay 354.....	13
3	8	9	9	GONZO, James Booker, Peacock 1697.....	8
4	21	18	—	(WILL YOU LOVE ME) TOMORROW, Shirelles, Scepter 1211.....	3
5	5	8	15	FOOLS RUSH IN, Brook Benton, Mercury 71722.....	8
6	17	17	17	I IDOLIZE YOU, Ike & Tina Turner, Sue 735.....	5
7	6	16	—	A THOUSAND YEARS, Kathy Young, Indigo 108.....	9
8	3	3	21	LAST DATE, Floyd Cramer, RCA Victor 7775.....	13
9	18	25	30	EXODUS, Ferrante & Teicher, United Artists 274.....	4
10	13	20	11	RUBY, Ray Charles, ABC-Paramount 10164.....	6
11	29	—	—	TROUBLE IN MIND, Nina Simone, Colpix 175.....	2
12	30	—	23	SPOONFUL, Etta and Harvey, Chess 1771.....	3
13	11	10	8	MY GIRL JOSEPHINE, Fats Domino, Imperial 5704.....	10
14	7	5	22	WONDERLAND BY NIGHT, Bert Kaempfert, Decca 31141.....	6
15	4	4	13	ARE YOU LONESOME TONIGHT, Elvis Presley, RCA Victor 7810.....	8
16	14	6	2	LET'S GO, LET'S GO, LET'S GO, Hank Ballard and the Midnighters, King 5400.....	15
17	20	13	5	DON'T GO TO STRANGERS, Etta Jones, Prestige 180.....	9
18	12	15	14	CRY, CRY, CRY, Bobby (Blue) Bland, Duke 327.....	15
19	16	12	6	NEW ORLEANS, U. S. Bonds, Legrand 819.....	12
20	10	19	—	NORTH TO ALASKA, Johnny Horton, Columbia 41782.....	8
21	26	23	18	HAPPY DAYS, Marv Johnson, United Artists 273.....	6
22	9	14	4	STAY, Maurice Williams, Herald 552.....	17
23	—	—	19	MY DEAREST DARLING, Etta James, Argo 5368.....	15
24	—	—	—	CHILLS AND FEVER, Ronnie Love, Dot 16144.....	1
25	—	—	—	ANGEL BABY, Rosie & the Originals, Highland 1011.....	1
26	—	—	—	HOOCHE COOCHE COO, Hank Ballard and the Midnighters, King 5430..	1
27	—	22	10	TODAY I SING THE BLUES, Aretha Franklin, Columbia 41793.....	12
28	—	—	—	GEE BABY, Joe and Ann, Ace 577.....	1
29	—	—	—	AT LAST, Etta James, Argo 4003.....	1
30	24	—	24	SAD MOOD, Sam Cooke, RCA Victor 7816.....	4

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RAININ' IN MY HEART

Excello 2194

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Randy Lee

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ARTISTS' BIOGRAPHIES

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



FRANK GARI

Frank Gari was born in New York City April 1, 1942. He now resides in Paramus, N. J.

Young Gari started in show business as an actor appearing in several films. His career as a singer began when he met songwriter Jimmy Crane. One month later, Gari was signed with Ribbon records and cut a disk called "Li'l Girl."

Recently Gari met Sy Muskin who is now his personal manager and president of Crusade records. It looks like this was a good move as Frank Gari's waxing of "Utopia" on the Crusade label rapidly moves up on the "Hot 100."

Gari's booking office is William Morris Theatrical Agency.

BEN E. KING



Formerly the lead singer with the Drifters, Ben E. King now has a solid hit of his own.

He began singing while working in his father's luncheonette in New York City. He was asked to join a vocal group called the Crowns, which later became the Drifters.

In 1959, with King as the lead singer, the Drifters had a string of hits, including "There Goes My Baby," "Dance With Me," "True Love, True Love," "Lonely Winds," "This Magic Moment" and "Save the Last Dance for Me."

In 1960 King went solo and racked up raves at every engagement. Currently signed with Atlantic Records, King has a two-sided hit on the "Hot 100": "Spanish Harlem" b/w "First Taste of Love." Ben E. King is booked by Circle Artists.

PROGRAMMING TIP OF THE WEEK

The most successful audience promotion in the history of WNEW, New York, was staged at Christmastime, when the station held a drawing for 200 orchestral tickets to the new Broadway hit musical, "Do Re Mi," starring Phil Silvers and Nancy Walker. The promotion could easily be utilized by other stations in cities visited by road companies of Broadway shows and/or adapted to cover local night clubs and concerts.

Displaying a show sense that veteran Broadway arrangers might well envy, Station WNEW executives selected "Do Re Mi" four months ago as the musical for which tickets would be given away. The promotion ran for three weeks, starting December 5, although the show didn't open on Broadway until December 26. So the record mail pull — 188,822 cards — was not caused by the fact that "Do Re Mi" is the biggest hit of the season.

Cards were drawn and the winners announced Christmas Eve and Christmas Day — thus making them "Christmas gifts" to WNEW listeners. Most of WNEW's deejays attended the performance December 30, as hosts for the lucky winners. The previous record for an all-station promotion at WNEW was held by the "Wishbone" contest which drew 154,087 — vying for transistor radio prizes — in November 1959. Deejay William B. Williams holds the station's one-program promotion record, with his Frank Sinatra contest (see Billboard Music Week's Programming Panel feature, January 9 issue) which drew 129,837 entries.

Station WNEW bought 200 tickets — worth \$1,880 — to "Do Re Mi" four months ago. The show's producer, David Merrick, offered WNEW extensive co-operation on promoting the stunt. Stars of four Merrick shows — Bill Bendix, Ethel Merman, Elizabeth Seal and Phil Silvers — taped special spots for airing by WNEW. Program staffers — touting the promotion — were inserted in Playbills in all of Merrick's theater.

SORRY, BUT WE MIXED PHOTOS

NEW YORK — In the "Programming Panel" feature which appeared in Billboard Music Week last week, the photos of New York deejays William B. Williams, WNEW, and Jerry Marshall, WMGM, were inadvertently reversed. The caption under Williams' picture read Jerry Marshall and vice versa.

Interestingly, both men operate "Make Believe Ballrooms." Williams took over WNEW's "Ballroom" when Art Ford vacated that spot. Ford had succeeded Marshall, when the latter jock moved from WNEW to WMGM here.

Stunting Deejays May Need Oxygen Tank for Marathons

ST. LOUIS — An oxygen kit may become part of every deejay's station kit if the present trend for marathon stunts by disk jockeys continues at its current rate.

The latest such event was staged by deejays Ron Lundy and Robin Scott, WIL, here, who conducted a record-breaking marathon broadcast for 67 hours and eight minutes last week to raise more than \$14,000 for the Boy's Club of St. Louis. Each contributor was given the chance to guess which of the two WIL jocks would lose consciousness first — and at what time — for a prize of \$100.

other seven-year term on the FTC by the outgoing Eisenhower office, but is not expected to be confirmed by the Democratic majority.

Robin Scott won the contest because doctors advised Lundy to quit after an examination disclosed traumatic laryngitis. Undaunted, WIL then asked dialers to enter a contest guessing how long each exhausted spinner would sleep after their ordeal.

Less strenuous — but perhaps more humiliating — was a recent "First Annual Grand National Tricycle Race" — in full view of an amused crowd — staged by deejays of WLEE, Richmond, Va., on behalf of the Marine Reserve "Toys for Tots" drive. Participating were jocks Art Lane, Mickey Kahn, Gene Loving and Dave Lyman. Loving won, and Lyman came in second after "running over his overcoat." Considerably the worse for weight, the tiny tricycles were included along with thousands of other toys contributed by WLEE listeners.

DJ PROGRAMMING CHARTS

Here, for DJ's, program directors and librarians, are four ready-to-use programming features which can be integrated into record shows during the coming week.

CHART CLIMBERS

The week's most exciting sides, these records have made the biggest upward jump and have been named Star Performers as the fastest movers on this week's Hot 100 chart.

Chart Climber Rank	Hot 100 Rank	Title, Artist, Label
1	5	Calcutta, Lawrence Welk, Dot
2	12	Shop Around, Miracles, Tamla
3	14	Calendar Girl, Nell Sodaka, RCA Victor
4	25	Once In A While, Chimes, Tag
5	26	Emotions, Branda Lee, Decca
6	29	My Empty Arms, Jackie Wilson, Brunswick
7	34	My Last Date (With You), Skeeter Davis, RCA Victor
8	39	C'est Si Bon, Conway Twitty, M-G-M
9	41	Exodus, Mantovani, London
10	45	My Last Date (With You), Joni James, M-G-M
11	46	There's a Moon Out Tonight, Capris, Old Town
12	48	Wheels, String-A-Longs, Warwick
13	52	Utopia, Frank Gari, Crusade
14	54	All in My Mind, Maxine Brown, Nomar 102
15	59	Spanish Harlem, Ben E. King, Atco
16	72	No One, Connie Francis, M-G-M
17	73	What Am I Gonna Do, Jimmy Clanton, Ace
18	75	At Last, Etta James, Argo
19	77	Baby Sittin' Boogie, Buzz Clifford, Columbia
20	83	Sound Off, Titus Turner, Jamie
21	87	Flamingo Express, Royaltones, Goldisc
22	89	The Story of My Love, Paul Anka, ABC-Paramount
23	90	Where the Boys Are, Connie Francis, M-G-M

DEBUT DISKS

These sides, which entered the Hot 100 for the first time this week, are making their first national bid for chart honors.

Hot 100 Rank	Title (Publisher)—Artist, Label
72	No One (Euseo, BMI)—Connie Francis, M-G-M
75	At Last (Foist, ASCAP)—Etta James, Argo
83	Sound Off (Shapiro-Bernstein, ASCAP)—Titus Turner, Jamie
87	Flamingo Express (Realgone, BMI)—Royaltones, Goldisc
89	The Story of My Love (Spanka, BMI)—Paul Anka, ABC-Paramount
90	Where the Boys Are (Aldon, BMI)—Connie Francis, M-G-M
95	Them That Got (Ray Charles, BMI)—Ray Charles, ABC-Paramount
98	Gift of Love (Figure, BMI)—Van Dykes, Donna
99	When I Fall in Love (Young, ASCAP)—Etta Jones, King
100	I Remember (Windsong, BMI)—Maurice Williams and Zodiacs, Herald

PICK HITS

From all the releases of the week, these are the selections of The Billboard Music Week review panel as the pop records with the best chance of success. For comments on each of these Spotlight winners, see the single reviews in this issue.

POP

- CHUBBY CHECKER: Pony Time (Alan K, BMI) (2:27)—Oh, Susannah (Kalmann, ASCAP) (2:30) Parkway
- ANITA BRYANT: A Texan and a Girl From Mexico (Brenner, BMI) (2:40)—He's Not Good Enough for You (Sequence, ASCAP) (2:32) Carlton
- PAT DOONE: The Exodus Song (This Land Is Mine) (Chappell, ASCAP) (3:09) Dot
- MITCH MILLER: Tunes of Glory (Unart-Sidmore, BMI) (2:35) Columbia
- BERTALL DACHE: Not Just Tomorrow, But Always (Aldon, BMI) (2:17) United Artists
- THE BELMONTS: We Belong Together (Figure, BMI) (2:16)—Such a Long Way (Schwartz, ASCAP) (2:14) Laurie
- KITTY KALLEN: Raining in My Heart (Acuff-Rose, BMI) (3:04)—Hey, Good Lookin' (Acuff-Rose, BMI) (2:04) Columbia

C.&W. SPOTLIGHTS

- STONEWALL JACKSON: Greener Pastures (Cedarwood, BMI) (1:57)—Wedding Bells for You and Him (Cedarwood, BMI) (2:20) Columbia
- HANK THOMPSON AND THE BRAZOS VALLEY BOYS: Just One Step Away (Brazos Valley, BMI) (2:20) Capitol
- JUSTIN TUBB: I'd Know You Anywhere (Tenn-Tex, BMI) (1:57) Starday
- WARREN SMITH: A Whole Lot of Nothin' (Pamper, BMI) (2:28)—Odds and Ends (Bits and Pieces) (Central, BMI) (1:58) Liberty

POP DISK JOCKEY PROGRAMMING

- PETE FOUNTAIN: Forbidden Love (Mellin, BMI) (2:11)—Alone Together (Harms, ASCAP) (2:50) Coral
- MAX HARRIS: Gurney Slade (Hollis, BMI) (2:10) Atco

POP TALENT

- TOMMY TUCKER: Return of the Teenage Queen (Knox, BMI) (2:04)—Since You Have Gone (Marty's, BMI) (2:17) RCA Victor

C.&W. DICK JOCKEY PROGRAMMING

- BILLIE JEAN HORTON: I'd Give the World (to Have You Back Again) (Acuff-Rose, BMI) (2:36) 20th-Fox

FTC PATS OWN BACK FOR '60 PAYOLA ACTION

WASHINGTON — The Federal Trade Commission last week gave itself a pat on the back for an all-time high in anti-deception and monopoly actions brought during 1960. FTC says its most "conspicuous action" was against payola in the broadcast of records.

"Eighty-three complaints and 90 orders issued during the year successfully attacked this evil at its source; namely, the record manufacturers and distributors who were making the illegal payments to disk jockeys," FTC says. This would amount to approximately 23 per cent of the agency's actions against deceptive practices for the year.

FTC is also proud of its use of the "stipulation" process to get industrywide compliance with the law, as in the case of TV and radio and phonograph cabinets which were falsely advertised to indicate wood construction rather than the substitute substances actually used, the agency said. (The Billboard, December 19, 1960.)

Chairman Earl W. Kintner, noting that the 1960 antitrust actions more than doubled those of the previous year, complimented the FTC staffers who showed so much "imagination and drive" in achieving the output. The doubled volume of work was accomplished with an increase of only about 8 per cent over the 1959 staff, said Kintner.

Kintner's name has been placed in nomination for an-



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TV JOCKEY PROFILE

Television disk jockeys and the TV record and dance party formats have become increasingly important. Each week, this feature will provide details of an outstanding exponent.

AMERICAN BANDSTAND

Starring Dick Clark

ABC-TV Network (Originates from WFIL-TV, Philadelphia)

Monday through Friday
3:30-4 p.m. Local WFIL-TV
4-5:30 p.m. E.S.T. Network

This is the one that sparked the TV dance party trend—the first and only network bandstand show in the country. Probably the oldest TV record hop show in existence, "American Bandstand" has been carried by WFIL-TV, Philadelphia, since October 13, 1952. In June, 1956, Dick Clark took the show—then local—over from its long-time emcee Bob Horn. On August 5, 1957, the program went on ABC-TV Network coast to coast.

Horn originally had utilized Snader film prints on "American Bandstand." The dancing on camera developed spontaneously when teen-agers in the studio were inspired to dance while the records were played. When Clark took over the show he says that he made no substantial changes in the format—merely tightened it.

The format, which has been copied by numerous local TV stations throughout the country, spotlights youngsters dancing to pop and rock and roll records, dance contests, interviews, lip-sync performances by visiting disk artists, and a flock of promotional gimmicks.

When "American Bandstand" first went on the network—without any fanfare—it was carried by 67 affiliates, and eight of those outlets raised "strong objections" against the network carrying it. In a move to spark some kind of audience response, Clark ran a contest asking listeners to write in 25 words or less on the subject "Why I'd Like to Meet Sal Mineo." To his own amazement, Clark pulled 27,000 letters in five days.

The figure wasn't a staggering one for a network show, but it flabbergasted network executives who thought nobody was watching the program. Clark ran a dance contest and pulled over 900,000 letters in two weeks.

Today, "American Bandstand" is carried on more than 150 stations—in some markets by CBS and NBC affiliates—and is ABC-TV's highest rated daytime program. The vast majority of stations carry the full hour and a half show, while others carry the first half and still others carry the last half. In many cases, outlets schedule their local record hop shows immediately preceding or following the Clark airer.

Clark, who personally selects all records used on the show, puts in a back-breaking 60-70-hour week. In addition to his daily show, he did more than 100 personal appearances in 1959 (hops, store openings, hospital visits, 31 benefits, plus a handful of commercial p.a.'s). He broke the Hollywood Bowl attendance record and a 110-year record at Michigan State Fair in 1959. He also produced and starred in his first movie, "Because We're Young" and is starring in a new United Artists release, "The Young Doctors," with Frederic March and Ben Gazzara.

Although the show has never laid any particular stress on public service tie-ups with schools and church groups, Clark is extremely gratified that the show (and he personally) has been the recipient of so many public service awards for his service to young people. These include awards from the Philadelphia County Council of Boy Scouts of America, Catholic Youth Organization, American Legion, Quaker City Lodge of B'nai B'rith, Knights of Columbus, Newspaper Boys of America, Philadelphia Fraternal Order of Police, National Parent-Teachers Association.

Producer of "American Bandstand" is Al Rosenthal; director, Ed Yates. Rosenthal replaced the show's long-time producer, Tony Mammarella, early in 1960.

Some of the many advertisers on the program have included: Coty, DuPont, Best Foods, General Mills, Toni, Luden's, Mennen, Lever Brothers, Pond's, Listerine, Welch, Beechnut, Johnson & Johnson, Spjedel, 7-Up, Noxema, B. F. Goodrich and Bristol-Myers.

YESTERYEAR'S HITS

Change-of-pace programming featuring the hottest disks in the land five and 10 years ago this week, from Billboard's charts.

5 Years Ago

- JANUARY 21, 1956
1. Memories Are Made of This, Dean Martin, Capitol
 2. Sixteen Tons, Tennessee Ernie Ford, Capitol
 3. Great Pretender, Platters, Mercury
 4. Lisbon Antigua, Nelson Riddle, Capitol
 5. Band of Gold, Don Cherry, Columbia
 6. Rock and Roll Waltz, Kay Starr, RCA Victor
 7. I Hear You Knockin', Gale Storm, Dot
 8. Dungaree Doll, Eddie Fisher, RCA Victor
 9. It's Almost Tomorrow, Dream Weavers, Decca
 10. Love and Marriage, Frank Sinatra, Capitol

10 Years Ago

- JANUARY 20, 1951
1. Tennessee Waltz, Patti Page, Mercury
 2. The Thing, Phil Harris, RCA Victor
 3. My Heart Cries for You, Guy Mitchell, Columbia
 4. Be My Love, Mario Lanza, RCA Victor
 5. Harbor Lights, Sammy Kaye, Columbia
 6. Tennessee Waltz, Guy Lombardo, Decca
 7. Harbor Lights, Guy Lombardo, Decca
 8. Bushel and a Peck, Betty Hutton and Perry Como, RCA Victor
 9. Thinking of You, Don Cherry, Decca
 10. So Long, Gordon Jenkins and the Weavers, Decca

PROGRAMMING PANEL

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

THE QUESTION

What type of recording artist makes the most effective guest for an on-the-air interview?

THE ANSWERS

MILT GRANT

WTTG-TV, Washington, D. C.

Looking back over a five-year



period of having from one to three guests every day, I believe performers who have had night club and general show-business experience have been the best. An artist — for a good interview

—must be able to project intelligence and personality as well as good looks; intelligence being the common denominator. Harry Belafonte is the epitome of these qualities—intelligent, articulate, good looking and a solid showman.

SCOTT MUNI

WABC, New York

Interviews are fast becoming a thing of the past in highly competitive markets where it is vitally important to maintain a music sound. I'd rather play that new artist's record any day than go through those wasted minutes . . . and I'll surely help him more in the long run. But in the "olden days" . . . I recall hundreds of interviews, and there was never a substitute for the seasoned performer . . . the veteran who could always spice up a show with words of experience and experiences.

PAUL BERLIN

KNUZ, Houston

My most interesting interview was with the Four Lads. Usually interviewing a group is most difficult but these guys came equipped with musical jingles that they used most effectively. Example: During our interview I had a Sears commercial. They took the spot and sang it, and you can't imagine how effective it was, not only from the station's standpoint but from the sponsor's as well. Give a jockey a "showman" and you'll get a good interview!



DANNY DARK

WFUN, Miami Beach, Fla.

Sparks of genius are sometimes heard in interviews. On the other hand, a boring interview can be a real detriment to a show. A lot depends upon the jock, but I think a lot more depends upon the artist. The real pro can talk about anything comfortably. It's a ball interviewing intelligent people like Anita Bryant and Ray Peterson. The interview rule I've made for myself is "Leave the greaseball type alone."



VOX JOX

MIAMI'S WFUN: Station WMBM, Miami Beach, Fla., will become WFUN, February 14, under the new ownership of the Rounseville Broadcasting Company. Previously a rhythm and blues operation, the station will henceforth stress a pop music programming policy. New WFUN personnel include President Bud Coell, formerly p.d. of WNOE, New Orleans; Danny Dark, ex-WERE, Cleveland, and WTTX, New Orleans; program director Frank Ward, ex-WSAI, Cincinnati; Pete Connors, ex-WAME, Miami; Jim Tucker, ex-p.d. KXOL, Fort Worth, Tex.; Bill Deane, ex-WINZ, Miami; Gary Stevens, ex-WAME, Miami; Johnny Gilbert, WBAM, Montgomery, Ala.; news director Jay MacKay, ex-WNOE, New Orleans, and news staffer Britt Hughey, ex-KXYZ, Houston. The Rounseville chain is remodeling the WFUN studios and installing expensive new equipment.

CHANGE OF THEME: Paul Hennings, ex-WNOR, Norfolk, Va., has joined WJAR, same city, in the 6-9:30 a.m. time slot. . . . Dick Partridge, WNEO, New York, and frau Beverly are proud parents of twins, born Thursday (5). . . . Three new spinners at KOMA, Oklahoma City, Okla., are Buz Baxter, formerly with KIOA, Des Moines; Larry Barwick, formerly with KEEP, Twin Falls, Idaho; and Bill Adams, ex-p.d. of KGMS, Sacramento, Calif.

Morton Downey Jr., KELP, Tex., was elected outstanding Southwest disk jockey by the Radio Review Board, making him one of 16 national finalists. . . . Mark Woods, broadcasting pioneer and former prexy of the American Broadcasting Company, has returned to radio after 10 years' absence, during which he operated in the real estate business in Sarasota, Fla. He has been named vice-general manager of WSPB, Sarasota. . . . New program director at KOL, Seattle, is Charlie Van from San Antonio. Also new at KOL is another Texan, morning man George Lester, ex-KTSA, San Antonio.

George Spelman, formerly with WBUD, Trenton, N. J., has moved to WILM, Wilmington, Del., as program manager. He will oversee WILM's new music policy, tagged "The Sound of Success." "The basic idea," writes Spelman, "is that we are not a test station for a new artist. If the artist has been successful with two or three hits we will play the record providing it is not out-and-out rock. With this music we keep our production good and tight with a low pressure delivery and various production aids. We try to achieve a level midway between lulling the audience to sleep and shouting them out of town."

Vasilios J. (Bill) Liappas has been appointed music director of Storer radio stations. He will concentrate his activity initially on Storer's three "Beautiful Music" stations—WGBS, Miami; WJW, Cleveland, and KGBS, Los Angeles, working closely with the program managers of those stations in their music programming. A 16-year veteran of Storer's Miami outlet, Liappas will headquarter in Miami Beach at the Storer headquarters and will operate under the supervision of Grady Edney, Storer's national radio program director.

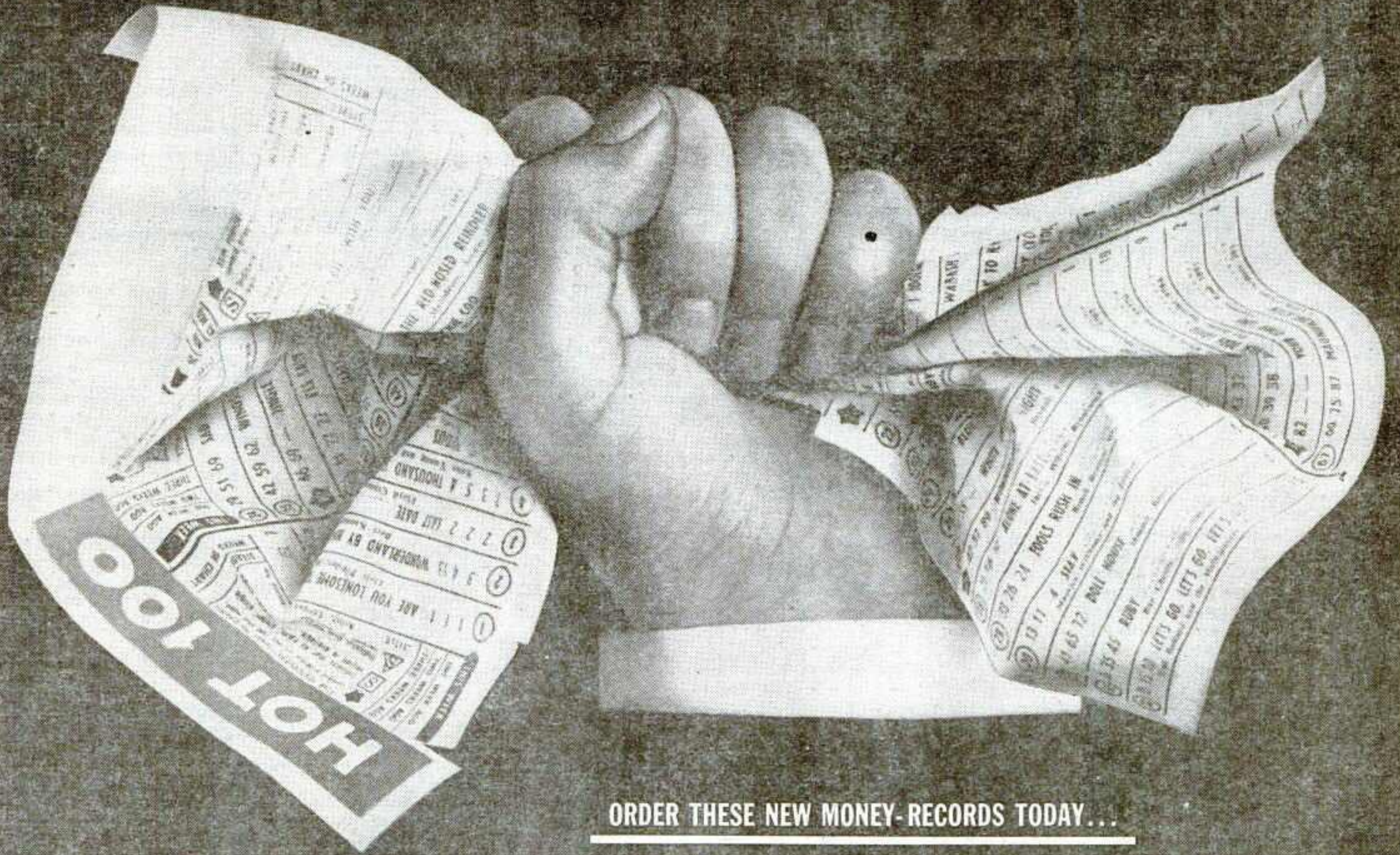
Stan Martin, WARK, Hagerstown, Md., who celebrates the first anniversary of his all-night show, "Night Watch," January 21, is leaving that outlet after the birthday show. The jock, who originated "Night Watch" for WARK, will do his January 21 show from the window of a local music store. . . . New spinner at KICN, Denver, is Jack Diamond in the 8 p.m.-midnight time slot. Richard (Ric) Devine, formerly promotion manager at KRNT, radio and TV, Des Moines, has joined WTVJ, Miami, as assistant promotion manager.

"LEAKY ARM" REPORT: Al (Flat Top) Daly, who heads "Operation Leaky Arm" (a blood donor organization set up by prisoners at the Michigan Prison), reports fine response by deejays across the country to the plea for Christmas Eve tapes, which ran in "Vox Jox" last month. He writes, "The all-night programs were a complete success thanks to you and those great guys of the airways. Among those that guested on the all-night pop portion, which was featured from 6 p.m., December 24, to noon, December 25, were such fine deejays as Randy Hall, KDKA, Pittsburgh; Jack Underwood, WOWO, Fort Wayne, Ind.; George Gregg, KSO, Des Moines; Bill McCaughan, KBTM, Jonesboro, Ark.; Bob Custer, KLOK, San Jose, Calif.; Woody Follis, WTUE, Tulsa, Tex.; Don Doty, KSTP, Minneapolis; Bob Miller, KBUN, Bemidji, Minn.; Vince Paul, KWNO, Winona, Minn.; Pete Martin, WELM, Elmire, N. Y.; Glen Shankweiler, WKOK, Sunbury, Pa.; Gary Lawrence, WNOR, Norfolk, Va.; Don Greene and Al Mull, WMEK, Chase City, Va.; Larry Gar, WLGB, Laurens, S. C., and the Strongs, WMAL, Washington, D. C."

GAB BAG: Dwight Priddy, KRVN, Lexington, Neb., writes, "We rely quite heavily on Billboard Music Week to help us select our 'Top 40 Tower.' On February 1, KRVN is celebrating its 10th anniversary. We plan quite a celebration with taped greetings from various artists, State and local officials and business firms in our area. Any of your readers who would like to join in the festivities would certainly be welcome. If any deejays want to send greetings they can be sent directly to me here at the station. I will see that they get aired February 1. Again, thanks for the 'Hot 100'."

TEXAS: Chuck Boyle, ex-KBUS, Mexia, Tex., has joined KITE, San Antonio. . . . Houston deejays were so busy over the Christmas holidays that Jimmy Ward, KTHT engineer, filled in as emcee for the Galveston Pleasure Pier record hop, usually handled by KTHT jock Larry Kane. . . . Lee Segall, who operates KIZL, Dallas, has added another taboo at the station. Long ago he banned rock and roll, rhythm and blues and country and western. Now he has added classical music to the outlet's "won't-play" list.

SCRAP YESTERDAY'S CHARTS!



ORDER THESE NEW MONEY-RECORDS TODAY...

PAUL ANKA

THE STORY OF MY LOVE

b/w DON'T SAY YOU'RE SORRY—ABC-10168

LLOYD PRICE

BOO HOO

b/w I MADE YOU CRY—ABC-10177

RAY CHARLES

THEM THAT GOT b/w I WONDER

ABC-10141

THE SENATORS

THERE'S A NEW MAN IN THE WHITE HOUSE

b/w A SING-ALONG SONG—ABC-10178

DAMITA JO

HOW WILL I KNOW?

b/w DISILLUSIONED LOVERS—ABC-10176

ABC-PARAMOUNT



LP PROGRAMMING

A description of the LP programming philosophies and techniques of leading radio broadcasters with specific illustrations of how these are put into practice. Stations with original approaches to the use of LP's for programming are invited to submit details for publication here to Lee Zito, Billboard Music Week, 1320 N. Gower St., Hollywood 28, Calif.

WDOK, Cleveland, has established a "good music" programming policy based on the use of LP's which is responsible for making the station a major factor in its market. The station's success has inspired others to follow its format in other areas, and in Cleveland itself.

WDOK's music policy can best be described as concentrating on the "Big" music sound of orchestras such as Percy Faith, Paul Weston, Frank Chacksfield, and Mantovani. In addition, far from being a "background" operation, it draws music from a rather wide base. It's average music day includes quality vocalists such as Doris Day, Sinatra, Nat King Cole playing a few highly selected singles as well as memory tunes.

"The Album Merry Go Round," an all-LP programming policy adopted by WDOK in 1957, consisted of four different albums per one-hour block. Each album was played as a 15-minute segment, much like the "Make Believe Ballroom." The good music was an instantaneous success and WDOK climbed in ratings and revenue. Recently, the station's policy has been altered slightly. It still programs four albums per hour but the disk jockey (WDOK calls them "hosts") plays selections from all four albums interchangeably throughout the hour. The air personalities include: mornings, Howie Lund; mid-day, Wayne Mack; afternoons and evenings, Walt Henrich.

It's LP programming falls into different categories: "Music for the Young at Heart" is currently the name for its daily shows from 6 a.m. till 6 p.m. This means four albums per hour, three instrumentals and one vocal which the disk jockey uses to build his show. It segues at least two numbers before talking whether it is to be a promo or a commercial. Invariably one hears five to seven minutes of music segued on WDOK before any break.

"Pop Concert": this show has been on the air for 10 years at 1 p.m. and features light classics and a concert calendar with notes on what's going on around town. It provides a break from the all-day format. "Album Time": concentrates on the smooth lush strings for quiet evening listening and differs from the "radio foreground" concept during the day in that it is the one time of the day that it reverts to a "background" type of approach. The last hour of this show is broadcast in stereo on AM and FM, 7-8 p.m. "Candlelight Concert": a serious music show which features top classical recordings. This show is broadcast partly in stereo, several times per week.

WDOK's approach to LP programming is unique in that it believes in the "radio foreground approach; in other words, it believes in keeping the audience interested and attentive. It does this through changes of pace throughout the day. Also, it believes that having more variety than a "background" sound makes commercials more effective. The audience is not lulled into a half-listening state where the commercial is lost.

Its audience promotion policies are kept in good taste and on a high level to match its music. For instance, it co-sponsors with The Cleveland Press, the annual High Fidelity Fair which it originated five years ago. It holds contests. This month it is running a "Happy Birthday Mozart" contest which awards prizes to listeners who know something about the composer. It uses billboards, bus cards, concert and theater programs. It publishes the monthly "Program Guide" which lists its music. This is paid circulation (dollar per year), currently running 10,400 copies.

"Generally," notes WDOK's Program Chief Norman Wain, "we believe that our programming is aimed at the young-adult audience or from about 18 to 45 years of age, with some people on both sides of those figures." "We feel that ours is a modern up-to-date approach in broadcasting in that we are using good album music, strings, the "big" sound as a base, to that we are adding a very small dash of personality (our experienced announcing staff) good news with the emphasis on local coverage, and featurettes throughout the day.

"We stock our library from promotional albums which distributors supply, plus the Capitol, RCA, Mercury, Epic and Columbia annual services to which we subscribe. We also buy series albums that we want from distributors."

Here is a segment of programming from a recent airing of WDOK's "Music for the Young at Heart," noon-1 p.m., of December 28, 1960. Comments are by WDOK program director Norman Wain:

Albums used were "Autumn Leaves—David Rose, MGM E 3592; "Great Songs"—Jane Morgan, KAPP KXL 5006; "Sound of Music"—Alfred Newman, Capitol T 1343; "A Letter to Laura"—Vic Schoen, Decca DL 8132.

1. "Do Re Mi"—Newman. This gives us a bright send off ... a good happy opening to the hour.
2. "Autumn in New York"—Rose. This makes a good segue because it returns to the basic lush sound of the station.
3. "You Are Too Beautiful"—Schoen. This is a slight variation in tempo and mood because of the Ray Sims trombone solo.
4. "The Surrey With the Fringe on Top"—Jane Morgan. This picks up the tempo considerably and introduces the vocalist for this hour segment.
5. "My Darling, My Darling"—Schoen. Good solid instrumental with melodic, familiar melody.
6. "September in the Rain"—Rose. Familiar melodic string number with a beat to continue the mood.
7. "C'est Magnifique"—Jane Morgan. Good tempo changer ... bright and happy.
8. "The Sound of Music"—Newman. Show tune which builds to crescendo before break for 10-minute news.

DISCOURSE

FROM BILLBOARD MUSIC WEEK SALES DEPARTMENT

A weekly column of lively chatter material on the hottest and most popular recording artists—those "Spotlighted" by Billboard Music Week's review staff, as well as those featured by the record companies in their major Billboard ad promotions.

To help you spot the ones you need, when you need them, all artists items are carried in strict alphabetical sequence.

CHET ATKINS, known as one of the world's best guitar virtuosos, guitar teacher, designer of guitars, author of the Chet Atkins Guitar Methods Book, recently chosen Country & Western Man of the Year in Billboard's Poll, is the gentle, unhurried A & R executive turning out a great many of RCA hits from the folk and country music capitol of the world, Nashville. Among his own recent album releases is *The Other* Chet Atkins, music in the Spanish style of guitar playing. To achieve the peculiarly mellow effect Chet gets on this LP, he used a nylon-strung guitar, rather than the gut or steel strung guitar. Another collection of his guitar repertoire is displayed on his newest, *Chet Atkins' Workshop*.

BROOK BENTON's consistent string of hits (*It's Just A Matter Of Time*, *So Many Ways*, etc.) have been collected by Mercury Records and released on LP, *Brook Benton Golden Hits*. Currently residing in St. Albans, N. Y., with his wife and family, Brook turns to two standards for his newest single, *Someday You'll Want Me To Want You* b-w *Fools Rush In*, a two-sided Billboard Pick.

PAT BOONE has the official lyric version of Ernest Gold's sound-track music from *Exodus* approved by Otto Preminger, producer-director of the motion picture. Title of his Dot Recording is *The Exodus Song (This Land Is Mine)*. Absent from television for some time now, Pat has been devoting his efforts to films, latest of which is *Warm Bodies*. Pat has come a long way since his first big hit, *Ain't That A Shame*, in 1955. One of his greatest sellers was *Love Letters In The Sand*, which sold more than three million to qualify as a platinum record.

BIRTHDAYS OF THE WEEK:
Jan. 16, Ethel Merman—star of the Broadway musical *Gypsy*. Original cast album on Columbia Records, Jan. 17, Jayne Dinning (Dinning Sisters). Jan. 18, Danny Kaye, Pee Wee King. Jan. 19, Ray Eberle, Phil Everly (Everly Bros.). Jan. 20, Ray Anthony, Connie Haines, Slim Whitman. Jan. 21, Kay Kyser—of the College of Musical Knowledge.

THELMA CARPENTER continues to climb Billboard Music Week's Hot 100 with *Yes, I'm Lonesome Tonight*, the most successful answer record to Elvis Presley's hit, *Are You Lonesome Tonight*. Henry Jerome directed the chorus and orchestra on the Coral Records release.

DO RE MI: The score for the new Phil Silvers Broadway hit is one of Julie Styne's best. The instrumental treatment on the new Time Records' LP proves that his music can stand on its own. Imaginative arrangement by Jim Tyler and Maury Laws coupled with top musicians in the field and good engineering add greatly to the successful handling of Mr. Styne's music on this album. Billboard Music Week gave it a Spotlight Pick.

CONNIE FRANCIS walls her way through her new one in great style. *No One*, a weeper, and fast climbing *Star Performer* on Billboard Music Week's Hot 100 this week. Flip side, *Where The Boys Are*—title tune from her first film—is also a Star Performer on the Hot 100 this week. A salute to Connie on the occasion of her opening (19th) at Sciolla's, Philadelphia, for one week.

DAMITA JO, scoring with the answer record *I'll Save The Last Dance For You*, proves again that she's one of the best singers around today via her latest Mercury single, *Keep Your Hands Off Of Him*, the old Pricilla Bowman hit delivery with rocking fervor, b-w a warm ballad, *Hush*. *Somebody's Calling My Name*. Both tunes were Spotlighted by Billboard Music Week. 20-year-old Damita was born in Austin, Tex., and was raised in Santa Barbara, Calif.

JONAH JONES and His Quartet are heard in a bright performance of tunes from the Broadway musical *The Unsinkable Molly Brown* on a new Capitol that has a swingin' title, *The Unsinkable Jonah Jones Swings The Unsinkable Molly Brown*. Jones infuses the songs with his own spirited style

and the whole package is a swinky, foot-tapping affair, for either listening or dancing. Two of the songs from the album have been released on a single, *I Ain't Down Yet* b-w *Blue Champagne*.

PEGGY LEE's performance of her new Capitol release, *Bucket Of Tears and I Love Being With You*, is one of the highlights of her engagement at N.Y.C.'s East Side Club, Basin Street East. Peggy will be there for three weeks.

THE LIMELITERS: In the age of standardization and trend-following, *The Limeliters*, RCA Victor's new young recording artists, offer their public a refreshingly different blend of vocal and instrumental folk music combined with a rare breed of humor that they describe as "institutional satire." All of this is available on their RCA Victor album *Tonight: In Person*. The trio consists of Lou Gottlieb, Alex Hassilev and Glen Yarborough.

ROY ORBISON, who scored with *Only The Lonely and Blue Angel*, *Sings Lonely And Blue*, the title of his new Monument Records' album. This week, Roy leaves for England to begin a series of one-nighters thru England, Scotland and Ireland beginning Jan. 21. Just replaced by Monument is his single, *I'm Hurtin'* b-w *I Can Stop Loving You*.

JOHNNY PRESTON could get back on the hit lists with his newest from Mercury, *Leave My Kitten Alone*, a driving Little Willie John hit of a year ago, b-w a warm rockaballad titled *Token Of Love*. The young man from Port Arthur, Tex., scored last with *Running Bear*.

Maestro DAVID ROSE presents the stirring, Western theme music from the new film version of *Cimarron* on his new single from MGM Records. Flip is a handsome revival of the familiar theme from the Ingrid Bergman picture, *Spellbound*. Billboard

Music Week rates it a Spotlight Winner. When not working, Mr. Rose can be found playing with his miniature railroad, said to be the most elaborate in Hwd.

JERRY WALLACE, Challenge Records' artist, puts feeling into a first-rate ballad, *There She Goes*, his latest wax. Flip is *Angel On My Shoulder*, a happy tune given warm performance by the lad born in Kansas City, Mo. Previous hits for Jerry were *Primrose Lane*, *Little Coco Palm*, *How The Time Flies* and *Touch of Pink*.

WELLINGTON'S VICTORY is the first classic in the new Living Presence Sound Series produced by Mercury Records. Here's an album of sound that will make listeners take notice. It's a handsomely packaged LP featuring the sound of gun-fire produced by three different cannons and a flocks of muskets. . . . All the weapons needed in Wellington's day to win a war. Musically, the performances are top-notch. Antal Dorati and the London Symphony Orchestra can take credit for the Victory.

PROMOTION DAYS & WEEKS:
Jan. 17 through 23 is National Franklin Thrift Observance. Jan. 19 is Robert E. Lee's Birthday and Lee-Jackson Day in Virginia.

See you in next Billboard Music Week.

Tom Rollo

THIS WEEK'S NEW Money Records

... an alphabetical listing of the records manufacturers are backing with special feature treatment in big-space Billboard Music Week ads.

SINGLES

- AIN'T THAT JUST LIKE A WOMAN—Fats DominoImperial
- BABY, WHERE ARE YOU?—Randy LeeEverest
- DID YOU EVER SEE A DREAM WALKING?—Randy LeeEverest
- EBONY EYES—Everly BrothersWarner Bros.
- PONY TIME—Chubby CheckerParkway
- THE SECRET—Clint Ballard Jr.Gyden
- WHAT A PRICE—Fats DominoImperial

According to statistics maintained over a period covering thousands of releases ...
7 out of 10 will reach Billboard Music Week's "Hot 100" in the weeks ahead!

Every week . . . disk jockeys all over the nation help spark up their record shows with this fresh, lively material furnished exclusively by Billboard Music Week. Watch for it next week.

EPIC IS ON THE MOVE!

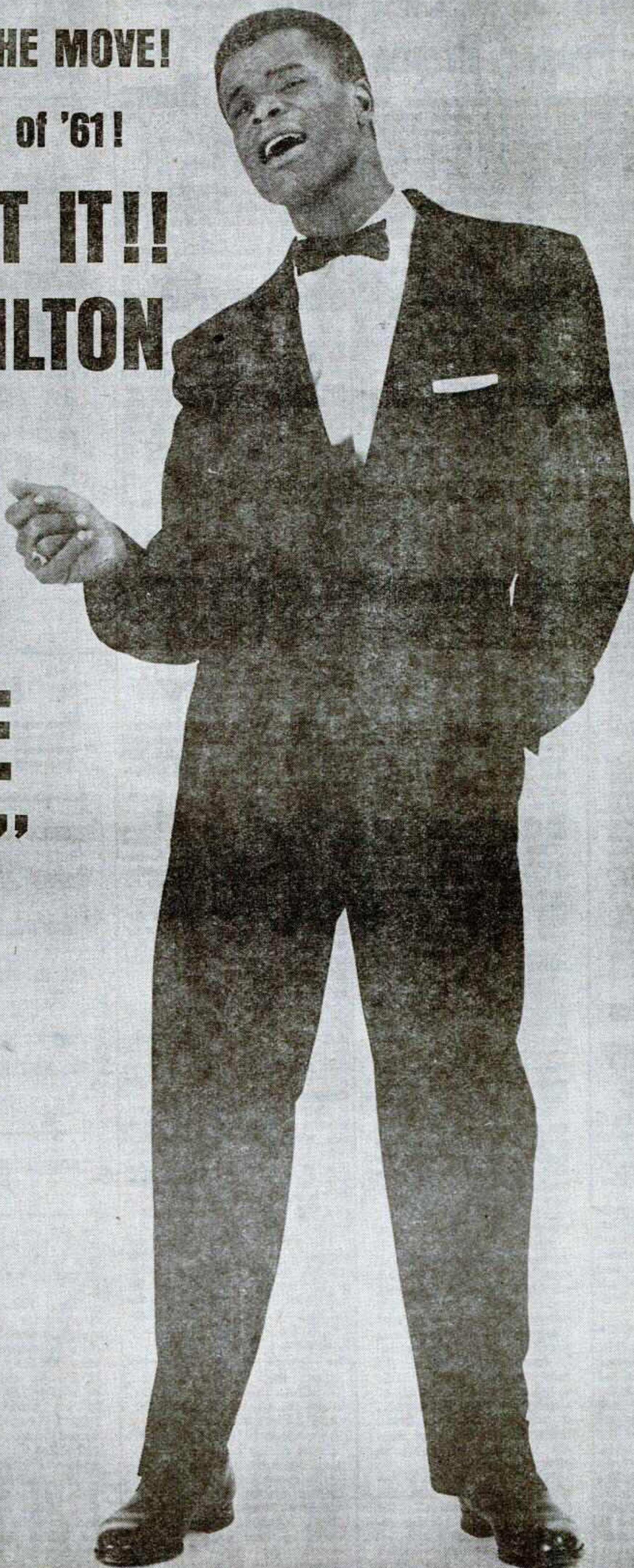
The First Smash of '61!

EPIC'S GOT IT!!

ROY HAMILTON

**"YOU
CAN
HAVE
HER"**

5-9434



Kiddie Record Sales Can Soar With Proper Promo

NEW YORK — Leaning a little on parental guilt and a great deal on prominent display, the individual record retailer can build his children's record department into a solid and steadily jumping section.

Display and impulse seem to be the two key considerations when it comes to selling kiddie records, and according to Phil Sammeth, national sales manager for Disneyland Records, that's just what the doctor ordered for moving children's disks.

While Disney's record wing does a large and important volume of business with racks, department stores and supermarkets, Sammeth feels that the solid record dealer often misses a sure bet by not taking full advantage of the relative low-price and singular appeal of children's records.

For instance, the firm has a browser box containing 72 records of 12 different assorted titles that

retail for 29 cents apiece. When this browser is placed beside the cash register in the shop, fathers and mothers in the store pick up high-priced LP's for themselves, often feel guilty over their self-indulgence, and will pick up a 29-cent disk or two for the kids. The low price and guilt combination work wonders at moving merchandise, according to Sammeth.

The browser box contains a wide variety of Disney characters, all of which have a strong identification factor through years of movie and, more recently, TV exploitation. A dealer can pick up one of these browsers for about \$10.

The firm also has a large LP rack which comes with a selection of Disneyland LP's, which Sammeth believes can function as a children's record center. Besides LP placement, the unit also has room for 29-cent singles and 49-cent kiddie disks.

SORD-Labels Feud Fires Up In Court Room

Federal Ruling Okays Membership Check*

CHICAGO—The legal battle in which the Society of Record Dealers of America has challenged the pricing and trade practices of the record clubs maintained by Columbia, RCA Victor and Capitol Records, moved a step forward last week with a decision handed down by Federal Judge Sam Perry here.

In the decision, Judge Perry granted a request of the defendants in the case that they be permitted to examine the membership lists of SORD. The case was actually filed by three individual record dealers in the Chicago area, but the three are known to be taking up the cudgels on behalf of disk dealers everywhere, and in particular dealer members of SORD.

For this reason, defendants sought information on the identity of SORD members and data on the financial structure and backing of SORD, inasmuch as, defendants claimed, SORD was in effect a plaintiff in the case. Judge Perry granted that part of the motion calling for revelation of SORD membership but denied access of the plaintiffs to SORD financial information. All SORD correspondence having to do with membership will also be made available, but that dealing with finances will be withheld. The matter of determination of what defendants will get to see, under the decision, will be in the hands of special master, Carl Pomeranz.

The matter arose originally when lengthy pre-trial depositions being taken from Andy Anderson, one of the Chicago retailer plaintiffs, came to a halt when Anderson refused to divulge information of SORD membership. Under the terms of the decision last week, the taking of deposition from Anderson and others will resume. When the defendants' discovery procedures are completed, plaintiffs will proceed with their own pre-trial interrogatories.

Another related matter, that of whether or not Capitol Records is a proper party in the suit, remains to be decided. Capitol contends that it does not directly do business within the jurisdiction of the Chicago Federal Court and that it should not, therefore, be considered a defendant. This contention applies only to Capitol Records. The Capitol Chicago distributor is a defendant in the case. The hassle on the Capitol question is expected to be settled by a decision within the next three weeks.

The action last week was argued before Judge Perry by RCA Victor counsel, Robert Bork, of the firm of Kirkland & Fleming, on behalf of all defendants. Arguing for the plaintiffs was William S. Kaplan, of the firm of Marks, Marks & Kaplan.

room, there is still another solution. This is custom-made cabinets, produced by a Miami cabinet shop, which can be made to fit ideally into the theme of the home's furnishings while providing extra, unseen space for speakers, for stereo system controls, and other elements. Several lowboys, highboys, coffee tables with speakers concealed beneath the top, elaborate chests, have been added to stereo systems in this way to

DEALER INVENTORY CHARTS

Dealers will find these charts a reliable weekly guide to more profitable inventory and display of records, playback equipment and related merchandise.

BEST-SELLING PHONOGRAPHS

These are the nation's best selling phonographs by manufacturer, based upon results of a month-long study using personal interviews with a representative national cross-section of record-phonograph dealers. A different price group of phonos will be 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 upon the rank order of manufacturers' phono 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 UNDER \$30

RANK	BRAND	% OF TOTAL POINTS
1	Decca	29.1
2	Columbia	15.3
3	Voice of Music (V-M)	12.3
4	Webcor	10.5
5	RCA Victor	10.2
6	Capitol	14.2
	Others	14.2

BEST BUYS IN RECORDS

These records, of all those on the Hot 100, have begun to show NATIONAL sales breakout action this week for the first time. They are recommended to dealers and all other readers as having the greatest potential to go all the way. Previous Billboard Spotlight Picks are marked (*).

POP

- THERE'S A MOON OUT TONIGHT **Capris**
(Rob-Ann, BMI) Old Town 1094
- WHEELS **String-A-Longs**
(Dundee, BMI) Warwick 603
- *UTOPIA **Frank Gari**
(Arch, ASCAP) Crusade 1020
- ALL IN MY MIND **Maxine Brown**
(Figure, BMI) Nomar 102

C&W

- I'LL JUST HAVE A CUP OF COFFEE . . . **Claude Gray**
(Tree-Mixer, BMI) Mercury 71732

R&B

- TROUBLE IN MIND **Nina Simone**
(Leeds, ASCAP) Colpix 175

get the sort of concealment which the family demands, and, incidentally, often adding several hundred dollars to the bill.

High Fidelity Associates concentrates heavily on the complete sound system rather than cabinet sets, and offers them all the way from \$200 to \$1,000, with the majority of sales in typical new homes in the Coral Gables area pegged at round \$400. A well-versed electronics engineer, on call at the Coral Gables store, and another High Fidelity Associates store in nearby Miami, visits the site of every installation, works out the details, and gives the sort of guarantee which keeps complete stereo sound systems selling profitably with a minimum amount of advertising.

NAMM Looks to 60th Year at Music Show

CHICAGO — The National Association of Music Merchants will observe its 60th Anniversary during the forthcoming 1961 Music Industry Trades Show next July 16-20. The show and convention will take place at the Palmer House here.

NAMM executive secretary, Bill Gard, said that colorful exhibitor prospectuses on this year's anniversary celebration have already gone out to more than 600 potential exhibitors with the expectation that this year will see new records set in attendance and exhibits. Last year the wares of more than 260 exhibitors were seen by a record Chicago attendance of 11,382 persons.

Living Room Solution: Speakers in Furniture

If a stereo sound - system customer is hesitant about breaking up the appearance of a well-planned living room or family room with speakers, there is a simple solution, according to James Wright, of High-Fidelity Associates, in Coral Gables, Fla.

"Simply put the speakers in the existing furniture," Wright advises. "In at least seven cases out of 10, the sort of customer who is worried about the effect of large stereo speaker cabinets in her living room will have the sort of furniture in which speakers can be concealed."

By that, Wright was referring to breakfronts, china cabinets, chests, highboys, and other massive furniture, which

usually provide plenty of area in which to mount the speaker, on the backs of cabinet doors, under a shelf, or even on the back of the piece of furniture itself, facing the wall Using flat ribbon-type wiring which can be slipped under the carpet or under baseboards where it is practically invisible, it is thus possible to pipe in phonograph or tape recorder stereo music without altering the appearance of the room in the least.

The ability to do this is put across with hesitant prospects in any of several ways. One method is the use of a pair of photographs which show a large living room in a Coral Gables home, finished throughout in French Provincial furniture. Included in one corner is a triangular china cabinet, and beneath the windows, a lowboy cabinet with gracefully carved screen panels in the door. A second photograph shows the same room. However, on the back of the photograph is a sheet which lists the stereo components which had been installed in the room, all completely out of sight, with absolutely no visible difference. Placing this pair of photographs in a prospect's hands will go a long way toward getting the signature on the dotted line, the Florida retailer has learned.

Another practical means of getting the same results is to keep a list of home owners who had the same problems, and who are now perfectly satisfied with the concealed speakers and components which Wright and his mechanics have installed. Asking the prospect who is holding back, simply because of the fear of altering the room appearance, to telephone such a home owner and talk it over does the same sort of thing in clinching the sale.

Where the customer's furniture is highly stylized, but there is either no room for the large speakers which are required in a \$1,000 stereo system, or the customer doesn't want to take out whatever is kept in the furniture to make

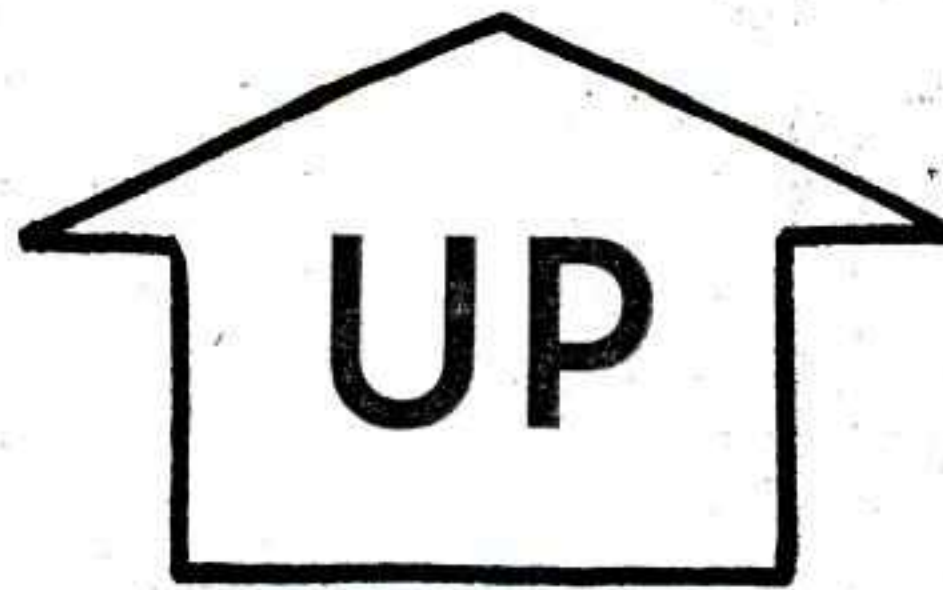
Walco Electronics Bows New Stamp Premium System

EAST ORANGE, N. J.—A new trend in bonus plans, under which dealers can get premium stamps entitling them to special rewards, has been instituted by Walco Electronics Company, Inc., here.

Walco, long a prominent name in the diamond needle business, has signed an agreement with National Red Stamps of Denver, under which thousands of dealers and distributors from coast to coast will be given certificates, entitling them to red stamps as a bonus when they sell stocks of Walco products.

According to Herb Bodkin, Walco vice-president and general manager, the plan was area-tested for six months. Each Walco dealer will receive the new National Red Stamp Gift Catalog and each will save stamps to be redeemed for merchandise listed in the catalog. Bodkin said that more than 250,000 retailers are issuing trading stamps to their customers. Bodkin added, "It was logical to assume that dealers, too, are interested in valuable and attractive gift merchandise, and for that reason, Walco adopted this new bonus plan."

CAPITOL IS ON THE MOVE!



And moving **FAST!**

DJ and consumer action now focused on **16
HOT SINGLES**

**WE'RE HOLDING UP ALL NEW RELEASES
TO ASSURE TOP SALES ON THESE COMERS**

Check your inventory now!

WINGS OF A DOVE
Ferlin Husky 4406
Continues to climb on all charts

OH, HOW I MISS YOU TONIGHT
Jeanne Black 4492
Beginning its 5th big chart week

IF I KNEW
Nat King Cole 4481
A smash hit from "Molly Brown"

CALCUTTA
The Four Preps 4508
1st vocal version hits with DJs

BIG JOHN
Carol & Anthony 4517
Rock & Roll tribute to our new pres.

ALL IN MY MIND
Dakota Staton 4512
Big jazz and pop appeal

I AIN'T DOWN YET
Dinah Shore 4476
Another "Molly Brown" chartmaker

MILORD
Edith Piaf 4493
Europe's biggest hit hits here

THE GREAT IMPOSTER
The Piltdown Men 4501
Overwhelming response by teenagers

ENORMITY IN MOTION
Simon Crum 4499
Headed for the top

LOVE IS A DANGEROUS THING
Janice Harper 4482
Gaining in sales daily

MY FOOLISH HEART
Nancy Wilson 4509
First single

BLACK CAT
Tommy Collins 4495
Showing strong in many areas

I LOVE BEING HERE WITH YOU
Peggy Lee 4498
Heavy airplay—a sure hit

TROUBLE ON A DOUBLE DATE
The Royal Galaxies 4488
Getting exceptional teenage reception

JOHNNY DOESN'T TALK MUCH
Judy Scott 4491
New artist gets DJ's raves



Stereo Sound System In Restaurants, Bars

An astute New Jersey high-fidelity stereo dealer has taken what he considers a giant step into a rather new and rapidly expanding market for stereo speaker systems—the restaurant and tavern industry.

Tony Mannino, owner of M & M Sound Stage in Morristown, N. J., said he recently combined a brand-new stereo sound technique with the atmosphere of a famous old colonial inn. "The result," he said, "was a unique and smash musical success for all concerned.

"With the public becoming more familiar with good music and better sound reproduction, this development was a natural. Restaurants and taverns have to cater to their customers' wants if they're to stay in business."

The hi-fi stereo system in question was installed at the Black Coach Inn, an historic, 212-year-old landmark in Morristown. The rest of the musical success story is credited to a quartet of helping hands which include George Washington, a new Spacial Fidelity speaker system, Mannino, and Hugh Stringer, owner of the inn.

The hi-fi dealer tells the story this way: Back in April of last year, Hugh Stringer, a mechanical engineer by profession and a local historian by nature, saw the need for a fine colonial restaurant in Morristown, a community well

known for its place in early American history.

Stringer purchased what was then known as the Winchester Turnpike Inn, a structure dating back to 1749. It stands on the very grounds where Washington trained his Continental Army troops and only a short distance from the headquarters he occupied for three winters during the war for independence.

"Since his plan was to establish the finest eating place in New Jersey," Mannino explained, "he wanted the finest music. Being an audiophile on top of everything else, Stringer called me in to install a hi-fi stereo system."

The dealer said he surveyed the premises and soon found that, because of the acoustical surroundings, no conventional type of component high-fidelity equipment could do the job—that is, produce true dimensional stereophonic sound throughout the inn.

He said that a new, single-cabinet speaker system manufactured by Radio Frequency Laboratories provided an answer. He noted that the RFL system presented a different technique of stereo reproduction needed for such commercial installations, by employing the benefits of both reflected and direct sound from a single cabinet.

By installing these Spacial Fidelity speakers, in Metropolitan cabinet styles, in both the tap room and main dining room of the Black Coach, Mannino said the system accomplished three things:

1. It provided full stereo coverage no matter where a patron sat in the room, since the system utilizes the walls, ceiling, and furnishings to achieve the sense of spaciousness and dimension of sound.

2. It does away with the sense of loudness for those seated near—even directly beneath—the RFL Spacial Fidelity speakers.

3. While the system offers full, dimensional stereophonic performance, it also provides a new breadth for monophonic systems.

"I'm certain," the hi-fi dealer added, "that within a very short time, the restaurant and tavern industry will prove to be one of the biggest markets for hi-fi stereo systems."

Audio News Briefs

Electronic Devices has named **Robert S. Schenck** sales manager. . . **Edmond P. Di Gianantonio**, a marketing manager for the Raytheon Company, has been tagged for chairman of the Military Marketing Data Committee for the Electronic Industries Association. . . A new post, that of vice-president and general manager of Philco International Division, has been filled by **Walter S. Bopp**. . . A display showroom and regional office on the East Coast has been established by the Sargent-Rayment Company in Rockefeller Center, New York City.

A district encompassing parts of South Carolina, Tennessee, Ohio and Kentucky has been assigned to **John R. Forting**, sales representative, by the Zenith Sales Corporation.

Note 20 Per Cent Value Dip in U. S. Import of U. K. Phono Mechanisms

WASHINGTON — A 20 per cent drop in the value of British record-playing mechanisms being imported into the United States marks the first break in over a decade of rising totals in British electronics imports, the Commerce Department announced last week. For the first half of 1960, British shipments of their record-playing mechanisms to this country were down to \$3.6 million, as against \$4.5 million in the first half of 1959.

Decreases in other electronic exports to the U. S. during the first six months of 1960 included a drop of 58 per cent in phonograph parts and accessories; 11 per cent in speakers and microphones; 18 per cent in radio receivers, and 15 per cent in electronic and nucleonic tubes.

However, unit number of electronic phonographs increased from

1,600 valued at \$81,000 in the first six months of 1959, to 7,200 units valued at \$155,000 in the same period of 1960. British export of radio phonograph units stayed at 1,600 units, but value slipped from \$155,000 in the 1959 half-year total, to \$151,000 in the comparable months of 1960.

In value, phonograph parts and accessories dropped to \$345,000 for first half of 1960, as against \$830,000 in the same period of 1959. Record-playing mechanisms with record changer dropped sharply, from 434,800 units, valued at \$4,202,000 in the 1959 period, to 399,000 units valued at \$3,528,000 in the first half of 1960. Mechanisms without record changer also dropped from export of 57,900, valued at \$336,000 for the 1959 first half, to 24,900 valued at \$108,000 in 1960's comparable period.

RETAILING PANEL

THE QUESTION

What are you doing to combat the record clubs?

THE ANSWERS

HOWARD JUDKINS SR.
President, Society of Record Dealers of America
Judkins Music Co.
Garden Grove, Calif.

We carry a variety of stock not carried by clubs and we stock new releases quickly



before the clubs can advertise them. We also have a special service to supply the occasional order quickly. We carry a full stock of needles and provide a free installation service and we operate an expert phono repair service. Lastly, we have our own record club, giving customers a choice of all labels. He buys five LP's and gets any other of his choice free.

IRVING RANDOLPH
Bandwagon Record Shop
East Orange, N. J.

We use the verbal fight. First, we refuse to cash bonus club coupons.

Then we tell a customer that through the club he's limited to one company's offerings.

With the same amount of money he can do just as well in his record shop and get a

ny label, thanks to discounts available in most stores.

We also point out that if he gets a defective record from the club he can lose a lot of time and patience getting it replaced.



ANDY ANDERSON
Record Center
Chicago, Ill.

Being one of the plaintiffs in a suit against RCA Victor,

Columbia and Capitol and their wholly owned distributors, for what

we feel are illegal practices, we believe the

defendants are selling merchandise to club members at

lower prices than those offered dealers. I have also joined

SORD so we can take collective action against these practices. I would also urge other dealers to join.



JERRY JOHNSON
House of Sight and Sound
Van Nuys, Calif.

We have our own club called Sight and Sound Record Savings

Guild. Each customer gets a numbered card.

With each purchase a 10 per cent credit is listed on the card and on the duplicate in our

files. Credit applies to both singles and albums. With purchases above

\$20, a 20 per cent credit is entered. The customer gets a break,

therefore, in regular purchases and still gets personalized attention that only a store can give. Our cards also provide an up-to-date mailing list.



DISK DEALS FOR DEALERS

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

CAPITOL—Expires January 30, 1961. Started January 3, 1961.

Program offers a 10 per cent discount on complete pop and classical catalog, plus 90 day deferred billing on a limited 100 per cent exchange privilege. Similar plan covers top hundred Angel LP's. Limit on exchange is placed at five copies per album with the exception of Frank Sinatra's new album ("Sinatra's Swingin' Session"), which Capitol will back up with a full exchange up to 25 copies purchased. Plan covers only purchases between January 3-27. Minimum of 50 packages, including no less than two copies of 16 different albums on the January release must be bought to qualify. Exchanges will be accepted on or before June 30. Payments must be made in two equal installments on 10th of March and April. Same deal applies to Angel's top hundred albums, except 10 per cent discount does not apply. See page 3, January 9 issue for details.

COLUMBIA—Expires January 31, 1961. Started January 1, 1961.

All Columbia mono sets (except Broadway show albums and multiple LP show sets) feature a 10 per cent discount, and all stereo albums (except show sets) feature a 20 per cent discount. Two and four-track tape also qualify. Harmony Records is featuring a discount of 15 per cent. All EP disks, both mono and stereo, also feature a 15 per cent discount. See page 3, January 9 issue for details.

LONDON—Expires January 31, 1961. Started January 1, 1961.

Two separate plans: 1. "Surplus Stereo Stock Program," includes 66 specially selected stereo LP's at 50% of the normal cost. 2. "SP-61 Program." 10% extra discount on general London catalog. Includes special dated billing plan and local newspaper advertising allowances. See page 8, December 31 issue for details.

ROULETTE—Expires January 31, 1961. Started January 1, 1961.

Special fifth anniversary half-price bonus sales program. One album from the catalog at half-price with one purchased at full price. Includes all LP's on Roulette, Tico and Roost, plus all new January releases on each label. Also there is an extra 10% discount allowed on purchases of low-price Forum line. See page 3, December 31 issue for details.

VERVE—Expires January 31, 1961. Started January 1, 1961.

Known as "61 Prep Plan." Extra 15% discount on entire catalog of 800 LP's (stereo and mono). See page 6, December 31 issue for details.

WARNER BROS.—Expires January 31, 1961. Started January 1, 1961.

Dealers can turn in obsolete merchandise on any label in exchange for W. B. product ordered. For every \$5 worth of W. B. product ordered, dealer can turn in \$1 worth of old disks. Price schedule figured on dealer cost. Applies to all Warner Bros. catalog except the two Newhart LP's. In these cases the ratio is 10 to 1 instead of 5 to 1. See page 3, December 31 issue for details.

EPIC—Expires January 31, 1961. Started January 1, 1961.

"Epic January Sales Program." Offers distributors a 10% discount on all classical and popular monaural LP's and a 20% discount on all stereo classical and popular LP's. Also 10% discount offered distributors on all 4-track tapes. Deal also applies to all Perfect LP's. The "Lanin Plays Latin" album is being offered to consumers at \$2.98 stereo or monaural as part of this program. Dealers will receive full list markup. Dealer aids and extensive promotions included. See page 2, December 31 issue for details.

LIBERTY—Expires February 13, 1961. Started January 9, 1961.

10% extra discount all items ordered during period, including new releases. 100% exchange plus deferred billing 90 days, equal payments due 10th of March, April and May. Dealers must order minimum of seven or eight new releases in any combination of stereo and mono to qualify. See page 3, December 31 issue for details.

MERCURY—Expires February 15, 1961. Started January 9, 1961.

One album free for every ten albums purchased in Mercury catalog including new January releases. See page 52 and insert in January 9 issue for details.

TIME—Expires February 15, 1961. Started January 1, 1961.

For every \$5 worth of album product purchased, \$1 worth of obsolete stock can be returned. Dated billing 30-60-90 days. See page 18-19, January 9 issue for details.

ALBUM COVER OF THE WEEK



BLUE AND SENTIMENTAL—Lurlean Hunter, Atlantic 1344. Lovely full-color cover photo of the artist. Cover photo by Richard Helmman. Prime display item.



FREDERICK FENNEL CONDUCTS VICTOR HERBERT—Frederick Fennel and Orchestra, Mercury PPS 6007. Attractive double cover album in white, red and black. Prime display item for windows and for counters.

You Are Now Reading The NEW Billboard...

50 Cents

BILLBOARD MUSIC WEEK

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

Exclusively For The Music-Coin Industry

... combining two full time editorial staffs ... boasting one of the largest, most experienced businesspaper editorial staffs ever assembled to serve an industry.



SAM CHASE
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HERB FEINBERG



REN GREVATT



MILDRED HALL



KEN KNAUF



JACK MAHER



TOM NOONAN



**DELORES NEWCOMB
POE**



BOB ROLONTZ



BILL SACHS



NIKI KALISH SACHS



SEYMOUR STEINBICLE



LEE ZHITTO

BILLBOARD MUSIC WEEK

New York • Washington • Cincinnati • Chicago
St. Louis • Hollywood • Great Barrington

With the Country Jockeys

Continued from page 21

c.&w. bands are invited to do a 15-minute show between film features each Thursday night. We usually have three bands, each doing a 15-minute bit. Finals will be held in the near future. Weekly winners are selected by a mail vote by listeners. We have had as many as 400 votes cast in a single week, quite an improvement over the disappointing 30 we had when we started. A local jeweler is presenting a large trophy to the finalist, with the Chamber of Commerce sponsoring the winning band's appearance at the county fair here. We are just putting forth a little effort, and the results have been most gratifying. If some of the other c.&w. jocks are doing similar shows, would appreciate hearing about it."

Pat Boyd, femme c.&w. deejay at WMAX, Grand Rapids, Mich., the last five and a half years, is now spinning 'em country-style at WLAV in the same city. . . . Johnny Meder, c.&w. platter spinner at WBCH, Hastings, Mich., corraled area talent for a March-of-Dimes benefit show and broadcast at Central High Auditorium, Hastings, January 15. The three-hour spectacular featured Don Holly, Skippy Records, Dallas; Rem Wall, WKZO-TV, Kalamazoo, Mich.; Pat Boyd, WLAV, Grand Rapids, Mich.; Ray Ford and the Echo

Valley Boys, Coldwater, Mich.; Danny Mack and the Cherokees, Hastings; Johnny Colmus and the Starliners, with Larry Lee, Grand Rapids, and the Wilson Sisters and the Country Lads.

Bobby Bobo and the Homeowners, of WLW's "Midwestern Hayride," have a new release out on Lee Records titled "Battle of Gettysburg." Russell P. Dyche, of the record firm, invites deejays to write for a sample. Address is 1309 Walnut Street, Cincinnati 1. . . . Mark Barton, president of King Mark II Records and a booking firm bearing his name, reports that the company is discontinuing several of its allied projects to place greater emphasis on the pressing of country and western music. Barton says his company is presently concentrating its efforts on a search for new talent and song material. Address of King Mark II Records is 115 W. Regal Way, Long Beach 13, Calif.

Tillman Franks, of Horton Enterprises, Shreveport, La., reports that many radio stations are pitching the firm's Johnny Horton Memorial Package via the airlines. The deal, which sells for \$2, consists of a booklet containing Johnny Horton's life story, a Johnny Horton Fireball fishing lure, instructions on how best to use the lure, an 8 by 10 glossy print of Johnny and Walter Williams (last of the Civil War vets), a 5 by 7 glossy print of Johnny and his band members (Tillman Franks and Tommy Tomlinson); a 5 by 7 glossy picture of Johnny's wife, mother and children; a 5 by 7 color picture of Johnny, and a wallet-sized photo of Horton.

BILLBOARD MUSIC WEEK

RECORD INDUSTRY

Source Book

& DIRECTORY ISSUE

REVISIONS OF APRIL 25, 1960, ISSUE

The following data should be clipped and entered in your Source Book to keep it up to date pending the next edition. We invite submission of all corrections and additions as they occur. Please address Billboard Music Week Source Book, 1564 Broadway, New York 36.

RECORD MANUFACTURERS

Acme Enterprises
139 Bridge St.
Manchester, Ky.

Crusade Records
1619 Broadway
New York, N. Y.

King Mark II
115 W. Regal Way
Long Beach 13, Calif.

Nomar Records
1619 Broadway
New York, N. Y.

Ravin Recording, Inc.
56 Fayette St.
Lynn, Mass.

Starway Records
235 E. 53d St.
New York, N. Y.

Use this form to place your order for copies of Billboard Music Week Record Industry Source Book:

Billboard Music Week Record Industry Source Book & Directory
2160 Patterson Street
Cincinnati 22, Ohio 763

Please send me by return mail and postage prepaid _____ copyright of the 108-page Billboard Music Week 1960 Record Industry Source Book & Directory. Payment (50¢ a copy) in the amount of \$ _____ is enclosed (payment must accompany order).

Mail to:

Individual's Name _____

Address _____

Company _____

City _____ Zone _____ State _____

OLD TUNE PLAY BRINGS REVIVAL

NEW YORK — Two old records with an old tune are being reissued this week due to revival action by deejays. One of the releases is by the Five Royales, the other by the Shirelles, and the tune they are both singing is "Dedicated to the One I Love." The Five Royales had a hit with the tune in 1956. The Shirelles attempted to revive it in 1958. In late 1960, the Five Royales disk was revived through air play in Dallas and Houston, calling for the King re-release. Last week, San Francisco broke the Shirelles waxing, and Scepter has now reissued the disk with the girls.

Margie Bowes In Denny Fold

NASHVILLE — Country music singer Margie Bowes, for the last several years a regular on "Grand Ole Opry" here, last week signed an exclusive personal management pact with Jim Denny and W. E. (Lucky) Moeller, of the Jim Denny Artists Bureau, this city. Denny and Moeller state that they will have an announcement regarding a new recording contract for Miss Bowes forthcoming this week. She is presently heard on the Hickory label. Miss Bowes will spend the next few weeks in Canada with King Gammon making television films. On February 14, she opens in Las Vegas for a three-week stand.

Denny and Moeller also announce that they have made arrangements with Earl McDaniel to handle Johnny Burnette's current personal-appearance tour through

Single Trade-In Reactions Vary

Continued from page 2

such plan to really work, a tremendous outlay would have to be earmarked for consumer advertising to get the message to the kids with the records. "This would fall on the shoulders of the manufacturers and I question whether it would pay out," he asserted. "The idea has been tried before but never with the great success hoped for.

"Another disadvantage is the fact that many people would hesitate to part with records they have paid good money for. They bought those records in the first place because they liked the artist or the performance, and the chances are they treasure their records because they are a part of a collection.

"Possibly the best way to handle the thing would be to offer a trade of an old 45 r.p.m. disk for a new 33 r.p.m. single. That might give the trade-in idea a reason for being."

Another observer asked, "Why doesn't somebody come out with a cheap, 33-only player? That's what this business needs more than anything else. Maybe RCA Victor should think about offering a trade deal on all the old 45 players they sold to launch the 45 single record. They could allow a certain amount on the old player against a new 33-only player. That's the kind of a trade-in deal we need, and right now, too."

Last Saturday (7) the matter of the trade-in single idea was brought up at an ABC-Paramount distributor meeting here, following an earlier qualified and partial endorsement of the general trade-in idea, by Am-Par President Sam Clark. Clark reported this week that the distributors greeted the idea with an unqualified "no," and there was no further discussion. The distributors apparently felt that they would not care to give up part of their profit on the single disk, which might be a part of any such trade-in plan.

Action on Wilson Fun Album Points Up the Need for DJ Play

NEW YORK — The influence that radio exposure has on sales of comedy albums was pointed up last week in connection with heavy action on the Ember LP, "The Humorous World of Justin Wilson" in Houston and Cleveland.

Paul Berlin, KNUZ, Houston, kicked off the album—a Cajun story teller item—in his area three weeks ago, and during that period, Steve Poncia of United Distributors reports that the LP has sold more than 20,000 copies. The previous best-selling LP in Houston, according to Berlin, was Roger Williams' "Songs of the Fabulous Fifties," which sold 6,000 in the area.

Bill Randle, WERE, Cleveland, launched the album in his city last week. He played three cuts from the LP twice on his show and urged listeners to call Higbee's record department and order same. The department store took orders for 800 the same afternoon.

The sides Randle played were "Duck Hunter," "Boy and His Father—Duck Hunting" and "The Furniture Man." Ember is providing jocks across the country with specially edited copies of the LP with swear words deleted for air

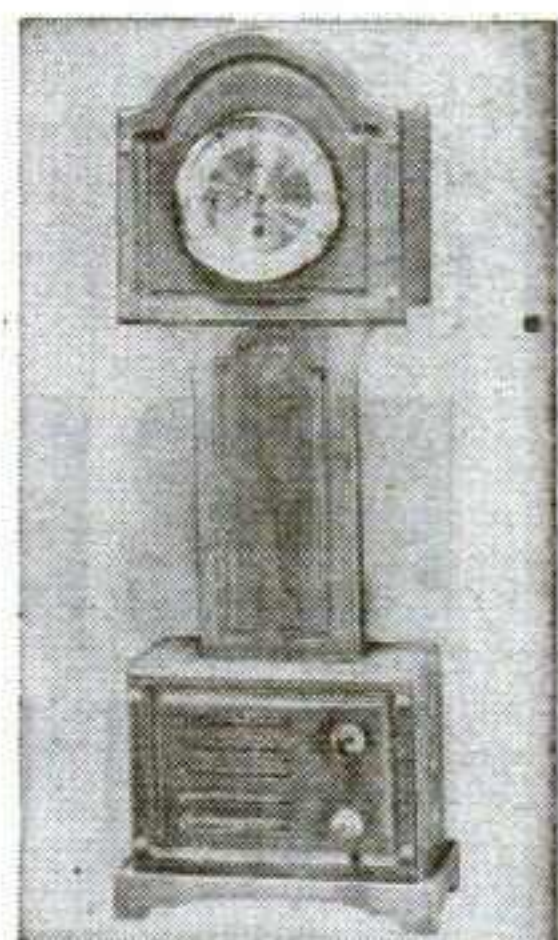
the Southeast. Burnette is currently netting chart action on his new Liberty recording of "You're Sixteen." Burnette is slated to join Brenda Lee and others soon for a six-week tour of England and the Continent.

NEW DEALER PRODUCTS

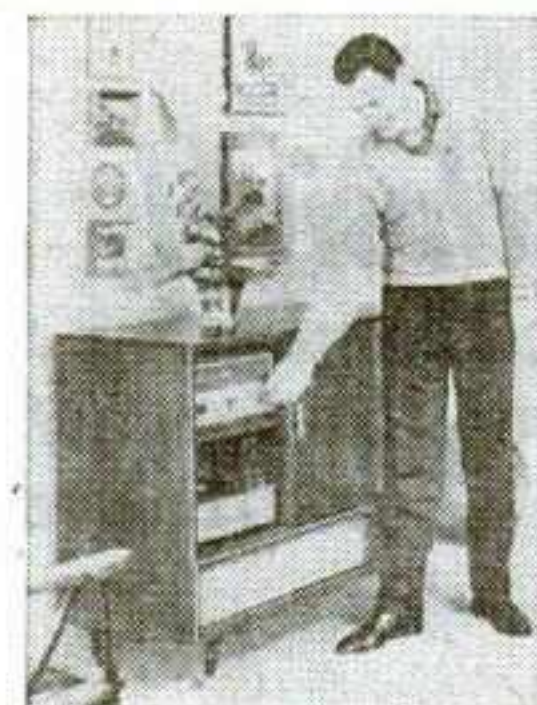
A Grandfather Wired for Sound

A grandfather's clock containing a radio is currently being shown by the Tele-Tone Company headquartered in New York. This unit, which bears the GC-210 is part of a series of Early Americana-styled radios and phonos being manufactured by the firm. The unusual unit has a maple finish and may be hung from the wall or placed on a table. A five-tube radio is concealed in its base.

The clock itself is of the eight-day variety and is front-wound. It stands 27 inches high, is five inches deep and nine and three quarters inches wide. It weighs 15 pounds and lists at \$69.95 With a seven-tube AM-FM set in the same cabinet (model GC-310) the unit retails at \$89.95.



Home Entertainment One-Stop



The Briargate by Zenith is one of the members of the

new line introduced by that company at the beginning of the month. It is a home entertainment unit that combines 23-inch TV with a stereo record player in a single cabinet. The phono changer is one of the company's well-known Cobra-Matic four-speed variety. Zenith's sound-conditioning reverb is available for the unit at an extra cost and is optional. The console is referred to as Model G2870 and variations of wood finishes are available in hardwood solids, mahogany veneers, in blond oak veneers and solids.

Needles at Dealer Finger-Tips

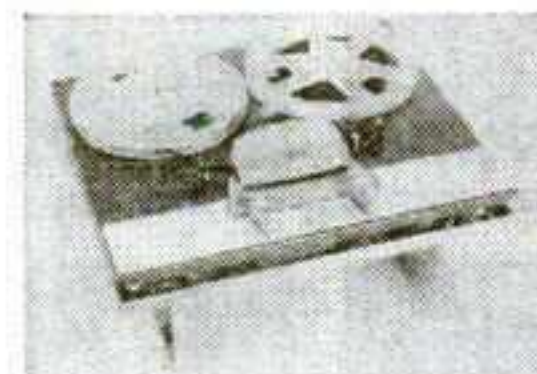
A stocking and merchandising center for needles is encompassed by the Astatic Corporation's new "Dealer Stocking Display" unit. The filing-type system is available to dealers at no charge as part of the company's Number CA-301 assortment.

The cabinet contains 50 needles in 43 different types and is decorated in ebony and red. It is 10 inches wide, six and one half inches deep, and three and one half inches



high. A system of complete cross referencing is provided with each needle package and on index tabs of the cabinet.

2-Speed, 4-Track, Tape Deck



Two new versions of an Ampex tape player have been introduced by the company. The model pictured, the 934, is without playback preamplifiers. This unit retails for \$199.50. At \$249.50, the company has a unit with preamplifiers called the 936. The units play at three and

three-quarter and seven and one-half i.p.s. in either two or four-track, stereo or mono. The 936 includes, in addition to the usual features, a listening level control and an on-off control.

The components of this unit are the same as those used in the 960 recorder - player and the unit is available in Ampex's Concerto series of consoles. The players are being introduced in conjunction with the firm's "Blu Ribbon Campaign" which features an "Ampex \$50 Award" consumer premium. (See separate story this section.)

An FM 'Citation' Comes in a Kit

The Harmon-Kardon Company of New York has introduced a kit version of their "Citation III" tuner. The unit which takes from 15 to 20 hours to assemble, is designed for sale to hi-fi hobbyists who are on a do-it-yourself kick. It is also, according to the company, fool-proof. The tuner sells for a retail price of \$149.95, com-



paring to the \$299.95 price of factory-assembled units.



NOW! "COMPACT 33" FROM RCA CUSTOM

Come in first, with RCA Custom! RCA, leader in custom recording and manufacturing, announces Compact 33, the newest thing in records!

Compact 33 is a 7" record at 33 rpm. There are two versions: the Single, with two selections; and an industry "first" — the Double, with four selections, two per side.

Your nearby RCA Custom representative can suggest dozens of ways you can use and profit from Compact 33.

Now more than ever before, RCA Custom is *the* place for you—with four handy and complete studio installations...with three conveniently located plants...and with the industry's leading experts to supervise your order.

All this, plus personalized service! Call now for the whole happy story.

RCA CUSTOM RECORD SALES

IN NEW YORK: 155 EAST 24th STREET, MU 9-7200 • IN CHICAGO: 445 NORTH LAKE SHORE DR., WH 4-3215 • IN HOLLYWOOD: 1510 NORTH VINE STREET, OL 4-1660
 IN NASHVILLE: 800 17th AVE. SOUTH, AL 5-6691 • IN CANADA: RCA VICTOR COMPANY, LTD., 1001 LENOIR STREET, MONTREAL • 225 MUTUAL STREET, TORONTO

LETTER LIST

Letters and packages addressed to persons in care of The Billboard Publishing Company will be advertised in this list two times only. If you are having mail addressed to you in our care, look for your name EACH WEEK. To be listed in following week's issue, mail must reach Cincinnati office by Tuesday morning.

PARCEL POST

Asel, John Austin, Lola Avery, Billy Azbill, Ollie & Mrs. Baker, Tom L. Balke, Donald F. Barchinger, Linn Bastian, Harry Bates Jr., Charles E. Baxter, Sam (Bobo) Bays, Dick Belmar, Jack Bell, Bobby A. Bell, Chas. Benfield, Nelson R. Bennett, Virginia Bishop, Brownie & Mrs. Boatwright, B. E.	Boyer, Ray & Peggy Boyer, Louise Bratton, Joseph Briggs, A. R. Brown, Calvin or Colvin Brunelle, Louis W. Bryan, Mrs. Cathey Buchanan, Albert Buchannon, Tom Burke, James E. Buskey, Richard Butler, Al Carbone, Stephen P. Carlisle, George Carpenter, Walter E. Carter, T. J. Carter, Mrs. Ronnie Chaudion, Jay	Chastian, Bill & Mrs. Clark, G. L. & Mrs. Clark, Jack Coghlan, Bob & Evelyn Cole, Mrs. Daisy Marie Concello, Art Conklin, Lola Cooper, Hymie & Mrs. Corlew, Richard G. Crowe, L. G. Dale, Chickie Darlington, Cyrus W. Davies, Edgar Davis, Herbert O. Davis, Ken E. Decker, Bobby Demsey Jr., John Dietch, Robert Dignam, J. Pat
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OUR NEW FORMAT WINS MUSIC INDUSTRY PRAISE

Continued from page 3

It increasingly interesting and more and more valuable.

May I be among the first (million) to offer my congratulations to you and the staff.
Buddy Basch

Your new format is superb. Congratulations on an innovation to what has already been considered the ultimate in the coverage of music news.
**Randy Wood, President
Dot Records, Inc., Hollywood, Calif.**

Congratulations on your first issue of Billboard Music Week. It is apparent from its format and content that you will continue your position of articulate spokesman for the entire music industry so firmly established by Billboard.
**R. V. Pepe, President
Institute of High Fidelity Mfg., Inc.**

New look of Billboard Music Week most effective. Excellent coverage of all facets of the record industry. A complete check of activity and growth.
**Bernie Silverman, Sales Manager
Verve Records, Hollywood, Calif.**

Lots of luck with your new look.
Henry (Lucky) Mancini

Congratulations on your great issue of Billboard Music Week. Have certainly found your new format most informative.
Jonie Taps, Colpix Records, New York

Congratulations on the new look. The format makes for easier reading and I am sure that you will give even better news and coverage of record dealer problems than before.
**Howard M. Judkins Sr., President
Society of Record Dealers of America**

Congratulations on your new magazine. Think it is great and very enlightening. Happy New Year to all in your organization.
**Lew Chudd, President
Imperial Records, Inc., Hollywood, Calif.**

Congratulations on your attractive new format. It adds new distinction to your great publication.
**Ahmet Ertegun, President
Atlantic Records**

Congratulations on the "new look" for Billboard. Well done. Best regards.
Fred Waring

Congratulations on an exciting new format.
**Goddard Lieberman, President
Columbia Records, Inc.**

Congratulations, a great job!
Perry Como

The most readable innovation in the industry.
**William Gallagher, Vice-President
In Charge of Sales
Columbia Records, Inc.**

Your new format is a hit. Long may it sell.
**Billy Vaughn
Dot Records, Inc., Hollywood, Calif.**

I like the new format very much—think it's a great improvement. The very best.
**John Y. Burgess Jr.,
Division Vice-President
Commercial Sales, RCA Victor**

I have just finished reading the "new" Billboard Music Week and want to congratulate you on the revised format. While The Billboard has always been an exciting vivid periodical which presents a comprehensive account of the activities of the music industry, I believe the change will make it even more valuable.
Carl Haverlin, President, BMI

Congratulations on new format. Look for stereo tape to be an important factor in your reporting in 1961.
**Russ Molloy, Bel Canto Stereo Tape
Culver City, Calif.**

Just received the new Billboard Music Week and think it is absolutely tremendous. Now we have a music magazine for music people. Nothing could be better. May I congratulate you most heartily.
**Gordon Wolf, Sunland Music Company
Los Angeles, Calif.**

Congratulations on dynamic new look of Billboard Music Week. I heartily applaud your continued service to the record industry.
**Jim Conkling, President
Warner Records, Burbank, Calif.**

On behalf of Liberty Records we wish to congratulate you on dramatic new look for Billboard Music Week. This forward thinking presentation gives the record manufacturer a better and more concise picture of our dynamic record business, past, present and future.
**Alvin S. Bennett, President
Liberty Records, Hollywood, Calif.**

Donnelly, Russell
Doolittle, H. Rushmore
Downing, Wilbur E.
Doyle, Henry M.
Duggan, Francis (Bobo)
Dunbar, Roy
Duval, Sylvia
Eagles, Nate
Edsall, Roy
Eddington, Mrs. Cecil
Egerton, Edgar L.
Elam, Jack
Evans, Archie
Evans, Savelly
Everman, Edgar
Faircloth, Mrs. J.
Ferguson, Capt.
(Dog Trainer)
Festor, Chuck
Field, Clifton E.
Field, Dovie F.
Finley, Evelyn
Fisher, George
Fletcher, Lennie
Fondenberger, Charles
Leo
Forsythe, Fred
Fowler, Ann (Patti)
Page
Fraker, R.
Freslie, Lowell Eugene
Frey, Russell
Garcy Ralph Lee
Gattis, G. R. & H. F.
Gilbert, Frank
Gill, Frank
Gladwell, Jim
Goad, Alvin W.
Goodman, Geo. & Mrs.
Gordon, Paul
Gospodarski, Larry P.
Gossard, Les
Graham, Mrs. Ava Lee
Gray, Stash
Green, Edward
(Alabama Skylarks)
Green, J. O.
Green, Ralph E. or
Mary C.

Green, Richard
Griffith, Frank
Grish, John
Grossman, Marie
Hackett, Edw. J.
Haffards, Albert M.
Hall, Robert
Hall, Shelby
Halstead, Arthur R.
Hammon, Walter A.
Hamrick, Howard
Harmon, Mrs. Wm.
Lenora
Heath, Ralph
Hendrick, Cecil
Hibbler, Joseph T.
Hidey, Una L.
Higgins, Jerry
Hoban, Robert A.
Hoffman, Eugene
Horowitz, Eddie
Ilmo Sr.
Inhurt, Frank & Mrs.
Inman, Maurice Earl
Jack, Barbara E.
Johnson, Dewey
Johnson, John E.
Johnston, Albert S.
Joseph, Frank
Julien, Victor
Kaibaugh, William
Keeler, Bob
Kelley, C. O.
Kelley, Joseph G.
Kelly, Mrs. Albert M.
Kelly, Danny & Mrs.
Kelly, Dave
Kernes, J. A. & M.
Keyes, Henry
Kincaid, Edna
Kinder, William C.
King Auto Thrill Circus
Kirma, Fred & M.
Klein, Jerry (or Kline)
Kleiner, R. E.
Knapp, James
Korte, Richard
Krueger, A. E.
Kunat, Stanley

La Londe, Lawrence
(Builder)
La May, Peaches
La Touche, Galen & Mrs.
Lacci, Dolores
Lamb, Lloyd R.
Le Sander, J. H. (Jack)
Lebertow, Bedford
Lee, Alberta
Lee, Mrs. Beth
(Organist)
Lehman & Beckwith
Lewis, Joseph & Mrs.
Linchinbigler, C. L.
(Spider)
Liorella, Alfred
Livingston, Earl
Lynch, Jermiah
Lyrener
(c/o Sonny Levine)
McBride, James
McCoy, Peggy Ann
McCluskey, T. F.
McDermott, Hal
McGarry, John
McGowan, Eric
McHenry, Myron F.
McHugh, Bill & Mrs.
McInturff, Shirley
McKelvey, Ed
McKivergan, Thomas
McKelvey, J. W.
McLane, Francis J.
McManus, T. J.
McRorie, Arthur L.
Sykes
Malone, Ernest
Manning, Ennis I.
Mantlin, Leo
Marks, John H.
(Marks Shows)
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Carlton Meet Brings Sales Hike

Food Fair, Woolworth's and other supermarket chains. Special placements and promotions have been made to tie in with individual titles, such as the "Hear How to Be a Better Bowler," which is being put in with bowling accessories in some 25 Sports Arena, Inc., bowling alleys.

'Attractive Price'

Carlton also said that an attractive distributor price with a full gross margin and 100 per cent guarantee appealed to distributors.

There will be 15 more titles added to the "Hear How" series by March, which will make a total of 21, with a goal of 60 for September.

Although he could not disclose the exact workings of the distributor deal on the two-album feature of "Anita Bryant Month" running through February 10, he did say that the usual 10 per cent return continued but without guarantees. A special feature of the offer was a special 5-cent salesman incentive on each album sold. The deal revolves around the two new

Anita Bryant LP's, "In My Little Corner of the World" and "Hear Anita Bryant," plus her new "A Texan and a Girl From Mexico." Carlton also revealed that the same deal would apply to two forthcoming Paul Evans LP's along with his current "Show Folk" singles in February.

Carlton also told of a special incentive plan for promotion men. They are to receive cash awards for radio listings on the Bryant disks in January and Evans disks in February.

The Carlton executive also disclosed new product programs to his distributors on both the parent and subsidiary Guaranteed label (see separate story), and the introduction of the first two titles in the "Virtuoso" sound line. Some 15 new "Hear How" titles include a baseball set by New York Yankee Manager Ralph Houk, water sports by TV's Lloyd Bridges, party-giving by Elsa Maxwell and a dog-training LP by Rudd Weatherwax, the trainer and owner of Lassie.

Natl. Cultural Center To Benefit Record Biz

Continued from page 1

cluster of five auditoriums and a grand salon on the banks of the Potomac, in a design by architect Edward Durrell Stone. Funds to launch the project must be ready within a five-year span or the authority expires. Private fund-raising hopes to have about \$30 million by that time.

In the music area—"the most immediate of the performing arts"—the Center performance will range from opera and symphony to "jazz and the dance." There will be standard, popular and folk repertory. However, the Center "has the obligation to provide the finest expressions of the performing arts," so there will have to be screening by advisory groups.

As part of the musical feast to be spread before Washington visitors, and across the nation on radio and TV, there will even be jam sessions. The report phrases it more formally as music by "the finest performers, particularly the artists of improvisation" in ragtime, jazz and swing. The ragtime, jazz and swing forms of popular music "have made a remarkable contribution to music in this century," the report acknowledges.

In prospect, the planners foresee "large audiences" flocking to hear Wally Rose and his ragtime piano, Louis Armstrong, Duke Ellington, Benny Goodman and Ella Fitzgerald. Also invited would be Eileen Farrell in blues and lieder recitals, Dave Brubeck and the Modern Quartet, and other creators of "chamber jazz."

Nowhere in the report is there mention of the big beat, now part of American popular music history. The youngest upstart, rock and roll, would have to slip into the Center programming under the guise of dance music, or folk-originated rhythm.

Light opera and musical comedies at the Center will not attempt to "compete with the commercial theater," but special performances of Broadway musicals "could take place each season."

The Center will have plenty of daytime bustle. An active and non-static "museum" of exhibits would be open to visitors and "foot-weary tourists." There would be recordings to be listened to on "at least" 50 headphone units, and musical instruments to be studied, including the latest types used in American popular music. There would be musical history, scripts of show-a lending and circulating library of recordings and music literature, as well as a reference and research library. The center may even decide to have music publications and recordings on sale.

This kind of music exhibiting would go out around the country, via the Center's "extension service," to give rural areas and small towns the same opportunities for enjoying music as the cosmopolites. Also, the planners suggest workshops, to let people—especially children—handle, play, and try out musical instruments. The report notes that there is no baseball fan as ardent as the one who has himself swung a bat on a sandlot. The whole story of recorded music would be shown from music box to player piano to the phonograph. The report says the "evolution of the recording industry can be instructive as well as amusing." This conclusion appears to have grown out of a look into some of the highjinx of the industry, as well as its serious side of classical recording.

Also in the recording area, performances at the Center will be put on record and filmed, and many of these would circulate throughout the country. The spread would be made through the extension service, and through local branches of the "Center Record Club." The clubs would provide free loans to schools and civic groups.

All performances at the center should be available to the public at "reasonable prices," the report points out.

FOLK TALENT AND TUNES

Continued from page 6

ing the radio stations recently with four religious and four blues tunes on the Gregorian label, including "Walkin' Down the Railroad Tracks," "Lonesomedied," "Heaven-Bound Rocket" and "We're in the Last Days."

Dusty Fields, who has been spinning the country stuff at KLLL, Lubbock, Tex., left the station the first of the year to begin a stint with Uncle Sam's Army. His replacement at KLLL is Gene White, formerly with KBUY, Amarillo, Tex. Other deejays on the 100 per cent country music outlet are Sky Corbin, "Hi-Pockets" and Don Miller. . . . Buck Bradley, program director of the new 5,000-watt XEAU, Chula Vista, Calif., pipes that the station is in dire need of all the latest c.&w. releases. XEAU, Bradley says, broadcasts exclusively the Top 30 Western Hit Parade with a modern approach. . . . Deejays in need of samples of Billy Parks' UBC recording of "If I Should Tell You I'm Sorry" and Gus Talburt's Pine recording of "I'm in Love and Just Dreaming," may obtain same by writing to Razorback Records, 817 Cherry Place, Muskogee, Okla.

Charlotte Harden, of Station WMRP, Flint, Mich., invites deejays to write in for copies of her new release, "That's All Right With Me"

b.w. "Loving You Baby." . . . Jack Lynch, of Fanwood Music, 35 Farley Avenue, Fanwood, N. J., is mailing out copies of Roger Smith's new release on Star X Records to deejays who'll write in on their station letterhead. Tunes, published by the Fanwood firm, are "Dear God" and "The Mrs. and I."

Tall Paul Charon, of Smokey Rogers' Bostonia Ballroom and Radio 95, El Cajon, Calif., has added the Stratton Brothers to his single act. The new trio, together with Beverly Mae Wilson and Patsy Montana and the Country Boys, Saturday (14) moved into the Los Angeles area for a series of engagements. . . . The Ernest Tubb, Wilma Lee, Stony Cooper and Grandpa Jones package is working Georgia and the Carolinas under joint direction of the Hal Smith office, Goodlettsville, Tenn., and the Gene Johnson firm, Wheeling, W. Va. Among the bookings coming up are Augusta, Ga., January 24; Savannah, Ga., 25; Charleston, S. C., 26; Rome, Ga., 27; Chattanooga, 28, and Atlanta, 29. . . . Jack Rose is asked to contact Mrs. Jo Walker, secretary, Country Music Association, 610 Exchange Building, Nashville 3. It's something regarding your membership application.

Lockwood to Visit States

Continued from page 2

seph is expected to look into Capitol's recent showing in the singles field.

Speaking to Billboard Music Week recently, he pointed out that Capitol now sold more pop albums than anyone else. Partly due to the expanded world markets that had become available and partly to other reasons, he said, Capitol's profit had risen from about \$900,000 before EMI bought a controlling interest in the firm to about \$5.6 million.

He had recently been quoted in a non-trade paper as saying that over the Top Rank label in Britain it was running as a profit operation. Sir Joseph claimed a misquote on this.

"We operated Rank profitably virtually from the moment we took over," he explained. "Because of our greater distribution facilities and because we are in the record field in a much bigger way than Rank was, the label gave us virtually no increased overheads. We knew it would be profitable for us when we took the label over. Surely no one thinks we did it intending to make a loss on it!"

Sir Joseph again stressed his view that no one can operate a record firm successfully in Britain unless controlling 30 per cent of the total output. The only alternative, he felt, was a very small operation with no regular release plan, only making issues which were virtually guaranteed big sales.

Retail Disk Dealers Keep Sales Crown of Industry

Continued from page 1

and drug stores were only 40.5 per cent of the units moved, while LP's accounted for 59.5 per cent.

It is interesting to note that consumer purchases of records through both record clubs and in food and drug stores during the first 44 weeks of 1960, showed a decline in units sold as against sales of records in retail stores during the same period. Record clubs had a 13.1 per cent of the consumer unit market in the first quarter of 1960, racks had 16.9 per cent and the record dealer's share of the unit market was 70 per cent. Clubs declined to 9.8 per cent of units sold for the 44 weeks of 1960, racks slipped to 12.8 per cent and dealers climbed to 77.4 per cent.

A similar situation occurred in share of dollar volume up to November 5, 1960. Record clubs in the first quarter had a 19 per cent share of the total dollar volume and for the 44 weeks of 1960 clubs were down to a 17.1 per cent share. Racks fell from 15.1 per cent share of total dollar volume in the first quarter to an 11.1 per cent dollar cumulative volume by November 5, 1960. Meanwhile, retail record shops steadily increased their share of dollar volume from 65.9 per cent at the beginning of the year to 71.8 per cent by the end.

The consumer purchases data, broken down by place of purchase for 1960, is obtained from Billboard Music Week Market Research Corporation of America research report. These reports are from de-

tailed tabulation of Billboard Music Week's retail store audit data and the MRCA consumer panel consisting of 10,100 families scientifically selected to represent a cross-section of the American consumer. This combined research package is sent to private subscribers every four weeks. The research reports contain actual dollar, units and per cent comparisons for the total retail market by type of outlet, type of record, speed, monaural vs. stereo, and share of market by label. (This report does not include sales of records to juke box operators.)

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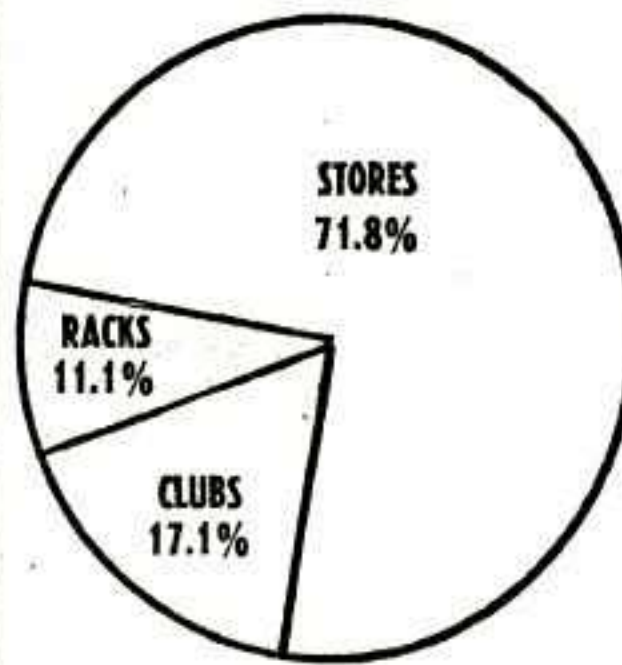
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CONSUMER RECORD SALES*

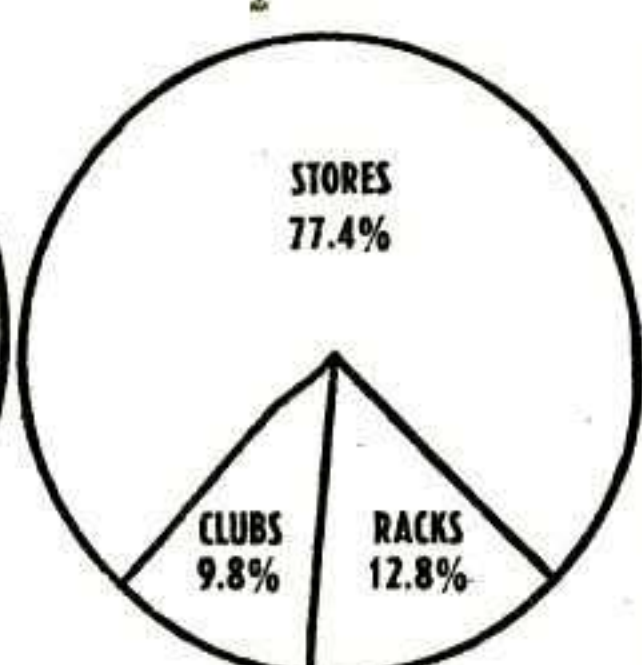
Retail Stores—Clubs—Racks

(first 44 weeks of 1960)

SHARE OF DOLLAR VOLUME



SHARE OF UNIT VOLUME



*Based on The Billboard-MRCA Research Reports.

Richard, Adam Faith & Elvis Top British Charts

Continued from page 6

"Little Girl" and "Angry," reached the charts. Lonnie Donnegan also had a U. S.-made hit.

Some of the American artists made the charts with disks recorded in Britain. Nearly all Gene Vincent's 77 points (and 71st placing) came from a record made in EMI's London studios. So was Connie Francis' "Mama."

Artists from the Continent also made their mark. Sophia Loren got placed highest as a result of the success of her novelty duet with Peter Sellers called "Goodness Gracious Me." Recorded in London, it placed them 42nd with 195 points. A Danish disk, Nina and Frederik's "Little Don-

key," made by Metronome in Copenhagen and leased through Columbia here, collected 155 points and 54th place.

France was represented by Edith Piaf's "M'Lord" (67th) and Bob Azzam's "Mustapha" (81st). Italy's Little Tony, recorded by Decca in London, placed 85th, counted as British as was Australian Rolf Harris (56).

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MANUFACTURERS SIZE UP PROSPECTS FOR 1961

Jones Says Operator Will Continue To Be Key Man in Coin Industry

"Regardless of suggestions to the contrary, I feel the operator will continue to be the key figure in the music and games business," said Herbert Jones, vice-president of Bally Manufacturing Corporation. Jones feels the operator's function is much more than that of a serviceman. To cite only one: "to select proper equipment for a location and move equipment from place to place to achieve ultimate return from the equipment."

Jones feels that any idea that the operator is on the way out is just a "pipe dream," and that the operator will continue to "be a key man in the coin machine industry."

Looking into the future, Jones feels one of the most significant things for the coin machine industry is the new locations being developed, especially the recreation areas in retail establishments like supermarkets, discount houses, shopping centers and department stores. Jones said that Bally has been promoting these types of locations for some two years, but that progress has been slow. He noted, however, a big upsurge in the last half of 1960. "Location owners have shown active interest in getting coin-operated games, rides, and other types of equipment."

Another type of new location cited by Jones is the arcade run in conjunction with such places as driving ranges, karting tracks (karting, a relatively new type recreation, utilizing miniature go-karts run on tracks by youngsters, is fast mushrooming throughout the U. S.), and trampoline centers.

Although not primarily coin-operated places, the locations all have a tendency to have arcade operations run in conjunction with the main operation.

Jones suggests that these new type locations could well lead to the development of new type games—especially suited to the new spots. Even more significant, Jones suggests that these new games could in turn be adapted to the traditional coin machine spots, such as taverns, restaurants, kiddie spots, and the like, leading to a general upsurge in the business and benefiting operators in general. He cited recent new developments in gun and baseball games as just an inkling of what's to come.

"Biggest job, though, facing the coin machine industry," added Jones, "is public relations." He noted that support for the Coin Machine Council, public relations arm of the coin machine industry, has not been strong and enthusiastic—"not what we hoped for and not what is necessary to continue operation of CMC." Jones noted that CMC has some important projects planned for 1961 but that these could go into effect only if operators got behind the public relations effort.

Lewis Predicts Business Upswing For Coin Machine Trade in 1961

Sam Lewis, vice-president of Williams Manufacturing Company looks for an upturn in business for 1961—but the prediction is mixed with several warnings to the operator. "There is probably less room for mistakes now than at any other time in our business," Lewis notes. "The current high cost of equipment means the operator must find every possible shortcut—must save money wherever he can."

Lewis says the operator cannot afford to sacrifice quality of equipment, so he must run his individual business as economically as possible.

Looking into the future, though, Lewis looks for an upturn in business. "I think generally, the U. S. economy is going to improve. The economists say the downward turn we had in 1960 was a readjustment more than anything else—that inventories have been pretty well depleted. There should be quite a bit of buying in the coming year."

Lewis also pointed out that government spending is increasing and as a result, there ought to be more money in the hands of the man on the street.

Can the operator charge more per play as a means of increasing his gross? Lewis says "it's questionable."

"The operator can charge more if he gives more—this depends on the equipment. An operator can't arbitrarily raise the price per play unless the customer gets more for his money."

"Two minutes of amusement for 10 cents seems an ample price," Lewis notes. "But if a different type of equipment—offering different amusement—comes along, there's no reason why we can't charge 15, 20, 25 or even 50 cents. Look at the voice recorder. Basically, it offers the customer amusement—the chance to hear his own voice on records. The customer thinks nothing of paying 50 cents for the privilege."

Q. Do you think our general economy has been responsible for a lag in the coin machine business?

A. "There's no question about it."

Q. Will the coin machine industry—the operator's income—improve as the economy improves?

A. "Yes, I think it will."

Q. Are there any problems inherent in the industry that an upturn in the economy will not help?

A. "No. We have certain industry problems that have nothing to do with the economy..."

Q. What are some of them?

A. "The high cost of equipment is one. Home entertainment, namely television, is two. Another is the movement of people seeking entertainment, from our major market in taverns, to other types of amusement places such as bowling alleys."

(Continued on page 61)

Europe Trade Blocs May Freeze Out U. S. Coin Machine Exports

By OMER ANDERSON

BRUSSELS—The trading bloc deadlock deepened New Year's Day as the rival groups, the European Economic Community (Common Market) and the European Free Trade Association (EFTA) each slashed their internal tariffs by 10 per cent.

This means that each bloc has now slashed its tariffs by 30 per cent since the trading blocs came into existence. And it means, most important, that the time has come when the United States and other nations outside the blocs, or inside the rival bloc, will have to negotiate reciprocal tariff reductions.

Rock-Ola Buys Vending Assets From Williams

• Continued from page 1

Rock-Ola's purchase of Williams' vending interests caught the industry completely by surprise. The move leaves no doubt about Rock-Ola's seriousness in becoming a major factor in full-line vending manufacturing.

Last year, the company purchased the Fred Hebel Corporation, manufacturer of an ice cream machine. Right now, Rock-Ola also makes hot drink, cold drink and bulk milk machines. The likelihood is strong that the firm will acquire cigaret and candy machine properties before the year is out.

Williams had acquired the IVI coffee machine from Schroeder Industries about a year ago. The reason for Williams' decision to abandon its vending machine venture to concentrate on amusement games is not known.

Others Diversify

Rock-Ola's latest acquisition means that three of the four major juke box manufacturers are now in vending in a big way. During the last three years, Seeburg has built up a formidable vending machine manufacturing operation with the purchase of the Eastern Electric cigaret machine, the Lyons cold drink machine and the development of...

(Continued on page 73)

Williams Ships Magic Clock

CHICAGO — Magic Clock, a new two-player pin game, was introduced by Williams Electronic Manufacturing Corporation last week. Sam Lewis, Williams vice-president, said that samples are now available in distributor showrooms.

Magic Clock features "timed shots" at a moving target, with the player advancing score on a clock-face dial. Each hit scores from 50 to 100 points and the player can earn additional high score possibilities as he advances the clock.

The new pinball game is housed in the newly designed Williams cabinet, introduced by the firm last last year.

Magic Clock also has two-way match play, and three or five-ball replay awards.

tiative reciprocal tariff reductions.

The Common Market was born December 31, 1958, when the six member nations, France and Germany, Brussels, Holland, Luxembourg and Italy, placed into effect the first 10 per cent reduction in their internal tariffs.

Second Cut

The second 10 per cent cut came last July 1. By this time there was not one trade bloc but two, and EFTA's formal birth ceremony coincided with the second round of tariff cutting by the EEC. EFTA decreed a flat 20 per cent slash in its tariffs to bring it abreast the Common Market.

Thus, the latest cuts by the rival trade blocs bring total reductions by each bloc to 30 per cent. EEC automatically extended the first round of tariff cutting to outside nations, but with the latest round of cuts each bloc is committed to the erection of a common tariff barrier against the United States and other non-member nations.

This is the shape of things to come—in fact, things already here—for U. S. coin machine producers operating in the European market, which includes virtually all major U. S. firms.

As American manufacturers of all coin-operated equipment will soon be learning, in hard business terms, there are now three different trading channels in Europe: The Common Market, EFTA (taking in Britain, Switzerland, Portugal, Austria, Denmark, Sweden and Norway) and the U. S. and other nations belonging to neither bloc.

Preferential Status

Given the present development, this means that U. S. firms with subsidiaries in the Common Market will enjoy preferential trading status in that bloc; firms with sub-

sidaries in EFTA countries will benefit from EFTA tariff cuts; and U. S. firms operating entirely in the U. S. (U. S.-based firms) will be at a disadvantage in both blocs.

At the moment, any common tariff wall the six Common Market countries erect will apply with equal force to EFTA countries; and vice versa. However, intense effort is being made within both blocs to dissolve the deadlock and erect a bridge between the rival blocs.

If this occurs, U. S. coin firms with a subsidiary in either bloc will be well off; but U. S. firms remaining at home will be increasingly handicapped in trading with Europe.

Speed-Up Seen

There is strong pressure by Chancellor Konrad Adenauer to speed up still further the Common Bloc-building schedule, with the aim of completing construction of the Common Market by 1963.

This would mean that at the end of 1963 the six nations of the Common Market would have completely free trade among themselves—in effect, a single vast market of 130 million persons paralleling that of the U. S. German coin machine producers would have completely untrammelled access to markets in France, Italy, Holland, Belgium and Luxembourg.

And, conversely, firms in these countries will have wide-open access to the German market. This means that firms in each country will have to schedule production, sales and servicing in terms of a Western - European market and not a primarily German market with the other five countries lumped in the export market.

The big issue now is the creation of... (Continued on page 73)

2 Pa. Operators Seek Injunction to Bar Seizures of Lotta Fun Games

PHILADELPHIA — The courtroom looked somewhat like an arcade.

Four Bally Lotta Fun pinball machines were in the court of Judge Edward J. Griffiths, December 28. They were the subject of a debate between two attorneys.

Robert L. Seigel represented the operators and was seeking an injunction to stop the authorities from seizing them in raids on locations.

George J. Ivins, an assistant city solicitor, contended that the court in which the hearing was being held had no jurisdiction over the matter. He said that any challenge on police interference against the operation of the Lotta Fun should be made in criminal court.

Seek Injunction

Two operators, the Tri-County Amusement Company, of Jenkintown, Pa., and the Sherwood Amusement Company, of this city, filed for the injunction in Common Pleas Court. Their action followed raids on four taprooms December 14 in which the Lotta Funs were seized.

The operators in their suit sought to bar Mayor Dilworth, Police Commissioner Albert Brown, District Attorney Victor H. Blanc and Magistrate M. Philip Freed from interfering with the operation of the machines in question.

Seigel claimed the Lotta Fun machines do not fall under the ban placed on multi-coin machines in November 1959 by the Pennsylvania Supreme Court.

Legal Question

As for the city, its brain trusts seemed to have some question in their minds as to just what constitutes a multi-coin machine.

This question came up in the mind of Magistrate Freed at the hearing before him at the time of the raids. He was the one that referred the matter to court so the legality of the seizures could be determined before he acted.

At the hearing before Judge Griffiths, Assistant District Attorney William Killeen said the city was prepared to present electronics engineers to explain the operation of the machines.

It seemed the question boiled down to whether the machine came under the 1959 State Supreme Court ban and if so, who had jurisdiction in the matter of the injunction.

Judge Griffiths decided the best thing to do was to hear what each side had to say along these lines. He continued the case until early this month so both sides could file briefs on the matter.

So, the coinmen of Pennsylvania will once more have their eyes on the courts.

Manufacturers Eye '61 Prospects

Continued from page 60

Q. But bowling alleys have coin machines.
A. "Yes, but there, they (the public) are offered a variety of amusements. Coin machines are a secondary source of amusement whereas in a tavern they are primary."

Q. How about new locations—is there a trend away from the traditional types of coin machine locations?
A. "There are constantly new locations coming up. The tavern is still the No. 1 coin machine location, but as we watch people's amusement habits change, we have to change with them."

Q. Do you think the industry is getting away from the taverns? Is there a trend toward a different No. 1 coin location?
A. "There'll always be taverns—they may be less dominant as years go by, but this is something that we can't forecast. Our general trend is away (from taverns). People are doing different things today, things they never did before. As America's leisure time increases, so does the diversification of that leisure time and this will pull people away from taverns."

Q. How about legislation?
A. "I don't expect any significant changes in 1961, but I feel that if the industry is able to see its way clear to continue the public relations work, (started recently by the Coin Machine Council) ultimately there is going to be a better acceptance of our equipment in general and this ultimately will lead to better legislation."

Q. You feel public relations is the answer to this (better legislation)?
A. "Yes."
Q. How about new equipment?
A. "I look for new equipment in 1961. I have nothing to base that on except for the fact that the industry has been dry for a long time and something new has to come along. We are working on a couple of things here that I think will be worthwhile and I think the other manufacturers are doing likewise."

Q. Are they (your new game ideas) drastic changes?
A. "No—but they are games that have a good measure of play appeal."

Q. Another leading manufacturer (See Herb Jones interview, this issue) mentioned new type amusement places like karting rinks, as offering a lot of new potential for the coin machine industry. What do you think of this?
A. "There's a lot of truth in this. I think this is where operators in this country are falling down. They're going into bowling centers because they know this is sure. But they're passing up other types of recreation spots because they're unwilling to take the gamble. We have to go where the people go. I'll give you one type spot that very often has no games—stop-and-sock golf ranges. These new type locations are what the operators are going to have to exploit if they're to expand the business."

Doris Says Existing Coin Machine Distribution Set-Up Does Good Job

The current manufacturer-distributor-operator set-up in the coin machine industry got a strong pat on the back from E. G. Doris, Rock-Ola vice-president, as he reviewed the industry's future last week.

Doris termed the trio the "life-blood of the industry," noting "there may be a few problems, but it is up to the manufacturer, distributor and operator to get together and solve them."

What are some of the immediate problems? "New equipment." Doris feels the operators biggest problem is what type equipment to use in the future. Some of the latest developments, such as 33 singles, stereo and reverba-sound, all have to be considered, he noted.

"We here at Rock-Ola have hung our hats on reverba-sound—we think it offers the operator an exciting new sales plus. Stereo hasn't been a hit—more of a gimmick," he noted.

"As for 33 singles, it looks as if the industry is going in that direction. Possibly, too, the advent of the 33-single will spur the production of stereo disks, which in itself would help the operator and the industry."

Doris mentioned the profit pinch as one of the big problems facing the operator. What is the solution? "I'm not sure it's so simple," he cautioned.

"There'll always be music and people who want to listen to music, but the operator is caught in an increasingly tight operating margin."

Doris doubted that raising the price of play was a wholesale solution. "Half of the country is still on nickel play, so why talk about going to 15 cents?"

How about a new type of equipment? Doris thought this area has some possibilities. "This is something the industry will have to look into. After all, how expensive can machines get? They're up there pretty high now."

Is there a possibility for some new and lower-priced equipment in the near future? Doris noted that manufacturers will be thinking about this more and more.

He mentioned new technological advances as helping to contribute in this area, possibly enabling the manufacturer to put out a machine that'll do everything today's juke boxes do, but that the operator can buy at a lower price.

Doris emphasized that the operators' commission structure should also come in for some substantial overhaul. He noted that "the operator is the one with everything invested, but he's not getting the return he should."

Doris said that a 60-40 split was just a slight improvement, but that ultimately operators will have to think in terms of 70-30 and even 80-20.

Doris noted, too, that the nature of the juke box location was changing. "Juke box locations are not going with the population shift. Take the suburbs, for example. People are moving from the cities into suburbs. But the taverns and lounges in the suburbs are using more background music and other types of music, than juke boxes."

Doris said it was a matter of record that the juke box market
(Continued on page 64)

PROGRAMMING GUIDE

Record sides in the chart below are broken down into basic categories for easy programming. They are derived from this week's "Hot 100" and " Bubbling " charts. When a side falls into more than one category, it will have a multiple listing.

EASY LISTENING:

- ALONE AT LAST, Jackie Wilson, Brunswick 55170
- ARE YOU LONESOME TONIGHT, Elvis Presley, RCA Victor 7810
- BLUE TANGO, Bill Black's Combo, Hi 2027
- CALCUTTA, Lawrence Welk, Dot 16161
- CHERRY PINK AND APPLE BLOSSOM WHITE.....
.....Jerry Murad's Harmonicals, Columbia 41816
- CORINNA, CORINNA, Ray Peterson, Dunes 2002
- EXODUS, Ferrante and Teicher, United Artists 274
- EXODUS, Mantovani, London 1953
- FOOLS RUSH IN, Brook Benton, Mercury 71722
- IF I DIDN'T CARE, Platters, Mercury 71749
- LAST DATE, Floyd Cramer, RCA Victor 7775
- LAST DATE, Lawrence Welk, Dot 16145
- MAGNIFICENT SEVEN, Al Caiola, United Artists 261
- MY EMPTY ARMS, Jackie Wilson, Brunswick 9-55201
- MY LAST DATE (WITH YOU), Skeeter Davis, RCA Victor 7825
- MY LAST DATE (WITH YOU), Joni James, M-G-M 12933
- OH, HOW I MISS YOU TONIGHT, Jeanne Black, Capitol 4492
- PUPPET SONG, Frankie Avalon, Chancellor 1065
- RUBY, Ray Charles, ABC-Paramount 10164
- SAD MOOD, Sam Cooke, RCA Victor 7816
- SAILOR (YOUR HOME IS IN THE SEA), Lolita, Kapp 349
- WHEELS, String-A-Longs, Warwick 603
- WHEN I FALL IN LOVE, Etta Jones, King 5424
- WHERE THE BOYS ARE, Connie Francis, M-G-M 12971
- WONDERLAND BY NIGHT, Bert Kaempfert, Decca 31141
- WONDERLAND BY NIGHT, Louis Prima, Dot 16151
- WONDERLAND BY NIGHT, Anifa Bryant, Carlton 537

TEEN BEAT:

- A PERFECT LOVE, Frankie Avalon, Chancellor 1065
- A THOUSAND STARS, Kathy Young and the Innocents, Indigo 108
- AND THE HEAVENS CRIED, Ronnie Savoy, M-G-M 12950
- ANGEL BABY, Rosie and the Original, Highland 1011
- ANGEL ON MY SHOULDER, Shelby Flint, Valiant WB 6001
- BABY, O' BABY, Shells, Johnson 104
- BABY SITTING BOOGIE, Buzz Clifford, Columbia 41876
- CALENDAR GIRL, Neil Sedaka, RCA Victor 7829
- C'EST SI BON, Conway Twitty, M-G-M 12969
- DANCE BY THE LIGHT OF THE MOON, Olympics, Arvee 5020
- DOLL HOUSE, Donnie Brooks, Era 3028
- DON'T READ THIS LETTER, Patti Page, Mercury 71745
- EMOTIONS, Brenda Lee, Decca 31195
- FLAMINGO EXPRESS, Royal Tones, Golddisc 3011
- GEE WHIZ, Innocents, Indigo 111
- GHOST RIDERS IN THE SKY, Ramrods, Amy 813
- GIFT OF LOVE, Van Dykes, Donna 1333
- HE WILL BREAK YOUR HEART, Jerry Butler, Vee Jay 354
- HOOCHIE COOCHIE COO.....
.....Hank Ballard and the Midnighters, King 5430
- I COUNT THE TEARS, Drifters, Atlantic 2087
- I GOTTA KNOW, Elvis Presley, RCA Victor 7810
- I REMEMBER, Maurice Williams and the Zodiacs, Herald 556
- I'M HURTIN', Roy Orbison, Monument 433
- JIMMY'S GIRL, Johnny Tillotson, Cadence 1391
- LAST DATE, Floyd Cramer, RCA Victor 7775
- LONELY TEENAGER, Dion, Laurie 3070
- LOST LOVE, H. B. Barnum, Eldo 111
- LOVEY DOVEY, Buddy Knox, Liberty 55290
- MANY TEARS AGO, Connie Francis, M-G-M 12964
- MILK COW BLUES, Ricky Nelson, Imperial 5707
- MUSKRAT RAMBLE, Freddy Cannon, Swan 4066
- NO ONE, Connie Francis, M-G-M 12971
- ONCE IN A WHILE, Chimes, Tag 444
- PEPE, Duane Eddy, Jamie 1175
- PERFIDIA, Ventures, Dolton 28
- POETRY IN MOTION, Johnny Tillotson, Cadence 1384
- RUBBER BALL, Bobby Vee, Liberty 55287
- SOUND OFF, Titus Turner, Jamie 1174
- STAY, Maurice Williams and the Zodiacs, Herald 552

- SUGAR BEE, Cleveland Crochet, Goldband 1106
- SWAY, Bobby Rydell, Cameo 182
- THE STORY OF MY LOVE, Paul Anka, ABC-Paramount 10168
- THERE SHE GOES, Jerry Wallace, Challenge 59098
- UTOPIA, Frank Gari, Crusade 1020
- WABASH BLUES, Viscounts, Madison 140
- WHAT AM I GONNA DO, Jimmy Clanton, Ace 607
- YES, I'M LONESOME TONIGHT, Thelma Carpenter, Coral 62241
- YES, I'M LONESOME TONIGHT, Dodie Stevens, Dot 16167
- YOU ARE THE ONLY ONE, Ricky Nelson, Imperial 5707
- YOU DON'T WANT MY LOVE, Andy Williams, Cadence 1398
- YOU'RE SIXTEEN, Johnny Burnette, Liberty 55285
- YOUR OTHER LOVE, Flamingos, End 1081

Country & Western:

- ARE YOU LONESOME TONIGHT, Elvis Presley, RCA Victor 7810
- LAST DATE, Floyd Cramer, RCA Victor 7775
- MY LAST DATE (WITH YOU), Skeeter Davis, RCA Victor 7825
- NORTH TO ALASKA, Johnny Horton, Columbia 41782
- WINGS OF A DOVE, Ferlin Husky, Capitol 4406

Rhythm & Blues:

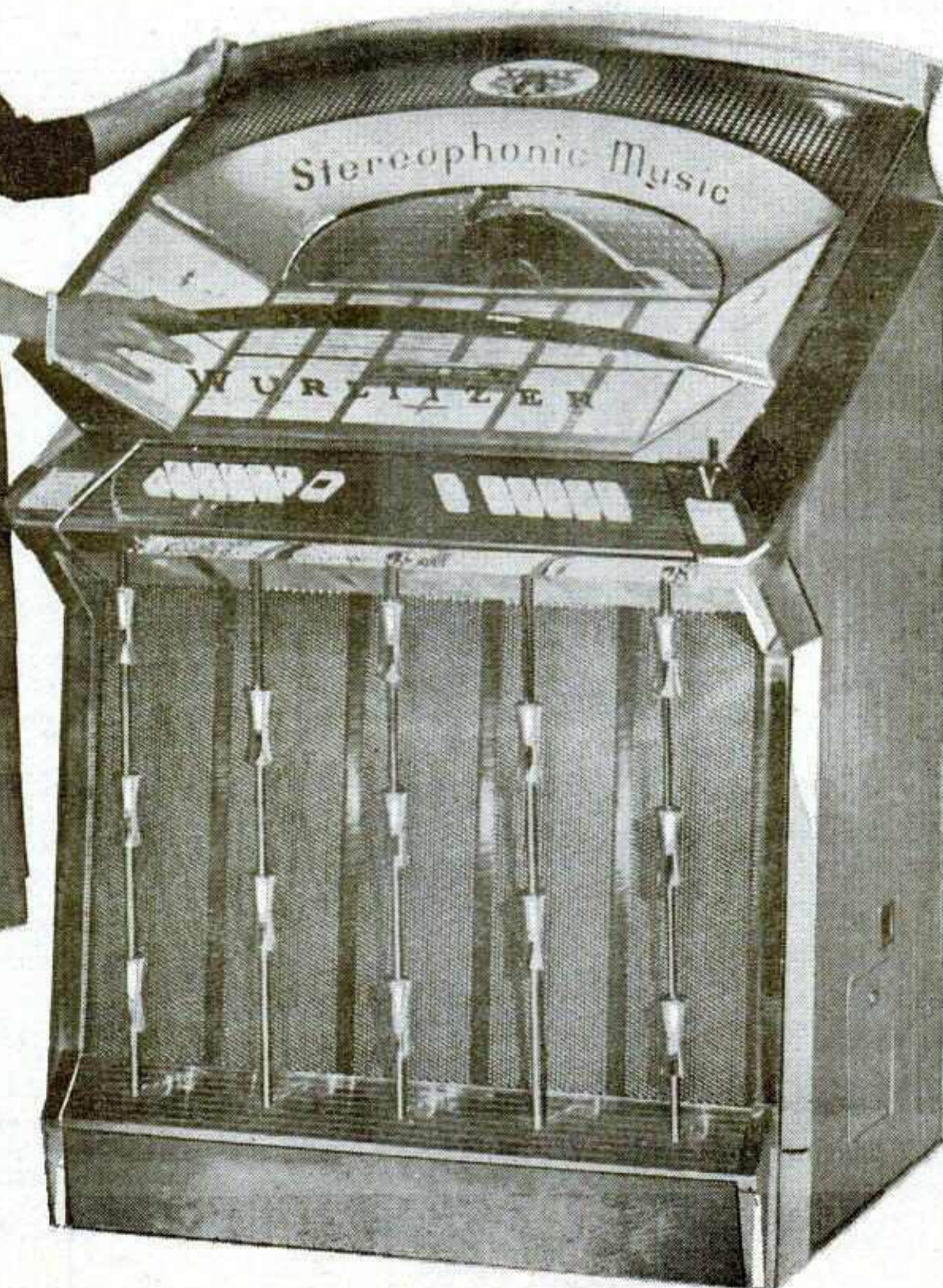
- A THOUSAND STARS, Kathy Young and Innocents, Indigo 108
- AGE FOR LOVE, Jimmy Charles, Promo 1003
- ALL IN MY MIND, Maxine Brown, Nomar 102
- ALONE AT LAST, Jackie Wilson, Brunswick 55170
- ANGEL BABY, Rosie and the Originals, Highland 1011
- ARE YOU LONESOME TONIGHT, Elvis Presley, RCA Victor 7810
- AT LAST, Etta James, Argo 5380
- BABY, O' BABY, Shells, Johnson 104
- BLUE TANGO, Bill Black's Combo, Hi 2027
- BUMBLE BEE, LaVern Baker, Atlantic 2077
- CHILLS AND FEVER, Ronnie Love, Dot 16144
- DANCE BY THE LIGHT OF THE MOON, Olympics, Arvee 5020
- DON'T BELIEVE HIM, DONNA, Lenny Miles, Scepter 1212
- FIRST TASTE OF LOVE, Ben E. King, Atco 7185
- FOOLS RUSH IN, Brook Benton, Mercury 71722
- GIFT OF LOVE, Van Dykes, Donna 1333
- GONZO, James Booker, Peacock 1697
- HAPPY DAYS, Marv Johnson, United Artists 273
- HE WILL BREAK YOUR HEART, Jerry Butler, Vee Jay 354
- HOOCHIE COOCHIE COO.....
.....Hank Ballard and the Midnighters, King 5430
- I COUNT THE TEARS, Drifters, Atlantic 2087
- I DON'T WANT NOBODY.....
.....Etta Johnson and Buddy Johnson Ork, Mercury 71723
- I REMEMBER, Maurice Williams and the Zodiacs, Herald 556
- IF I DIDN'T CARE, Platters, Mercury 71749
- LAST DATE, Floyd Cramer, RCA Victor 7775
- LOST LOVE, H. B. Barnum, Eldo 111
- MY EMPTY ARMS, Jackie Wilson, Brunswick 9-55201
- MY GIRL JOSEPHINE, Fats Domino, Imperial 5704
- NEW ORLEANS, U. S. Bonds, Legrand 819
- ONCE IN A WHILE, Chimes, Tag 444
- RUBY, Ray Charles, ABC-Paramount 10164
- SAD MOOD, Sam Cooke, RCA Victor 7816
- SHOP AROUND, Miracles, Tamla 54034
- SOUND OFF, Titus Turner, Jamie 1174
- SPANISH HARLEM, Ben E. King, Atco 6185
- STAY, Maurice Williams and the Zodiacs, Herald 552
- THEM THAT GOT, Ray Charles, ABC-Paramount 10141
- THERE'S A MOON OUT TONIGHT, Capris, Old Town 1094
- (WILL YOU LOVE ME) TOMORROW, Shirelles, Scepter 1211
- WALK SLOW, Little Willie John, King 5428
- WHAT WOULD I DO, Mickey and Sylvia, RCA Victor 7811
- WHEN I FALL IN LOVE, Etta Jones, King 5424
- YES, I'M LONESOME TONIGHT, Thelma Carpenter, Coral 62241
- YOU GOTTA LOVE HER WITH A FEELING.....
.....Freddy King, Federal 12384
- YOUR OTHER LOVE, Flamingos, End 1081

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BILLBOARD MUSIC WEEK

COIN MACHINE PRICE INDEX

Listings represent used machines in average condition introduced from 1954 thru mid-1959. Price quoted on each machine represents the average of quotes to operators by franchised distributors in three geographical areas—East, West and Midwest.

Quotes are received and averaged monthly. Listings should be used only as a general guide, since machines of identical type and condition may have considerably different values in different areas.

MUSIC

Table listing various music machines with model numbers and prices, such as 1500 (104), 1952 for \$90.

BOWLERS & SHUFFLES

Table listing bowling and shuffle machines, including ABC Bowler 7/55 for \$210 and ABC Bowling Lanes 12/56 for \$225.

CHICAGO COIN

Table listing Chicago Coin machines, such as All Star Team Bowler 11/55 for \$100.

WURLITZER

Table listing Wurlitzer machines, including 1250 (48), 1950 for \$55.

UNITED

Table listing United machines, such as Advance 6/59 for \$625 and Atlas Shuffle Alley 9/58 for \$405.

PINBALLS

BALLY

Table listing Bally pinball machines, including Ballerina 8/59 for \$560 and Balls-A-Poppin 10/56 for \$60.

GOTTLIEB

Table listing Gottlieb machines, such as Ace High 2/57 for \$80 and Add-A-Line 7/55 for \$70.

Table listing machines from Reno 10/57 to Wonderland 5/55, including Rocket 11/59 for \$185.

ARCADE & NOVELTIES

Table listing arcade and novelty machines, such as All-Star Baseball (Wms) 4/54 for \$60 and Aqua Duck (Cons) 2/55 for \$155.

Table listing machines from Deuces Wild (Kaye) 10/58 to Major League (Wms) 4/54, including Dodge City (Fran) 12/58 for \$100.

Table listing machines from St. Christopher (Muto) 12/56 to Yankee Baseball (Un) 2/59, including Satellite Tracker (B-L) 12/58 for \$395.

St. Louis Coinmen Cautiously Optimistic

By JOHN HICKS

ST. LOUIS—Coin machine operators and distributors in this area are "cautiously optimistic" about improvements in the industry here in 1961. What this means simply is they are looking forward to a better year than last year, but there is nothing definite to pin their hopes and expectations on except possibly the incoming administration of President-Elect John F. Kennedy which might cause a more generous flow of circulation of

money and, again possibly, some new games which will capture the interest and coins of patrons.

These are expectations, because in the music field, stereophonic equipment and other devices which have been developed to complement equipment to give this segment of the industry an added boost have failed to add materially to the operators' take. In fact, Joseph McCormick, owner of Musical Sales Company, went as far as saying he believes stereos and the other innovations that accompany juke boxes will go by the wayside this year.

It must also be remembered, operators and distributors here pointed out, that although receipts may increase slightly or stay fairly steady, the cost of equipment and overhead have continued to mount.

New Game Needed

Coinmen here also agree that some new type of game is needed to bolster sagging revenue, which started on a decline from amusement games when the bingo machines were ruled gaming devices per se by the Internal Revenue Service, and as such, required a \$250 gambling tax stamp on each.

Generally speaking, revenue from coin machines in the St. Louis area in 1960 remained at about the same as the preceding year, with some men in the industry reporting declines up to 25 per cent or more.

McCormick asserts: "The new year is going to be one of a price battle right down the line. I think equipment (music) will change to compact units, similar to the compact cars." He said he believes the cost of equipment also will come down; that operators are more

price-conscious because they do not have the revenue-getting games to help out.

Quality Basis

They are becoming operators again, he declared, explaining that equipment will not be placed simply because a location owner wants a certain type, but the placing will be based on the quality of equipment in relation to what it will bring in.

As to buying, McCormick continued, operators will go where they can get the best dollar deal. They will be interested in good units that will do the job at the least expense, he said.

Musical Sales Company had a big flurry of business at the end of the year, the firm's owner said. Business was comparable or about the same in 1960 as in 1959, he added.

Employment Problem

Jerry Nissenbaum of Wonder Novelty Company reports that the firm's business held its own last year, but it did not go ahead of the preceding year and yet it was a little better than 1958. He said increased unemployment locally might affect playing.

Jack Gorelick of the J. Rosenfel Company also attributed a general business slump and accompanying unemployment as factors which reduced receipts of the company last year 25 per cent under 1959. He stated that the coin machine industry, like theaters and others, is a "luxury" business and is not essential to patrons.

The Missouri Division of Employment Security said a total of about 50,000 workers were unemployed in this area at the end of the year. This figure represents 6 per cent of the civilian labor force here. The division estimates the number will rise to 55,000 or 60,000 if the recession worsens in the weeks ahead, as expected. The unemployment roles have been reflected in a sharp increase here in welfare cases. St. Louis area residents in unusually large and growing numbers are visiting welfare offices in search of assistance, public officials and social workers noted.

Gorelick asserted that there is definitely something new needed in the amusement end of the industry which has player appeal. Music, he predicted, will eventually pick up.

New Features

Nissenbaum believes that the new features put out on the Seeburg machines might help operators to merchandise their equipment. Operators, he declared, also could use a new game to replace the lessening interest in the bowlers.

Central Distributors reported that business last year was good in spurts. The firm said AMI's new half-back models, which play background music on 33 1/3 r.p.m. records and records on 45's, might aid in bolstering receipts.

Commissions in the St. Louis area have remained at a 50-50 split, and operators can see little prospect of changing this arrangement. However, most agree that because of the increasing expense of equipment they should receive the greater portion of the take. One operator went a step further and said something along the line should be developing now.

New Locations

New locations, said Jack Gorelick, are diminishing locally because the days of the corner tavern are numbered. The only way to increase revenue, he said, is for operators to hold down overhead and run the industry in a businesslike way.

Gorelick noted that there are very few new operators going into the industry because of the expenses involved in getting established. The business, he added, (Continued on page 68)

Manufacturers Eye '61 Prospects

Continued from page 61

was slowly getting smaller. A possible answer: diversification.

"Certainly the operator should start thinking of other types of equipment. Vending is one example of an ideal diversification field for operators, and it's a growing industry," Doris noted.

Looking into the coming year's business potential, Doris said that by mid-year, collections as well as sales should go up substantially—possibly as much as 20 to 25 per cent from last year. A general economic upturn was cited as the main reason.

Programming Changes, More Front Money Predicted by Seeburg VP

Sweeping programming changes, fewer locations, and more money from prime locations were three predictions made by Jack Gordon, Seeburg phonograph vice-president. Gordon explained that the 33-single will place increased emphasis on adult programming, and that a lesser percentage of single releases will be geared for the teen-age market. This trend, he added, will give the tavern patron a greater inducement to put his dimes in the juke box.

The spoken word, continued Gordon, will become a factor in singles used in juke box locations. He pointed out that excerpts from spoken-word LP's will be put on 33 singles, and, while this will not be a major factor in juke box programming, it will account for extra revenue for the juke box operator. According to Gordon, some of the comics who have been hitting it big on albums, will begin to make an impact on the singles market.

Gordon cited the case of Buddy Greco, who for 14 years has been strong on albums, but who is virtually unknown in singles. Greco releases are now out on 33 singles, and, according to Gordon, are getting fairly good play.

Gordon feels that while many secondary locations will be dropped by the juke box operator because they fail to produce sufficient revenue, the takes from primary locations will increase, with the net result that the operators will be making more money from fewer stops. He also predicts that the trend toward operator

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.

ARE YOU LONESOME TONIGHT AND I GOTTA KNOW	ELVIS PRESLEY RCA Victor 7810
RUBBER BALL AND EVERYDAY	BOBBY VEE Liberty 55287
BLUE TANGO AND WILLIE	BILL BLACK'S COMBO HI 2027
YOU ARE THE ONLY ONE AND MILK COW BLUES	RICKY NELSON Imperial 5707
SPANISH HARLEM AND FIRST TASTE OF LOVE	BEN E. KING Atco 6185
WALK SLOW AND YOU HURT ME	LITTLE WILLIE JOHN King 5428
NO ONE AND WHERE THE BOYS ARE	CONNIE FRANCIS M-G-M 12971
YES, I'M LONESOME TONIGHT AND TOO YOUNG	DODIE STEVENS Dot 16167
THE STORY OF MY LOVE AND DON'T SAY YOU'RE SORRY	PAUL ANKA ABC-Paramount 10168
WHAT A PRICE AND AIN'T THAT JUST LIKE A WOMAN	FATS DOMINO Imperial 5723

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mergers will continue, with the year's end seeing fewer operators with larger operations

Also to be accelerated, said Gordon, is the trend toward minimum guarantees and front money. Gordon explained that this trend will be coupled with advance commissions as part of long-term contracts.

With regard to on-location merchandising, Gordon feels that location personnel will play a more significant role. For example, he pointed out that much of the current point-of-purchase merchandising is directed to the artist or to the location.

Gordon feels that if the waiter or bartender is featured in the display material above the jukebox, with a legend saying that the bartender has picked the following records for the week as his favorites, he is apt to push the juke box and take a personal interest in play.

Palmer Feels 33 Single Will Prove Mixed Blessing to Phono Operators

The introduction of the 33-single will be a mixed blessing to juke box operators, according to A. D. Palmer, advertising and promotion of the Wurlitzer Company. Palmer pointed out that the 33-single has reached a stage of development sufficient for Wurlitzer to produce a phonograph capable of playing both 33 and 45 intermixed. However, he added, the problems of maintaining 33 and 45 libraries, and worrying about which of his machines on location are capable of playing both speeds, are of great concern to operators.

While Palmer said that few 33 singles are available right now, he feels that a considerable improvement will have taken place by the end of the year.

Palmer also feels that the practice of operators leasing equipment to locations will be much more widely practiced this year. He explained that under such an arrangement, the operator would be obligated to upgrade his equipment at specified periods, with the lease period running from two to five years.

The operator would be assured of a guaranteed income under this arrangement, while the location would be encouraged to push juke box play, as he would keep all the collections. The operator would still retain title to the equipment, but the location owner would have a much larger personal stake in the installation.

Also, said Palmer, the lease arrangement would eliminate the change problem, as the location owner would have the key to the coin box, and it would cut down of bookkeeping of commissions.

Palmer cited reverba-sound as well as the 33-single as a feature calculated to boost juke box play, and he predicted that 1961 will be a good year from both the standpoints of distributor sales and operator collections.

He said that increased emphasis will be placed on point-of-purchase promotion, mentioning the efforts of his own company in promoting the top 10 tunes and 33 singles on the juke boxes.

Dunwoody Cites Diversification as Major Industry Trend for 1961

"The coming year shows both promise and problems. Few informed persons doubt that local legislative activity will slow down. Few believe that local taxation will decrease. Even fewer doubt that the present economic 'belt-tightening' will encourage more realistic commission interests on the part of locations," said Jack Dunwoody, vice-president of the Rowe-AMI Sales Company.

"Even with such considerations as these, the coming year shows other considerations that offer promise beyond the problems. For example, the drift to diversification is now more than a drift. Billboard Music Week statistics, to cite specifics, show that a rather astonishing 9 per cent of operators who presently operate more than phonographs alone are now operating food and drink vending units. More than 40 per cent of such operators also have cigaret equipment. This trend shows up also in background music," he added.

"In all of these instances, the end result serves to stabilize the operator's business. It tends to level off ups and downs. In turn, this enables the operator to plan better in a business sense. He can plan his financial future with more security. He can program his investments with more sureness.

"In a very general sense, this trend to diversification will continue not so much because it is promoted but rather because juke box supply and demand factors suggest its wisdom to the 'single-line' operator. In what other way can he stabilize and protect the business which over the years he has established? None is naive enough to state that this will happen in a wild rush. Prudent business sense even calls for moderation in handling such a move.

"But it will happen. It already has—to a limited extent. Those in the industry who have experienced similar trends in related industries, or in other industries faced with similar problems, have already taken appropriate diversification steps to assure the promise of a profitable future in the years to come. In view of the problems to face us, such moves show practical and astute business sense.

"The year ahead can and will offer many profitable opportunities, but only for those who take advantage of them, only for those willing to work for them—not for those who merely want to talk about them."

United's DeSelm Sees Pickup in Trade With New Locations, Games

C. B. (Bill) DeSelm, United Manufacturing Company sales manager, predicts a bright outlook for 1961—based principally on an upturn of the economy in general. DeSelm notes that "general conditions will be on the upgrade and coin-operated
(Continued on page 68)

Charge N. Y. 6 With Diverting Route Receipts

BROOKLYN — Six Long Island men were arrested and arraigned Thursday (5) in Brooklyn Federal Court. The men were charged with diverting more than \$100,000 in juke box collections and in juke equipment from a Freeport juke box operating firm known as Gibraltar Amusements, Ltd. The firm is currently undergoing involuntary bankruptcy proceedings.

Three of the men were charged with transferring more than 100 juke boxes and amusement games from locations controlled by the Gibraltar firm. The other three in the group were accused of falsifying statements on juke box collections to the court-appointed trustee, M. Halstead Christ of Mineola.

Assistant U. S. Attorney Averill M. Williams said that Gibraltar had had an involuntary petition of bankruptcy filed against it last March 18 by the Wurlitzer Corporation which claimed it had not been paid for many of the juke boxes it had sold to Gibraltar. At the time, Gibraltar was believed to have liabilities approximating \$500,000.

Williams said that Gibraltar had placed 700 boxes and games in Nassau and Suffolk County taverns. On complaint of Christ, the FBI carried out an investigation which allegedly revealed that more than 100 machines worth about \$1,000 each, had disappeared. In addition, the revenue from these units had not been reported, according to Williams.

Those who appeared before U. S. Commissioner Salvatore T. Abruzzo were: Sanford J. (Sandy) Moore, 43, vice-president of Gibraltar, of East Rockaway; Sherwood Schwach, 36, Oceanside, and Allen Kerner, 56, of Far Rockaway, a brother-in-law of Moore and president of Sak Trading Corporation, which owns a number of vending units. These three were charged with concealing assets of the company and were released in \$3,500 bail each for a hearing January 19.

Also arraigned were Abraham Manacker, 43, Far Rockaway; Alvin Needelman, 44, Far Rockaway, and Jacob Cohen, 41, Little Neck, Queens, all of whom were charged with making a false report on collections to the trustee. Manacker's bail was set at \$3,000, with bail for the other two set at \$2,500 each. These three will also get a hearing January 19.

The penalties for both charges are five years in prison or \$5,000 in fines or both. Interestingly enough, Moore, Schwach, Needelman and Cohen are all out on bail as a result of charges lodged against them last week in Nassau County Court. (See separate story.)

Standard Financial Hits \$100 Million Mark in Resources

NEW YORK — The Standard Financial Corporation, a firm specializing in coin machine paper, this week saw its resources hit the \$100 million mark, President Theodore H. Silbert announced. The firm was organized in 1932 with a capital of \$1,000.

The new financing was a private sale to five insurance companies of a 15-year, \$3.5 million issue of subordinated notes.

The insurance companies were headed by the New York Life Insurance Company and the John Hancock Mutual Life Insurance Company.

The company's finance volume is currently at the rate of \$333,333,333 a year.

Seeburg Establishes Subsidiary Firm, Acts as Domestic Sales Arm

CHICAGO—The Seeburg Corporation announced the establishment of the Seeburg Sales Corporation, a wholly owned subsidiary, which will market coin-operated phonographs, background music systems and coffee, cigaret and cold drink venders. It will also appoint all domestic and Canadian distributors.

Executive personnel who will work with both the subsidiary and the parent company include: Delbert W. Coleman, chairman of the board; Robert R. Kelly, president; J. Cameron Gordon, vice-president, phonograph sales; Leonard Gross, vice-president, vending sales; Stuart F. Auer, vice-president, background music sales; and Tom L. Herrick, vice-president, marketing and advertising.

The Seeburg Sales Corporation was set up primarily to serve as a selling arm of the parent firm. Seeburg officials noted that the new corporation would "achieve more of a definition between sales and

nonselling functions of the company."

The move is basically one of internal organization. Officials say it is aimed at "helping achieve a greater sales and marketing effort for all Seeburg products in coming years."

Foreign sale of Seeburg products will continue to be handled by Seeburg International, established several months ago for that purpose.

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

45 RPM 60c

All LP's—Regular Distributor. Wholesale—Nothing Over.

SAME DAY SERVICE

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

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Marathon
Gypsy Queen
Stage Coach
Wishing Well

1961 DELUXE PARTS CATALOG AVAILABLE.
Send for It Today!

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Factory Representatives for:
AMI Inc., Bally Mfg. Co., Irving Koye Co.
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Offices: New York, N. Y. and Hartford, Connecticut
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GIVE TO DAMON RUNYON CANCER FUND

Boston Rock-Ola Outlet Expands

BOSTON — In a move to broaden its operation in the music business, the International Vending Corporation here, New England distributor for Rock-Ola phonographs, has taken the first step by opening an office, showroom and service department at 38 Exchange Street, Portland, Me.

Primary reason for this is to initiate an over-all expansion program to meet the new trends in the industry, to be closer to the Northern New England customer and to provide sales and showroom facilities without the necessity of operators traveling hundreds of miles. A send-off for the new venture is planned shortly when a showing of a complete line of Rock-Olas will be held in the Portland premises.

The firm's expansion policy also includes an interest in purchasing music and cigaret routes anywhere in the country. IVC is currently operating music and cigaret routes in Puerto Rico and is looking to further expansion on this level.

Joe Ash Recuperates From Kidney Surgery

PHILADELPHIA — Joe Ash, head of the Active Amusement Company here, is expected to be released from Temple University Hospital here today (16) following a kidney operation.

The Philadelphia distributor will recuperate at home for a couple of weeks. During his absence, Marty Brownstein will take charge of the business.

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| You furnish land, foundation and utility connections . . . we set your fully-equipped laundry in place, ready to go! | <ul style="list-style-type: none"> • Automatic coin changer • 18 agitator washers • 6 50-lb. dryers • Gas hot-water heater | <ul style="list-style-type: none"> • Soap dispenser • All-aluminum exterior • Fiberglass insulated • 17 louvered windows |
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CROSSVILLE, TENNESSEE

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"Make 'em laugh, make 'em frown, turn the ring upside down." Kids will empty your machines fast to collect these clever, humorous rings.

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- Vends well in all machines

Assorted Plastic Only \$12.25 per M
Vacuum plated Only \$14.50 per M
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55 Leonard St., N.Y. 13, N.Y. CORtlandt 7-5147-8

GIVE TO DAVID RUNYON CANCER FUND

N. Y. Operators Feel Penny Vending Is Still Backbone of Bulk Gum Operation

NEW YORK—Members of the New York Bulk Vendors Association are pretty much agreed that the industry will continue to operate on a penny basis.

At their regular monthly meeting here Wednesday (11), NYBVA operators discussed the possible trend toward nickel vending, and agreed that its future was limited.

Roger Folz commented that unless inflation reached the runaway stage, the penny machines would still continue to account for a major portion of the revenue.

Back to Penny

Irving Bookskin said that he had tried 5-cent vending, with little success, and that he is now wholly on penny vending.

Nat Gordon said he will continue to stick to pennies, while Sid Lowengarten pointed out that a mother will not hesitate to give her toddlers pennies, but will think twice about nickels.

Holding a different view was Sid Golen, who feels that inflation will soon reach the point where a nickel will have the same value as a penny had a few years ago.

Connecticut Tax

The operators also suggested the Connecticut tax situation. A bill has been introduced in the Connecticut Legislature to tax all vending machines. The National Automatic Merchandising Associa-

tion has suggested that the tax be at the rate of \$25 per operator and 50 cents a machine a year.

NYBVA members will fight the NAMA measure, or at least attempt to have bulk vending operators excluded. They point out that while a cigaret or drink machine license may be worth 50 cents a year, the net on bulk machines is so low that such a tax would work a hardship.

Attending the meeting were Irv Bookskin, Nat Gordon, Sid Lowengarten, Sid Golen, Lou Ellis, Pete Urving, Hy Berman, Art Bianca, Sid Berman, Donald Gleischer and Roger Folz.

Smiling Clown Face Draws Kids' Attention to Gumballs



FRANK THORWALD pitches for the kiddie market with clown stands. Whenever possible, he places them next to a kiddie ride.

DENVER — Designed specifically to appeal to the youngsters themselves rather than to adults are new clown stands for bulk venders, which Frank Thorwald, a leading Denver bulk operator, put into use.

Thorwald, whose neat red and yellow metal - cylinder stands have been a familiar sight in Denver and other Colorado city supermarkets for years, has lately begun experimenting with multiple-machine stands of various types. The clown variety, photographed in the lobby between the Red Owl Supermarket, and a big Republic drug-store in the Brentwood Shopping Center, has proved particularly effective in catching the eye of youngsters on shopping trips with their mothers.

Alternately colored discs around the red, white and blue tops spell out "gumballs" in brilliant letters with a smiling clown face in the center, on a white background. Children of almost all ages, from first-walkers up to school age, invariably note the clown figure, and are likely to clamor for some gum or other confection from their mothers.

In locations where there are a large number of children present at all times, Thorwald uses three penny vending machines and one

5-cent capsule unit on the same stand.

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5¢ HOBBY and Trading Card Vendor

Vends package of 6 cards for 5¢.
1 3/4" x 1 1/4" x 9/16"
Slug proof ABT Coin Mechanism

\$39.50 Ea.

*Put them out on location. If after 30 days you are not satisfied return machine and unused cards (prepaid) for a complete refund.

Cards Available	per 100
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3. Hit Stars Series 2.10
4. Goofy Series 2.10
5. Funny Valentine Series 2.10
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7. Moving Picture Series (Lenses for Moving Picture Series) 1.75
 3.00

Stands for Machines, \$7.50 ea.
1/3 deposit required on all orders, balance C.O.D.
Write for free catalog.

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609-A Spring Garden St., Philadelphia 23, Pa. **WAlnut 5-2676**

TALK-TALK TEETH

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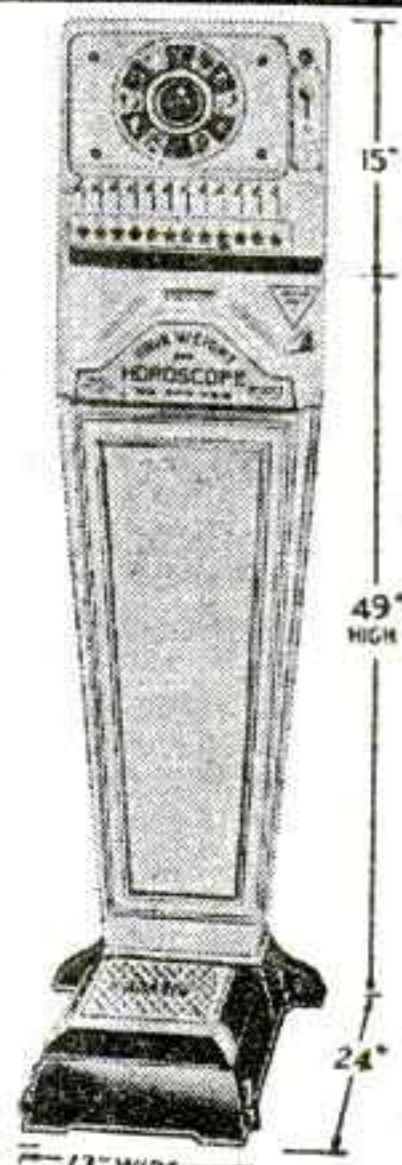
1-4 m \$15.00 per thous.
5 m and up 13.75 per thous.

CLOSED (with metal clip)

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5 m and up 14.55 per thous.

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Time payments available on Oak machines through all distributors.

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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Capsule Vendor
Holds 400 capsules, for larger profits on each filling, without crushing capsules or jamming because of half capsules. Guaranteed mechanically perfect. Conversion Head fits your present standard Acorn Vendor. Vends any denomination from 5c to 25c.



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- IMPRONTO VENDING**
300 North Gay Street
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- LOGAN DISTRIBUTING CO.**
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- SAMUEL J. PHILLIPS CO.**
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- OPERATORS VENDING**
1023 South Grand Avenue
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- QUEBEC VENDING CO.**
109 Commissioner St. West
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Time proven favorite for health and amusement. Electric vibratory current increased at will by player. One dry cell battery good for 1,500 to 3,000 plays.

Sample \$28.13
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1/2 Deposit, Balance C.O.D., F.O.B. N. Y.
We stock a complete line of Vending Machines, Stands, Parts, Supplies, Charms, Capsules, Merchandise and Ball Gum.

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N.W. Model #33, 1¢ Perc. Converter for 100 ct. B.O.	6.50
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Golden Non-Pareil Almonds, 5-lb. vac. pack	75
Pistachio Nuts, 100 ct.	75
Pistachio Nuts, Jumbo Queen, White	70
Pistachio Nuts, Large Tulip	72
Pistachio Nuts, Vendor's Mix	43
Pistachio Nuts, Sheik, Red	57
Cashew, Whole	72
Cashew, Butts	46
Peanut Nuts	75
Peanuts, Jumbo	42
Spanish	32
Mixed Nuts	57
Baby Chicks	30
Rainbow Peanuts	32
Boston Baked Beans	32
Jolly Beans	28
Licorice Gems	28
M & M, 550 ct.	47
Hershey-ets	47

Rain-Blo Gum, 72 ct. \$.30
Malt-ette, 100 ct., per 100 \$.35
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct. \$.30
Rain-Blo Ball Gum, 100 ct. \$.32
300 lb. minimum prepaid on all Rain-Blo Ball Gum.

Adams Gum, all flavors, 100 ct. \$.45
Wrigley's Gum, all flavors, 100 ct. \$.45
Beach-Nut, 100 ct. \$.45
Hershey's Chocolate, 200 ct. \$ 1.30
Minimum order, 25 Boxes, assorted.

Complete line of Parts, Supplies, Stands, Globes, Bracelets, Charms. Everything for the Operator.
One-Third Deposit, Balance C.O.D.

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NUTS
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49 NUT VENDOR

Interchangeable SANI-CARRY globe for faster servicing.
Displays merchandise to best advantage.
Also available in Hot Nut.

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GIVE TO DAMON RUNYON CANCER FUND

WILSON'S MAGIC NUMBER
Five Bulk Vending Units Mounted On Single Stand Top Combination

PHOENIX, Ariz.—Five bulk venders mounted on single heavy duty stands have proven the magic number for Jimmy Wilson, distributor here, who operates restricted routes, to pass personal experience along to penny vending machines purchasers.

Most of Wilson's machines are located in a large shopping center, one of the first such to be built in suburban Phoenix, where he gives each newly developed product or new vending machine the acid test.

Keeping extremely exact books on the success which any factor shows, Wilson can display the machine and talk it up from his home, where he maintains his office, and also take the customer to the shopping center for a look at the machines actually doing business.

Best Arrangement

Where multiple heads are concerned, Wilson has found that five on a single stand represents just about the best all-around arrangement. Five machines, even when loaded with heavier gum or candy, are not too heavy for one man to move, but where the operator tries to put on six, or even eight, it is usually a two-man proposition.

Early experiments, in which some disastrous damage to tipped-over stands occurred, convinced Wilson that more than five machines are a problem unless they are mounted in banks on a step-back fixture, mounted on wheels or at least large casters, which provide for easy movement.

Five machines, likewise, unusually suffice to display all of the popular new numbers plus the staples, which the 1-cent machine operator needs to use. In the typical installation, two such multiple-head units are being used, and displayed along with basic gum, gum and charm mix, capsules. 5-cent charms, candy, test globes of new products, which Wilson is observing.

Five Enough

Normally, he has found, even in the busiest type of location, five venders will cover the entire field, helped along with explanatory panel signs and carefully dressed displays in the front of the globe.

Among the items which Wilson has tested and found fairly popular have been wiggle worms, rings, baseball, football, and basketball-star miniature photos, novelty charms, such fruit-flavored ball gum as cherry, grape, and apple, all of which are standbys with most route operators in the Phoenix area.

He prefers to use standardized machines, as near duplicates as possible, in the same color scheme, which automatically gives an impression of good housekeeping and cleanliness which mother of small children appreciate.

While the contents of the machine are usually designed to appeal to the juvenile eye, it is the exterior appearance which brings approval from adult customers, Wilson has found, and accordingly, neat mass displays of uniform machines will do the trick.

Most of Wilson's location owners are thoroughly familiar with the use to which he is putting the display, out in front of their stores, and pass along their own observations as part of everyday store management.

While the route is reasonably profitable, Wilson feels that his true profits come from the sort of first-hand information he wants to pass along to his machine-buying customers.

Plastic Processes Gets Heavy Play On Trading Cards

FREEMONT, N. Y.—Bill Falk, head of Plastic Processes, Inc., local charm manufacturer, reports that the firm's trading card series is the fastest-moving item the company has had in some time.

The cards are vended with lenticular lenses, which, when placed over the cards and manipulated, simulate action. The action illusion (Continued on page 69)

The Famous and Popular
VARIETY MIX
OVER 400 VARIETIES

Only \$4 per 1,000 in 10,000 lots & up.

Consists of 34 different Gimmicks and Series, mostly Gimmicks, mostly Vacuum-Plated, the mostest for your money.

In 5,000 to 9,000 lots—\$4.50 per 1,000

SAMUEL EPPY & CO., INC.
91-15 144 Place Jamaica 35, N. Y.

when answering ads . . .
SAY YOU SAW IT IN BILLBOARD MUSIC WEEK

Op Chains Machines Together For Security at Outdoor Stops

DENVER—Where there is some danger of theft at outdoor locations of bulk vending machines, the ideal security measure lies in chaining two machines together, according to Lou Malone, Denver operator.

Prime spots for malicious mischief or theft are big shopping centers which remain open until late in the evening, where large numbers of youngsters are walking the mall after dark. Here, the chances of damage to machines or having them picked up and carted off bodily is at its worst.

Pictured above is the chain system which Malone has found most effective in discouraging theft. As shown, a three-machine stand offering charms and ball gum has been secured to a fountain pen vender with loop of chain, with links pulled through in such a way that the chain cannot be removed from either stand.

Whereas it might be a temptation to boisterous youngsters or out-and-out thieves to make off with one machine or the other, the two together would present an awkward, cumbersome load which could not be easily carried, even by several persons, and so the chain loop, secured with a heavy padlock, is preventative against such theft.

Memphis Operators Successful in Effort To Bar Cig Tax Hike

MEMPHIS — Mayor Henry Loeb said last week that the city will not seek enabling legislation to increase city taxes on cigars from 1 cent to 2 cents per pack which the City Commission had under consideration for several months.

The decision was a victory for a group of cigaret vending operators, headed by Drew Canale, Canale Tobacco Distributors, Inc., who formed a committee, met with the City Commission and told them of the inequities involved in such a tax increase.

The City Commission is seeking in the Legislature what the cigaret venders committee themselves proposed—a 1 per cent sales tax.

This 1 per cent sales tax, if passed, would not apply to cigars. Some other items would also be exempt, such as cigars, which, along with cigarets, are already heavily taxed; drugs and perhaps food.

N. Y. Charm Mfrs. Prepare for NVA

NEW YORK—The four charm manufacturers here are busy getting new lines ready for the forthcoming convention of the National Vendors Association, to be held in the Sheraton Towers Hotel, Chicago, March 16-19.

Paul Price, who recently began production on his two-faced ring charm, said he is tooling up several new items for the show. Price reports that 1960 sales volume was up slightly from the previous year.

Samuel Eppy said his firm will have five new items for the show, while Bob Guggenheim of Karl Guggenheim, Inc., said at least three new items are being tooled for NVA. Guggenheim reports that the firm's bongo drums and false teeth are moving well.

Bill Falk of Plastic Processes, who reports heavy action on his trading cards, said that several items will be introduced at NVA.

Eppy Bows 3 New Charms

NEW YORK—Samuel Eppy & Company, local charm manufacturer, recently began production on three new items. They are a Holy Bible, Kitchen Utensil Set and Pearl Ring.

H. B. "HUTCH" HUTCHINSON SAYS:



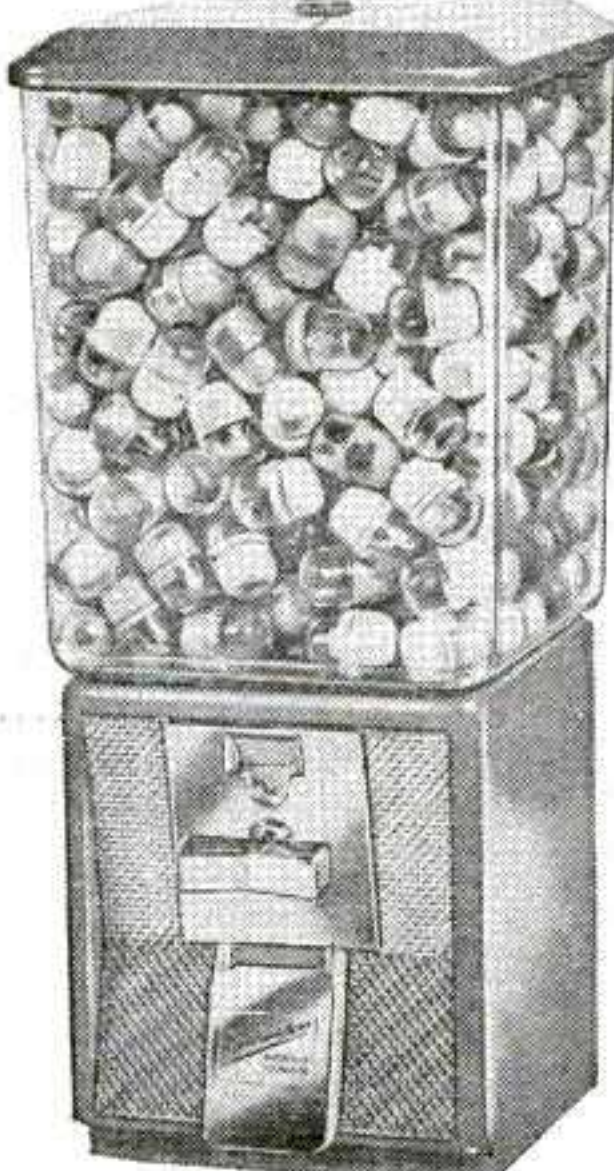
"Contact me for complete information on the Sixty and other Northwestern machines, stands and parts. These machines are the greatest for easy servicing and profit. Why not do it today?"

We handle complete line of machines, parts, stands, supplies, charms, capsules and ball gum.

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"YOU HAVE A GREAT CAPSULE MACHINE . . . BY FAR THE BEST ON THE MARKET"

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You'll say the same when you try THE SIXTY SUPER C CAPSULE VENDER

With QUICK-TACH at slight extra cost
See your Northwestern Distributor or write

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Eleven Belles, Pin Game \$150.00
Beauty Contest 175.00

GOTTLIEB PINS

Ht Divers	\$195.00
Sunshine	175.00

WILLIAMS PINS

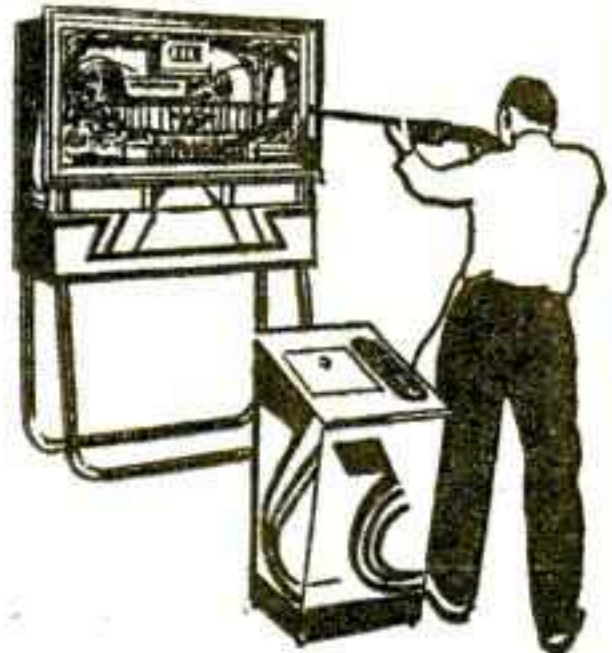
Golden Belles	\$175.00
Jie Saw	125.00
Rocket	200.00

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East

PHILADELPHIA SCENE

In announcing that the Eastern Pennsylvania Amusement Machine Association had named a new business manager, The Billboard made a typo in his first name. Instead of "Sid," it came out "Si." His full name, just for the record, is Sidney M. DeAngelis. The association is composed of about 25 operators in the suburbs... Abe Witsen, president of the Scott-Crosse Company, is in the hospital for a rest. His son, Bill, is acting head man at the place and doesn't relish his dad's job. "Too many headaches," young Bill reported.

Albert M. Rodstein, president of Banner Specialty Company, just realized he isn't getting any younger. The reason for this was the announcement that his daughter, Arlene, will get married in March. Her bridegroom-to-be is James R. Ginsberg, one of the top amateur golfers in the area. One thing is sure, Al will be the youngest-looking grandfather around when his daughter decides to raise a family.

George Palmer, of International Amusement Company, reports its firm is "well-indoctrinated" in its new location next door to its old one.

George Metzger

GREATER BOSTON GLEANINGS

Winter has only begun but a couple of music operators can't wait till spring. A top sailing enthusiast is Ben Ross of Graybar Vending Corporation in Mattapan, who's anxious to try out his newly elected position—that of Vice-Commodore of the Metropolitan Yacht Club in Braintree. His boat, a two-engined Chris Craft Sea Skiff, is under cover now, but it keeps Ben going through the winter to realize that he'll be at the helm in a few months again.

Bill Cowan of South Shore Vending Company of Quincy, also a Metropolitan officer has been upped to Rear Commodore and is just as anxious as Ben to get out on the deck again. But neither of them are sitting around waiting, for business is a little better for both of them at this Christmas season and they're both up and doing with the job on hand.

Things are moving in all directions at International Vending Corporation in Boston. David J. Baker is off for Christmas to Bermuda and the islands of the Caribbean. His wife, Goldie, will go along on the vacation. Richard Mandell, vice-president in charge of sales, also plans a trip with his wife, Ruth, to Miami for a little break from the blizzard.

IVC also announces it has taken over the routes of the late Maurice Packet of Portland, Me., operated under the name of Packet Vending Company, Inc. The new acquisition will be managed by Lee Jenkins, formerly sales manager for the New England area for Continental Vending Corporation. Edward Ravreby, former president of Associated Amusements is still confined to his home by a heart condition and would like to hear from old associates in the music business. His address is 12 Belmont Rd., Brookline 46, Mass.

Christmas in Boston means carols on famed Beacon Hill and this year that Cyrus Jacobs of Interstate Music Company, Roxbury will be there in good voice. This year Cy will have his three sons on the hill with their trumpets sounding loud and clear while he and his wife raise their voices in singing carols. The family has made this a tradition over the years and their pictures have appeared a number of times in the papers.

Cameron Dewar.

St. Louis Coinmen

Continued from page 64

cannot be operated on a shoe-string basis.

Nissenbaum said the Wonder

Novelty Company is constantly adding new locations and is always in the market to purchase routes, which is the primary basis for growth of the firm.

When a company attains a certain size, it will lose some locations but the normal solicitation will take care of those, Nissenbaum continued. He said that purchasing routes is the basis for growth.

On the local front, the only legislation which may affect coinmen here is a proposal discussed by Governor-Elect John M. Dalton to boost the State cigaret tax by 1 cent. The job of the State Legislature, which convened the first week in January, will be to shape up a two-year budget calling for more than \$1,200,000,000 in expenditures and finding ways to finance it. The possible cigaret tax increase was one of the methods discussed in providing some of the increased funds.

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Manufacturers Eye '61 Prospect

Continued from page 65

amusement games and phonographs will benefit as they belong to the entertainment field."

DeSelm feels that the entertainment field can't help but pick up as the economy moves ahead. Being a field catering to surplus income, it is the first to feel a cutback when money becomes tight, and it is also the first to feel a pickup when money becomes more plentiful.

DeSelm points out that "extra money will come with full employment and a share will be enjoyed in the form of pleasure supplied by amusement games and automatic phonographs."

Giving a pat on the back to the traditional manufacturer-distributor-operator form of doing business, DeSelm feels that the operator is the key to the entire chain. "When the operator makes money, the entire business becomes healthy," he said.

DeSelm also noted new type locations, new type games and a general surge in the field of amusements as contributing to the coin machine industry's health.

"Bowling," for example, "is a great participation sport, enjoyed by both sexes and promoted to the fullest extent. As a result, coin-operated, automatic-scoring bowling games now entertain great appeal."

This type of development, says DeSelm, eventually reflects itself in "all amusement games and automatic phonographs which are in such a location."

DeSelm suggested that additional new type amusement locations would also lead to development of game types not yet seen by the public.

Legislative Outlook Clear for Ark. Coinmen; Trade Heavily Regulated

LITTLE ROCK—The Arkansas general assembly opened its session at noon today (9) and legislative veterans were of the opinion that no new legislation would be passed which would affect the coin machine industry.

However, for the past several sessions Rep. Van Dalsem of Perry County has introduced a bill which would increase taxes on games, juke boxes or both.

Van Dalsem doesn't have to worry about making operators in his county mad—he doesn't have any. It's a small, rural section and there are only five locations there where an operator from another county has machines.

Back Again

So every time he has gone to the Legislature (and he'll be back this year), Van Dalsem has introduced a bill.

Here is the bill which he introduced in the 1959 Legislature (and later withdrew):

A bill increasing the State tax on juke boxes from \$5 to \$25—an increase of 500 per cent. In addition, it would require operators to pay a 3 per cent sales tax on all the equipment bought and 3 per cent of gross receipts each week.

Big Money

For example, if an operator's gross receipts for one week were \$1,000, his tax would be \$30. This could run into big money, since the operator has other big expenses (and taxes) to come out of the gross.

But whether or not Van Dalsem

introduces any bills this time, it is not expected that any increased taxes on coin machines will be passed.

Reason is that the Legislature passed a law last time (1959) which very stringently regulated the coin machine industry. So much so, in fact, that it has run

(Continued on page 70)

GAMES

Duchess	Write
CC 6 Game	Write
Un. Atlas	\$350.00
Un. Niagara	350.00
Un. Eagle	350.00
Bally Super Deluxe ABC	295.00
Bally Mystic	75.00
Un. Rainbow	75.00
Un. 11th Frame	75.00
Un. Deluxe Banner	95.00
Un. Royal	50.00
CC Feature	85.00
CC Flash	95.00
CC Super Frame	75.00
CC Advance	60.00
CC Triple Strike	195.00
Un. Select Play	175.00
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AMOA of Pa. In All-Out Push For Members

HARRISBURG, Pa.—The Amusement Machine Operators Association of Pennsylvania has launched an all-out push for new members.

Leon Taksen, manager of the State organization, in making the announcement, said it is the aim of the group to sign every operator in the State.

The decision to start the membership movement was made at a meeting of the board of directors January 4 at the Penn Harris Hotel here.

"We plan to use a personal approach in signing the operators," Taksen explained. "Everyone will be reached by either letter or in person. We prefer to contact them personally, however, but there are those who are in the hinterlands and we can't do this"

Taksen explained that every distributor in the AMOA of Pennsylvania will act as a "recruiting officer."

"We figure the distributors get to see the operators when they stop in to buy equipment," Taksen said. "They will be able to talk to them during these visits about joining the association."

When asked if a membership committee had been appointed, Taksen replied "the entire board of directors is serving as the membership committee, we are that much interested in building our rolls."

The AMOA manager was asked point blank what an operator would gain by joining the group. "They would be kept informed of what legislation is pending in the State Legislature," he replied, "and also as to the conditions of business around the State. They would also be kept alert as to the various activities and business matters concerning their welfare."

Taksen can be contacted at 414 Kelker Street, Harrisburg.

EUROPEAN NEWS BRIEFS

Madagascar Lifts Coin Bars

PARIS—The newly independent government of Madagascar has rescinded all French-imposed regulations on the importation and location of coin machines and the operation of coin machine arcades. Madagascar has assumed the status of an independent member of the French Union, and as such it is removing most of the economic fetters imposed by the French colonial authorities. The new native government at Tananarive is promising a coin machine boom. Government authorities have not put it quite that way, but they are committed to ending all import controls and restrictive regulation of the island economy. Independence has stimulated the island's economy enormously. Island coin machine firms have placed orders for 1,200 new coin machines, nearly half of them juke boxes, within the last three months with French firms. The import orders point up the fact that there has been little replacement of coin machines in recent years on Madagascar. The importance of the flood of new machine orders can be gauged by the present 6,000 machines of all types on the island.

Berlin Coinmen Fight Tax

WEST BERLIN—The West Berlin coin machine operators' association is organizing a campaign against a proposed new city amusement tax law. The draft law would raise the tax on juke boxes by about 15 per cent. It is part of the city administration's effort to build a war chest to fight any new Communist blockade of the cold war outpost. West Berlin's coinmen take the position, however, that they are discriminated against under existing tax legislation, and that the draft measure would increase their burden unbearably. It is the coinmen's general complaint that whenever municipal authorities start to raise additional revenue their gaze gravitates almost magnetically to coin machines. The coinmen demand that expert surveys be conducted of possible tax sources, and that tax legislation then be drafted on the basis of expert determination of ability to pay. The coinmen contend that impartial expert analysis will show that West Berlin coin machine operators merit tax relief, not further tax burdens.

Law Moves to Switzerland

ZURICH—Peter Law, who formerly operated the Reading Automatics Company, Reading, Berkshire, has shifted his business operations base from England to Switzerland. Law has been engaged in extensive study of the Swiss coin machine field. He has not announced firm plans, but the former Reading coinman has indicated interest in potentialities of the Swiss market. Law, a swashbuckling World War II paratroop hero, acted as British distributor for Thomas Bergmann Company of Hamburg. The British war hero not only distributed Bergmann's Symphonie juke box but also stimulated British interest in Bergmann vending equipment and games. With Bergmann engineers, Law undertook development of a console music box, the Courtier, for sophisticated locations. However, Law became involved in bankruptcy proceedings in Reading and was forced to surrender the Bergmann agency.

Volume Control Unit Studied

MILAN—Several European firms are reported working on devices to regulate automatically juke box volume. Specific approaches vary, but the basic principle is that of thermostat heat regulation. Instead of a thermostat, the volume controls would employ an "electronic ear" which would maintain juke box volume at a constant pre-set level. This means that as location noise or general background noise increased, the juke box volume control would increase the box's volume to compensating degree. And conversely, as background noise diminished the juke box volume would be cut back accordingly. The electronic "ear" operates by breaking all sound into decibels, which become the standard unit of measurement of sound. The basic volume reading is obtained, in effect, by superimposing the juke box decibel count on background noise. A source connected with one of the decibel regulator devices here explained, "The idea works almost precisely like a thermostat heat control, making allowance for the fact, of course, that we are dealing in sound, not heat, and that our gadget uses an electronic 'ear' instead of thermostat. If you place an auxiliary form of heat in a room regulated by a thermostat—say an electric heater—the thermostat automatically reduces the volume of heat from the central heating unit to keep the room at constant pre-set temperature. Our device will function in approximately the same way, substituting decibels for degrees of heat."

Williams Game Hits Germany

HAMBURG—The new Williams game, Magic Clock, is being introduced into West Germany by Erich Schneider, the Williams importer for Germany. Williams' Race the Clock has been a best-selling game in West Germany. The game appealed to the Germans' postwar-developed mania for speed contests which has made the stop watch the new German success symbol. Schneider is promoting Magic Clock, a two-player game, as a technically advanced sequel to Race the Clock.

Plans for 1961 MOA Under Way

MIAMI BEACH—William Blatt, prominent local operator and director of the Music Operators of America, has been named chief co-ordinator between MOA President George Miller and MOA Managing Director Ed Ratajack for the 1961 MOA convention, to be held at the Deauville Hotel here May 15-17.

Miller announced that the drive for exhibit sales is under way, with space rates and advertising rates in the souvenir journal at the same levels as last year.

James Hutzler, MOA director from Martinsburg, W. Va., will be in charge of banquet tickets for the 1961 show.

Plastic Processes

Continued from page 67
is created by the optical precision lenses. Humorous, Western, space and novelty card series are available.

Another new item is the Private Eye Badge, with the eye in the center of the badge giving the illusion of opening and closing as the badge is flicked.

The eye, with a rubber suction cup, is also available as a separate charm. Other new charm items, all imports, are the Chicken Egg, the Turtle and the Lipstick, with removable case.

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Ark. Ops Appeal to State High Court

LITTLE ROCK — A case in which two Arkansas operators are challenging a restrictive State law as unconstitutional was appealed to the Arkansas Supreme Court last week by their attorney, D. D. Panich of Little Rock.

The operators are W. Jake Brown, doing business as Tia Wanna Club, Little Rock, and Lynn Farr, owner of Central Music Company, Texarkana, Ark.

The appeal followed a ruling by Chancellor Murray O. Reed of Little Rock that Act 120, passed in 1959, was constitutional.

Brown and Farr contend the law is unconstitutional because it is arbitrary, unreasonable, confiscatory and discriminatory. Their court bill

charges that it is a violation of both the Arkansas Constitution and the U. S. Constitution.

The new law, which has been in the courts more than a year, provides:

That no one not a resident of Arkansas can operate "coin-operated amusement devices" in the State.

That operators of such machines must have lived in the State for one year before applying for a license.

That if a corporation applies for a license (and all who operate must have a license) at least 50 per cent of the stock must be owned by Arkansas residents.

That a \$250 tax be paid the State with the issuance of each license, in addition to the \$5 per machine privilege tax collected by the city, county and State, and the \$10 federal tax.

That each person issued a license must post a \$3,000 bond to insure "faithful performance."

That each operator must pay, in addition, a 3 per cent tax on all gross revenue from each machine.

History

Here's the history, briefly, of the steps the case has been through the courts:

1. Brown and Farr filed their suit in Chancery Court in Little Rock against State Revenue Commissioner J. Orville Cheney, asking that he be enjoined from collecting taxes under the new law on ground that the Act was unconstitutional.

2. Lawyers for the State filed a demurrer (a legal pleading which says, in effect, "Assuming that everything in the lawsuit is true, there are still no grounds for a suit") in an effort to get the case thrown out.

3. Chancellor Murray, in late 1959, granted the demurrer and dismissed the suit.

4. Attorney Panich appealed the ruling to the Arkansas Supreme Court, which late in April reversed Chancellor Murray and remanded the suit back to his court for trial of the case on its merits.

5. The case was tried in the fall of 1960, the chancellor took it under advisement, in late 1960 ruled that the law was constitutional.

6. The case is now before the Arkansas Supreme Court and the next ruling on it will determine finally (unless the case goes to the U. S. Supreme Court) whether the 1959 Act is constitutional.

Lose Business

More than a dozen small Arkansas operators have been driven out of business as result of the stringent law since it went into effect. Larger operators can afford it, but many small ones cannot.

Panich's contention before the Arkansas Supreme Court is that the law violates Article II of the State Constitution, which sets forth

HOW OP CAN MAKE GOOD JUST BE UNNATURAL SELF

DENVER—Mike Savio and Leo Negri, partners at Draco Sales Company, here, are a pair of distributors with a substantial sense of humor.

This was never more evident than when the Denver Wurlitzer distributors put together their 1960 Christmas cards, which were built around the theme, "What Makes a Good Operator?"

Folded into a more conventional Christmas card was a four by six card, headed with the question, "What Makes a Good Operator?" Below, the tongue-in-cheek copy read:

"He must be—a man of vision and ambition, a before and after dinner speaker, and a before and after dinner guzzler, a night owl, and Buy Everybody Drinks.

"He must entertain location owner's wives, sweeties, customers and stenos without becoming too amorous, inhale dust, cigar smoke, answer trouble calls within five minutes, and Buy Everybody Drinks.

"He must be a ladies' man, a man's man, a model husband, a fatherly father, a devoted son-in-law, a good provider, a plutocrat, a Democrat, a Republican, a New Dealer, an Old Dealer, and Buy Everybody Drinks.

"And he must be an expert driver, talker, liar, dancer, traveler, bridge and poker player, treader, golfer, diplomat, financier, philanthropist, nudist, an authority on palmistry, chemistry, archaeology, psychology, physiology, meteorology, criminology, dogs, cats, horses, house trailers, blondes, red-heads and lingerie—and Buy Everybody Drinks." Followed by the signature of Negri and Savio.

Mailed in mid-December, the Christmas card brought a flood of thank-you calls and the news that the card would go up on the office wall of almost every operator who received it.

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National 9 ML 120	Flagship, 2 Pl. 145	15 Big Shows 60			
National 11 ML 165	Falstaff, 4 Pl. 275	5 Beach Beauty 65			
National 11 ML 185	Gladstone, 2 Pl. 75	25 Big Times 60			
National 113 ML 205	Gondolier, 4 Col. 225	20 Beach Clubs 50			
Eastern 8 Col. 85	Malestic, 2 Col. 200	10 Broadwayways 65			
Eastern 10 Col. 110	Sw. Sioux, 4 Col. 375	15 Gayety 60			
Keeney 9-Col. Electric . . . 75	Tournament, 2 Pl. 95	15 Gaytime 60			
Mercury 11 Col. 165	Toreador, 2 Pl. 75	20 Hi-Fi 60			
Lehigh 12 Col. 165	Cross Roads 75	10 Pixie 65			
Lehigh 9 Col. 110	Frontiersman 85	15 Miami Beach 65			
	Diamond Lili 75	5 Starlet 65			
	Golden Gloves 225	2 South Seas 70			
	Palisades 75	15 Surf Club 60			
	Piccadilly 95	10 Yacht Club 60			
	Hot Rod 75	1 Tahiti 65			
	Jockey Club 85	12 Variety 60			
	Kings 250	1 Mexico 65			
	Queen of Diamond 250				
	Royal Flush 125				
	Sittin' Pretty 195				
	Universe 245				
	World Beauty 275				
	Spot a Card 295				
	Thunderbird 125				
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Cambridge, Mass., Upholds Pin Ban

CAMBRIDGE, Mass. — The City of Cambridge's ban on pinball machines was upheld in the Middlesex Superior Court Friday (6) after the removal of the ban had been sought by an operating firm. The Turnpike Amusement Park, Inc., contended that the Cambridge Licensing Commission could not make a blanket refusal of applications.

Pinball machines were banned by the city last year, at which time license renewals were refused to the area's 133 operators. Police Chief Daniel Brennan testified in the current hearing that school children had been gambling on the machines prior to the ban and that pinball machines encouraged gangs.

Judge Stanley Winioski ruled that "the commission may or may not allow the games to operate," and that under State law was legally entitled to enforce the law.

Phil. Coinmen Set Banquet for AJA

PHILADELPHIA—The Amusement Machine Operators of Philadelphia will sponsor a dinner for the benefit of the Allied Jewish Appeal, January 23.

Joe Silverman, business manager of the AMOP, announced that the coinmen's organization has reserved the entire CR Club for the affair. More than 200 coinmen are expected to turn out to aid the AJA.

Raymond J. Erfle, senior vice-president of the Broad Street Trust Company, is chairman of the affair while the co-chairmen are Silverman and Hubert J. Horan Jr., chairman of the board at the Broad Street bank. The bank is known in this city as the "Coinman's Bank." The AMOP will also hold elections this month.

Seeburg Names R. F. Jones Co. Hawaii Distrib

CHICAGO—R. F. Jones Company is opening a branch office in Hawaii and has been named Seeburg distributor for that area. Announcement came last week from the Seeburg Sales Corporation, newly formed selling arm of the Seeburg Corporation.

John Detwiler, formerly with Jones' San Francisco office, will head the Hawaii outlet. The firm will handle the full Seeburg line, and will set up complete parts, service and showroom facilities. Staff appointments in the new branch will be announced shortly. Address of the new firm will be 841 Halekauwila, Honolulu City, Hawaii.

Legislative Outlook

Continued from page 68
about two dozen small operators out of business in the past year.

This law requires the following: That no one not a resident of Arkansas can operate "coin-operated amusement devices" in the State.

That operators must have lived in the State for one year before applying for a license to operate.

That if a corporation applies for a license, at least 50 per cent of the stock must be owned by an Arkansas resident.

\$250 Tax

That a \$250 tax be paid the State with the issuance of each license. This is in addition to the \$5-per-machine State privilege tax and the city and county tax of \$5 each and federal tax of \$10.

That each person issued a license must post a \$3,000 bond to insure "faithful performance."

That each operator must pay, in addition, a 3 per cent gross revenue tax from his machines.

This law, however, is currently in litigation, with two operators challenging it in court. The Arkansas Supreme Court will rule later on whether or not it is constitutional.

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COINMEN
in the **news**

West

LOS ANGELES ANGLES

The Wurlitzer Company, headed by Ray Barry here as manager, will soon begin its 1961 schedule of service schools. . . . The daughter of Walter Petet, Wurlitzer regional service engineer, was recently married in Los Angeles. . . . Walter Cook, the ever-traveling operator, spent the new year's holidays with friends in Fresno. Last summer he made an automobile trip to Alaska to visit his daughter. . . . Ray Barry is back from a business trip to Bakersfield, Delano and other California cities in that vicinity.



Walt Hemple

after visits to other coin centers, including Miami. . . . Charles Koski, of Long Beach, is spending what little time he has off at his mountain cabin. . . . The many friends of Ruth Hemple, wife of Walt Hemple, First National music operator in San Fernando, will be glad to know that she has recovered from a recent illness.

Dean McMurdie, Seeburg factory sales representative in the Western States, is back from a business trip to Salt Lake City. . . . Ralph Cragan, of Seeburg Distributors, has recovered from a virus infection. . . . John Ruggiero, Seeburg distributing manager, and his wife, Bernice, have found a home and are gradually moving their furniture from San Francisco. . . . Bob and Faye Grenier, of De Luxe Vending Service in Culver City, enjoyed Christmas at a nearby mountain resort.



John Ruggiero

Shotgun-Toting Stop Owner Nabs Cig Machine Burglars

MILLINGTON, Tenn — A clever location owner used an ingenious alarm system connected to his cigaret vending machine and a sharp aim to nip a burglary of his restaurant in the bud and deliver the four culprits into the hands of the law.

John T. Craig, owner of John's Drive-In on Highway 51 N. a few miles north of here and about 25 miles north of Memphis, wounded three of the burglars with two shots from his 12-gauge automatic shotgun.

Craig's alarm, which rang his doorbell when thieves broke into the cigaret machine, sounded at midnight recently.

Craig jumped up, grabbed his shotgun and raced in his underwear — in 15-degree weather — to his restaurant, about 200 yards from his home. He said he didn't take time to dress because he did a week before when burglars broke in and they had got away by the time he arrived.

Craig saw the burglars inside, fired twice through a window. One fell with wounds in the legs and hands. The other two, with minor wounds, fled. A getaway driver in the car took off without waiting for them.

Craig called an ambulance and the sheriff's office. He was also half frozen, so he went to his house and got some clothes on. While waiting for deputies, he got the names of the other three burglars from the wounded one.

The wounded burglar was taken to John Gaston Hospital in Memphis by ambulance and is recovering. Sheriff Preston Shankle said the thieves had cleaned out the cigaret machine, juke box and two pinballs and had \$200 in coins in two bags which they dropped on their way out after Craig opened fire.

With the names of the other three, deputies rounded them up the next day. Three of them, aged 21, 21 and 19, were from Steele, Mo. The fourth was from Caruthersville, Mo. All were charged with burglary and held in jail at Covington, Tenn., except the one wounded and in the hospital at Memphis. He will be taken to jail when he is released from the hospital, the sheriff said.

Craig said he set up the alarm after his restaurant had been burglarized four times in the previous five weeks.

Coin machines burglaries in Memphis kept increasing during 1959 to the point that operators, alarmed, set out to do something about it.

They wired alarms at many locations, got police officials to set up a coin machine burglary squad which began operation January 1, and by working together cut burglaries in half and are still decreasing them.

CMC's Exec Group Okays PR Projects

CHICAGO—Several new public relations projects for the coin machine industry were approved at a special meeting of the executive committee of the Coin Machine Council, public relations arm of the coin machine industry.

The committee also approved plans for a renewed 1961 membership drive to strengthen the organization. Details of the new public relations projects will be announced shortly.

The projects will be aimed at the consumer level, and will primarily be carried out by the Public Relations Board, public relations consultants for CMC.

Seeburg Area To Sutherland

CHICAGO — Sutherland Distributing Company, headed by David and Bill Sutherland, has been named Seeburg distributor in Kansas City, Mo., covering the western half of Missouri and Kansas.

Sutherland, which replaces W. B. Music Company as the Seeburg outlet, also has offices in Oklahoma City, where it is already serving as Seeburg distributor. Dave Sutherland leaves the Oklahoma City office to head the Kansas City operation.

Sutherland will handle the entire line of Seeburg phonograph, background music and vending equipment. Staff personnel in the Kansas City office will be announced shortly.

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 C.C. Rocket Shuffle . \$ 65.00
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 Bally Strike Bowler .. 165.00
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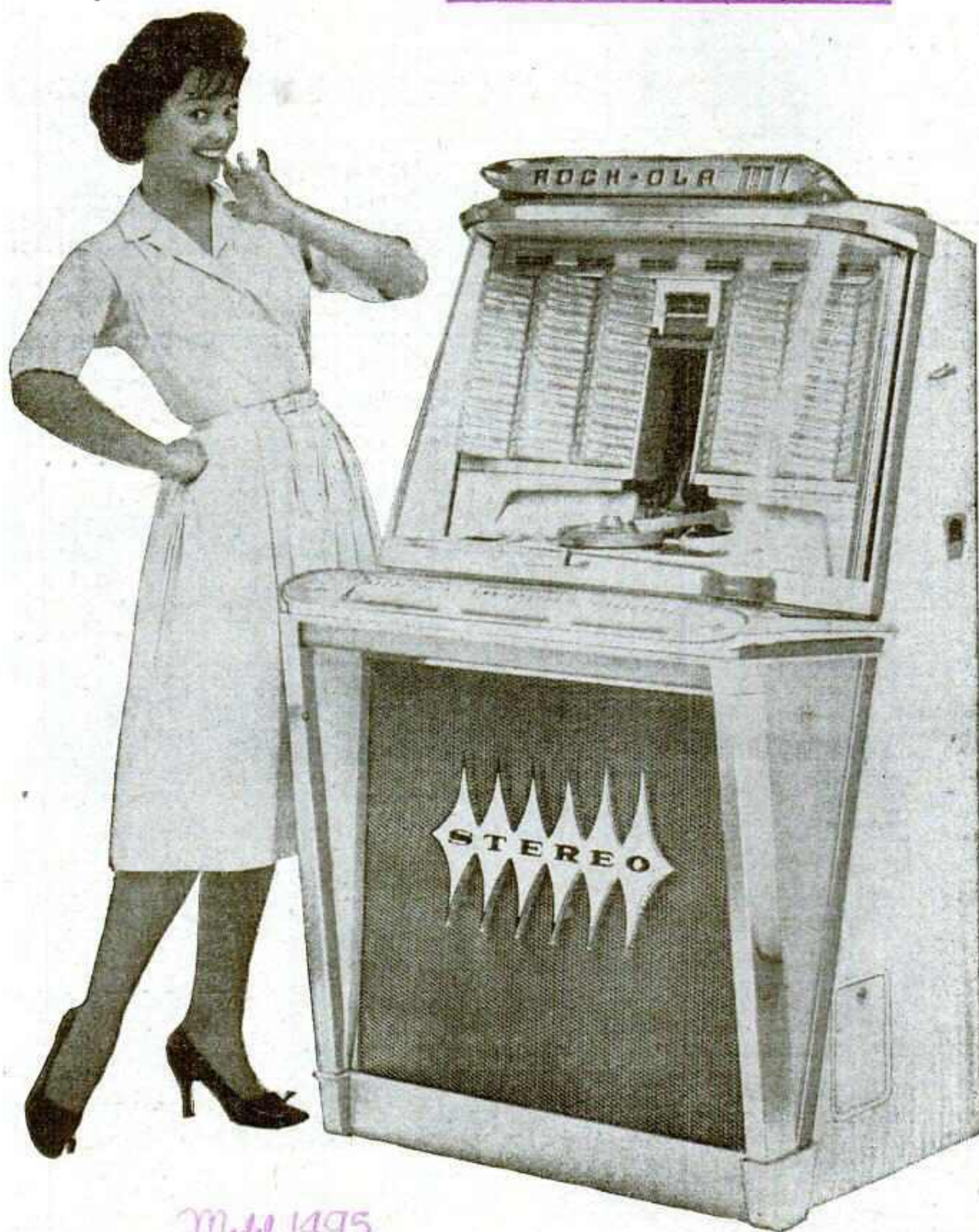
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The all new 1961 Rock-Ola Regis is a daring step in phonograph creativity because no other phonograph to date has dared to incorporate so many features with such complete flexibility into one modern low priced machine. Only the Regis gives complete styling protection with every feature needed to keep it distinctively modern for years to come!

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Only the Rock-Ola Regis offers you the one real advancement in sound reproduction since High Fidelity, (((REVERBA-SOUND))). With Sound Reverberation the walls seem to roll back for concert hall realism. Now every location can have living presence "wall to wall" music in either stereo or monaural.

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Only the Rock-Ola Regis with its "Tri-Fonic" flexibility offers the convenience of three phonographs in one to play either stereo or monaural music at the flip-of-a-switch. With a Regis there is no need for expensive conversion parts. Only Rock-Ola offers this true finger-tip sound flexibility.

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 INTERMIX PLAY**

Only the Rock-Ola Regis offers complete sound flexibility plus the complete intermix of 33 $\frac{1}{3}$ and 45 RPM records. No matter the speed or whether it's stereo or monaural, all records can be played on the Regis, the one phonograph that looks and acts as a phonograph should now and for years to come.

ROCK-OLA

REGIS



THE TRULY DISTINGUISHED PHONOGRAPH

CMC's Public Relations Campaign Brings Results

CHICAGO — "The pinballs race in America seems assured," according to an article in the respected and traditional New York Times—one of the results of a recent public relations effort begun by the Coin Machine Council.

The article, crediting CMC as its source, appeared in the "Topics" department of the Times' editorial page, and touched on the music, amusement and vending segments

of the coin machine industry from 219 B.C. to the recent fitting out of a new French luxury liner with 225 juke boxes and 150 coin-operated games.

Going into almost pedantic detail the Times pointed out that "the non-functional pinball machine is the perfect symbol of the national repudiation of our vanishing puritanism, with its austere ethic of hard work and the concomitant guilt about enjoying ourselves."

CMC, working with the Public Relations Board, Inc., public relations firm, headquartered in Chicago, has been conducting a program of mailings to the consumer press.

In December, every daily newspaper in the United States, 1,972 in all, was sent a copy of the CMC fact sheet, a 10-page document giving facts about the coin machine industry.

An article on vending was also prepared expressly for the New York Daily News, at the request of its financial editor.

Meanwhile, the council's membership committee, headed by Herbert B. Jones, Bally Manufacturing Company, Chicago, is preparing for a mailing to some 15,000 members of the coin machine industry outlining the public relations program of CMC.

PHILADELPHIA—Reba Stern, 42, office manager for Dave Rosen, prominent local coin machine distributor, died here Friday (6), and funeral services were held Sunday (8). Miss Stern was well known among local coinmen and had been employed in the local distributorship for several years.

Europe Trade Blocs

Continued from page 60

tion of a tariff wall against outside nations. The year ahead will be critical in this respect. There is mounting pressure from manufacturers within each trade bloc to bar outside competition; otherwise, they argue, the bloc has lost its meaning.

Common Policies

The forecast is for increasing discrimination against American firms based entirely in the U. S. As Economics Minister Ludwig Erhard of West Germany phrases it, "The knife of economic integration is now approaching the flesh, particularly in the formulation of the common policies—agricultural, commercial, social, labor, transportation, energy, fiscal, and so on."

"Inevitably, this transformation will produce cries of pain from manufacturers in the United States, and they will have cause for outcry. But we can only remind our American friends that we are trying to achieve, in the Twentieth Century, what they achieved in the Nineteenth Century—to build a single vast trading market."

"We recall all too vividly how high protectionist American tariffs for many years discriminated against our trade with America. Now the shoe is on the other foot, so to speak."

"But our aim remains to foster expanding and freer trade in the world, and we will pledge our efforts to try and harmonize this goal with the stern necessities of our efforts to build a common market."

Translated, what Erhard is saying is this: The hour is late, and those U. S. coin machine manufacturers who tarry much longer in getting a foothold in the European market may find themselves all but excluded except at prohibitive cost in money and effort.

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14 Ft. Bowlers\$165.00
American Bank Shot (12 Ft.)..... 195.00
Fluorescent Shuffle Board Lites. Pair. 22.50

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Rock-Ola Buys

Continued from page 60

ent of other vending equipment. AMI, purchased by the Automatic Canteen Corporation, is now signed with the Rowe Manufacturing Company in the Rowe-AMI sales Corporation. Only Wurlitzer of the four majors makes no other coin-operated equipment than juke boxes. The fifth juke box manufacturer—United—is one of the nation's largest producers of coin-operated games.

Also, the Bally Manufacturing Company, a big name in game manufacturing, is beginning to cut quite a swath in the vending industry with its Bally Vending Company.

Under the terms of the sale, Rock-Ola gets all inventory, parts and work in progress of the Williams coffee machine, plus all tools, dies, jigs and fixtures. Rock-Ola also acquires the Williams business of manufacturing and selling cigarette machine pricing mechanisms. Williams will continue to manufacture and sell coin-operated games, and no change in this function is contemplated.

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WURLITZER 200 Sel., 50c Chute..	\$89.50	ROCK-OLA 120 Selections.....	\$49.50
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- Top rollovers advance horses to finish line • Bringing in all 4 horses scores special
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- Score to Beat panel • Match feature • Coin-box with locking cover

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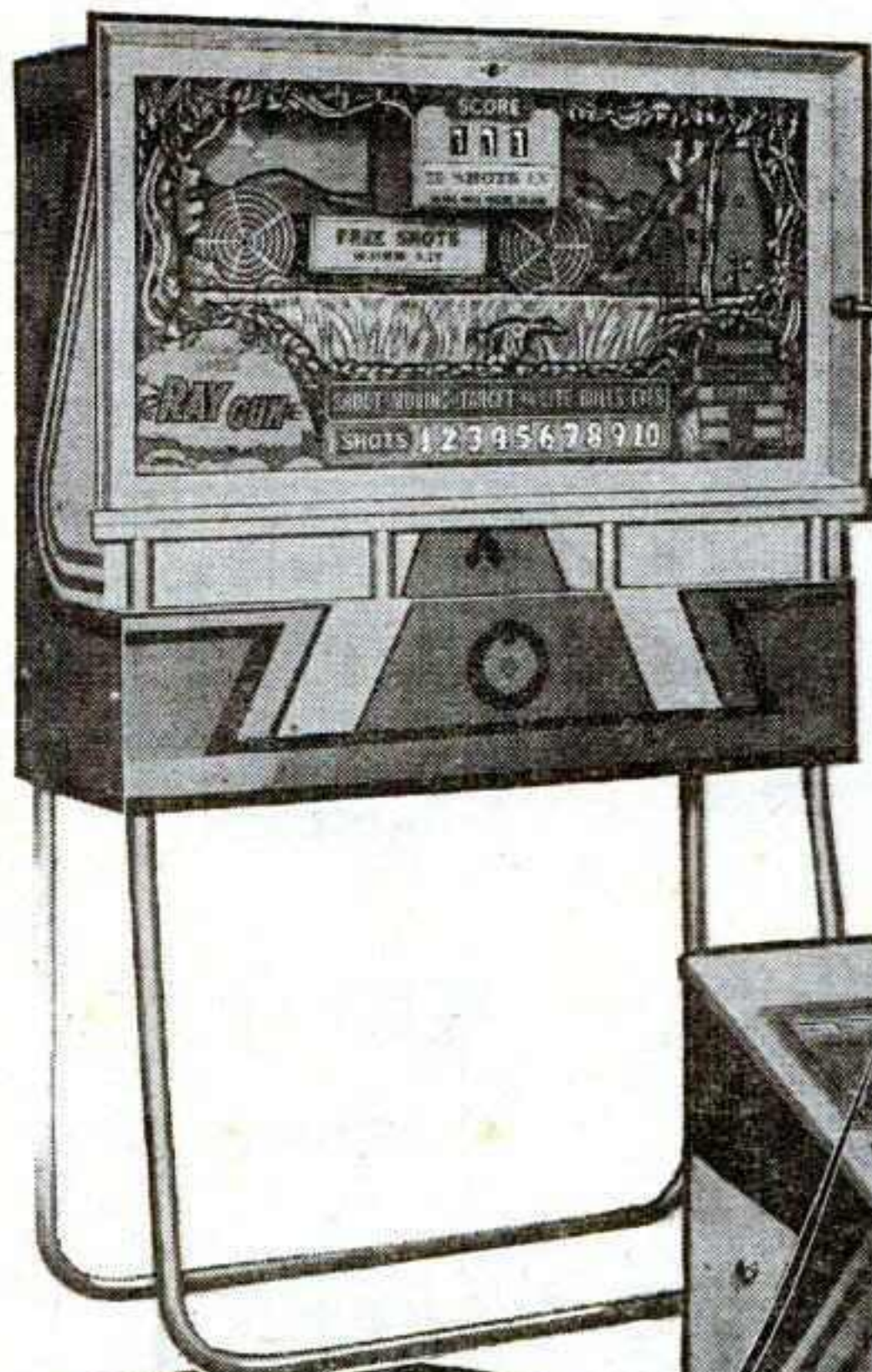
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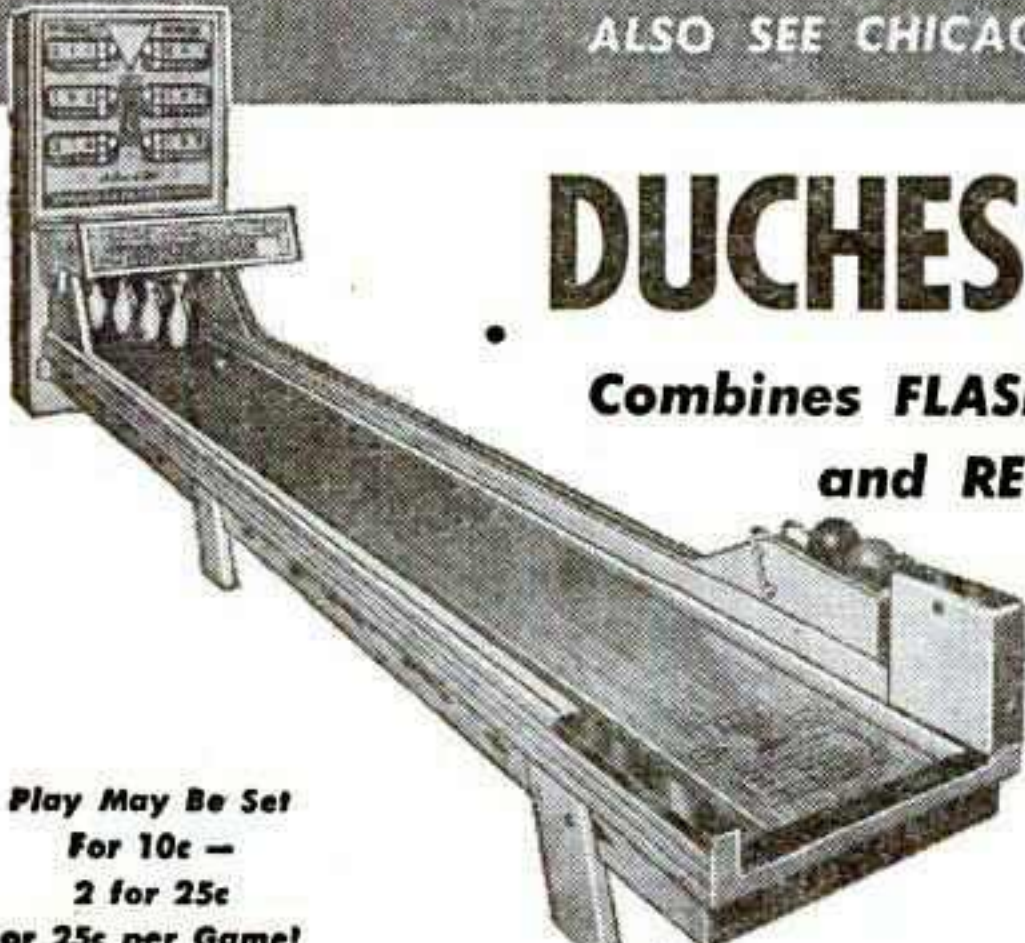
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