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BILLBOARD MUSIC WEEK

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

PAGE ONE RECORDS



★ **NATIONAL BREAKOUTS**

MONO LP's

CHUBBY CHECKER/BOBBY RYDELL, Cameo
MERRY CHRISTMAS, Johnny Mathis, Columbia
A CHRISTMAS OFFERING, Leontyne Price, London
CHRISTMAS MUSIC, Mantovani, London

STEREO LP's

HOW TO SUCCEED IN BUSINESS WITHOUT REALLY TRYING, Original Cast, RCA Victor
WEST SIDE STORY, Ferrante and Teicher, United Artists
MERRY CHRISTMAS, Bing Crosby, Decca
50 GUITARS GO SOUTH OF THE BORDER, Tommy Garrett, Liberty
FERRANTE AND TEICHER LOVE THEMES, United Artists
CHRISTMAS WITH CONNIFF, Ray Conniff, Columbia
BIG BAD JOHN, Jimmy Dean, Columbia

SINGLES

RUDOLPH, THE RED-NOSED REINDEER, David Seville and the Chipmunks, Liberty
THE CHIPMUNK SONG, David Seville and the Chipmunks, Liberty
BABY IT'S YOU, Shirelles, Scepter

★ **NEW ACTION LP's**

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

MONOPHONIC

MURRAY THE K'S BLASTS FROM THE PAST, Various Artists, Chess
JOSE JIMINEZ, THE SUBMARINE OFFICER, Bill Dana, Kapp
GLENN MILLER TIME, Ray McKinley, RCA Victor
AND NOW ABOUT MR. AVALON, Frankie Avalon, Chancellor
TIME FURTHER OUT, Dave Brubeck, Columbia
KEAN, Original Cast, Columbia
BIG BAND PERCUSSION, Ted Heath and Ork, London
FLOWER DRUM SONG, Sound Track, Decca
LOVE THEMES, Ferrante and Teicher, United Artists
MY FAVORITE CHOPIN, Van Cliburn, RCA Victor

POPULAR PIANO CONCERTOS OF FAMOUS FILM THEMES, George Greeley, Warner Bros.
SOUND 35-MM., Enoch Light and the Light Brigade, Command
TWIST, Ventures, Dolton
BEST OF STEVE LAWRENCE, ABC-Paramount
BRISTOL STOMP, Dovells, Parkway

STEREOPHONIC

THE COLORFUL VENTURES, Dolton
NAKED CITY, Paul Phillips and Ork, Medallion
CHRISTMAS MUSIC, Mantovani, London
FLOWER DRUM SONG, Sound Track, Decca
EXOTIC PERCUSSION, Stanley Black and Ork, London

★ **LOCAL SINGLES BREAKOUTS**

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

RUDOLPH, THE RED-NOSED REINDEER . . . Melodiers, Studio 9908 (St. Nicholas, ASCAP) (Boston, Baltimore)
GOLLY GEE . . . Sunny and the Sunglows, Okeh 7145 (Aldrich, BMI) (Houston, Dallas-Fort Worth)
TUFF . . . Ace Cannon, Hi 2040 (Jec, BMI) (Dallas-Fort Worth, Houston)
A KISS FOR CHRISTMAS . . . Joe Dowell, Smash 1728 (Belinda, ASCAP) (Minneapolis-St. Paul)
HAPPY JOSE . . . Jack Ross, Dot 16302 (Lansdowne, ASCAP) (Minneapolis-St. Paul)
SHE'S EVERYTHING . . . Ral Donner, Gone 5121 (Alan K., BMI) (Chicago)
SANTA AND THE TOUCHABLES . . . Dickie Goodman, Rori 701 (Kali-Drysen, ASCAP) (Chicago)

HE'S NOT JUST A SOLDIER . . . Little Richard, Mercury 71884 (Woodman, BMI) (Philadelphia)
PLEASE COME HOME FOR CHRISTMAS . . . Charles Brown, King 5405 (Lois, BMI) (Philadelphia)
GO ON HOME . . . Patti Page, Mercury 71906 (Pamper, BMI) (Milwaukee)
EV'RYBODY'S CRYIN' . . . Jimmie Beaumont, May 112 (Wajone, BMI) (Chicago)
SONG FOR THE LONELY . . . Platlers, Mercury 71904 (Joli-Tinker, ASCAP) (Cleveland)
TEARS FROM AN ANGEL . . . Troy Shondell, Liberty 55398 (Gil, BMI) (Baltimore)
ALVIN'S HARMONICA . . . David Seville and the Chipmunks, Liberty 55250 (Monarch, ASCAP) (Cleveland)
MY BOOMERANG WON'T COME BACK . . . Charlie Drake, United Artists 398 (Picadilly, BMI) (Chicago)

BMW's Disk Charts Reflect Strong Yuletide Buying Trend

NEW YORK — The sharp increase in record sales across the country this month is strongly reflected on BMW's best selling monaural and stereo album charts this week. The same was true of singles sales.

Both LP charts show unusual action, with 11 LP's moving onto the monaural chart and seven LP's jumping on the stereo list for the first time.

Christmas packages dominated the new entries on both charts. Five Christmas albums (Johnny Mathis' "Merry Christmas," Leontyne Price's "A Christmas Offering," Mantovani's "Christmas Music," Bing Crosby's "Merry Christmas," and the late Mario Lanza's "Lanza Sings Christmas Carols"), hopped on the monaural chart and two (the Crosby package and Ray Conniff's "Christmas With Conniff") on the stereo list. Also showing some sales strength, although not yet in the "New Action LP" group, are the monaural versions of "Christmas With the Lennon Sisters" and the Mormon Tabernacle Choir's "Spirit of Christmas."

Pianos & Twist

Pianists and the Twist are the strongest trends evidenced by this week's album charts. Four piano albums (Ferrante and Teicher's "Love Themes," George Greeley's "Popular Piano Concertos of Famous Film Themes," Van Cliburn's "My Favorite Chopin" and Dave Brubeck's "Time Further Out") are "New Action" monaural LP's and two Ferrante and Teicher packages ("Love Themes" and "West Side Story") moved on the stereo chart for the first time.

The Venture's "Twist" LP also

listed as a "New Action" monaural LP; while Ray Charles' "Do the Twist" and Twist star Chubby Checker's new album with Bobby Rydell jumped on the monaural chart for the first time. There are now six "Twist" packages on the chart—four of them by Checker, who has five packages on the best seller list in all.

Original cast Broadway show albums, always a popular holiday gift item, moved out briskly last week. Alfredy Drake's "Kean" is a "New Action" monaural LP. "How to Succeed in Business Without Really Trying" moved on the stereo chart for the first time

this week and jumped from No. 47 to 25 on the monaural chart. Other new original cast albums on the monaural chart this week are "Milk and Honey" No. 18; and "Sail Away" No. 42.

As for Singles

The singles business, sparked by the Christmas impetus, was holding up well in most areas. Such perennials as the Chipmunks, Bing Crosby, and such songs as "Rudolph" displayed their lasting vigor as they bounced back into sales contention. In addition, several new Christmas singles scored well (see separate story).

N. Y. Xmas Buying Wave Carries Old, New Sides

NEW YORK—The New York market had a lot of activity last week. Four new records, which hit the "Hot 100," were moving well. They were: Lee Dorsey's new releases on Fury, "Do-Remi"; the new Bill Black record of "Twist Her" on Hi; the Shirelles waxing of "Baby It's You" on Scepter, and "Seven Day Fool," the flip side of Etta James hit "It's Too Soon to Know."

Frank Sinatra's "A Pocketful of Miracles," which was a breakout last week, is continuing to get strong action in this town according to dealers checked. All of the Christmas singles that were so strong last week, including Bing Crosby's "White Christmas," "Jingle Bell Rock" by Bobby Helms, and another version by Bobby Rydell and Chubby Checker; "Dear Gesu Bambino," and

Brenda Lee's "Rockin' Around the Christmas Tree" are all selling well.

In fact, dealers appear to be moving many Christmas records that are leftovers from other years. "White Christmas" by the Drifters, and Gene Autry's "Rudolph" are selling, as is the Chipmunks' version of "Rudolph." Two other nice Christmas sellers here are James Brown's "Please Come Home for Christmas" and Chuck Berry's "Merry Christmas Baby."

A number of dealers mentioned renewed action on an old hit by the Isley Brothers on Victor, "Shout." Although this record, like many other old rock and roll hits, has never stopped selling, its action over the past few weeks has been extra heavy.

(Continued on page 6)

PATTI HITS BEER CITY

MILWAUKEE — Business was strong here last week but new material was taking a back seat to the better-known tunes already established on the national charts.

Patti Page's "Go On Home" is the only new single that broke out. The tune also took off in Minneapolis this week and was receiving some interest (but as yet no sales) with Chicago dealers.

Strong Christmas sellers were: "Baby's First Christmas," Connie Francis; "Jingle Bell Rock," Rydell and Checker; "A Kiss For Christmas," Joe Dowell; "Little Drummer Boy," Harry Simeon Chorale, and "White Christmas" with Bob Hope's golfing partner.

Big sellers in the non-holiday category were: "Flying Circle," Frank Slay; "Let's Go Tripping," Dick Dale; "Little Altar Boy," Vic Dana; "Nein Nein Fraulein" by Cathy Carr (broke in Minneapolis last week but has been doing well here for quite a while); "Small Sad Sam," Phil McLean; "Trade Winds," Aki Aleong, and "The Wanderer," by Dion.

Mpls.: 'Kiss' & 'Jose'

MINNEAPOLIS—Two records broke out here last week—"A Kiss on Christmas" by Joe Dowell on Smash and "Happy Jose" by Jack Ross on Dot. Several strong Christmas singles got solid action.

Chet Atkins' "Jingle Bell Rock" started to move, joining the Bobby Helm and Rydell and Checker versions. Other big holiday sellers included "Baby's First Christmas," Connie Francis; "Little Drummer Boy," Harry Simeon Chorale; "Rockin' Around the Christmas Tree," Brenda Lee, and, of course, "White Christmas" by you know who.

Several new tunes in the non-holiday category also were selling strongly. Hottest is Burl Ives' "Little Bitty Tear."

Last Week

The Ives tune broke in the Windy City last week and is now starting to get strong action up here. Minneapolis' big hit-playing

WLOL also picked the tune as one of its "Big Five of the Future" last week.

Other hot, new chart items include "Multiplication" by Bobby Darin, "Go On Home," by Patti Page; "Twist-Her," Bill Black, and "Waltz You Saved for Me," Ferlin Husky.

Several disk artists are in town and this stimulates the record business in general. Cathy Carr made the radio station and dealer rounds promoting her latest "Nein Nein Fraulein."

Sinatra

Frank Sinatra's new "Pocketful of Miracles" is being picked as a tune to watch by both WLOL and WCCO.

Up in Fargo, N. D., KXGO's Ron Clark is getting some action on a local product that Clark feels has potential: Myron Lee on "Peter Rabbit" b-w "A Fella Needs a Girl." Lee is from Sioux Falls, S. D.

**150 Best Selling
MONAURAL LP's**

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

| This Week | Last Week | Title, Artist, Label | Wks. on Chart |
|-----------|-----------|---|---------------|
| 1 | 1 | BLUE HAWAII Elvis Presley, RCA Victor LPM 2426 | 9 |
| 2 | 2 | JUDY AT CARNEGIE HALL Judy Garland, Capitol WBO 1569 | 21 |
| 3 | 3 | THE KINGSTON TRIO CLOSE UP Capitol T 1642 | 11 |
| 4 | 10 | BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LPM 2362 | 11 |
| 5 | 7 | CAMELOT Original Cast, Columbia KOL 5620 | 48 |
| 6 | 5 | TIME OUT Dave Brubeck, Columbia CL 1397 | 51 |
| 7 | 8 | I REMEMBER TOMMY Frank Sinatra, Reprise R 1003 | 7 |
| 8 | 6 | THE SOUND OF MUSIC Original Cast, Columbia KOL 5450 | 105 |
| 9 | 4 | PORTRAIT OF JOHNNY Johnny Mathis, Columbia CL 1644 | 17 |
| 10 | 14 | HOLIDAY SING ALONG WITH MITCH Mitch Miller, Columbia CL 1701 | 7 |
| 11 | 29 | WEST SIDE STORY Sound Track, Columbia OL 5670 | 9 |
| 12 | 12 | JUMP UP CALYPSO Harry Belafonte, RCA Victor LPM 2388 | 17 |
| 13 | 13 | BEHIND THE BUTTON-DOWN MIND OF BOB NEWHART Warner Bros. W 1417 | 8 |
| 14 | 18 | YOUR REQUEST SING ALONG WITH MITCH Mitch Miller, Columbia CL 1671 | 14 |
| 15 | 16 | TV SING ALONG WITH MITCH Mitch Miller, Columbia CL 1628 | 29 |
| 16 | 22 | WEST SIDE STORY Original Cast, Columbia OL 5230 | 63 |
| 17 | 15 | EXODUS Sound Track, RCA Victor LOC 1058 | 49 |
| 18 | 33 | MILK AND HONEY Original Cast, RCA Victor LOC 1065 | 5 |
| 19 | 20 | SING ALONG WITH MITCH Mitch Miller, Columbia CL 1160 | 119 |
| 20 | 9 | KNOCKERS UP Rusty Warren, Jubilee JLP 2029 | 59 |
| 21 | 21 | BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6006 | 111 |
| 22 | 23 | CARNIVAL Original Cast, MGM E 3946 | 30 |
| 23 | 26 | THE SLIGHTLY FABULOUS LIMELITERS RCA Victor LPM 2393 | 12 |
| 24 | 35 | THE TWIST Chubby Checker, Parkway P 7001 | 50 |
| 25 | 47 | HOW TO SUCCEED IN BUSINESS WITHOUT REALLY TRYING Original Cast, RCA Victor LOC 1046 | 4 |
| 26 | 25 | STARS FOR A SUMMER NIGHT Various Artists, Columbia PM 1 | 29 |
| 27 | 100 | YOUR TWIST PARTY Chubby Checker, Parkway P 7007 | 2 |
| 28 | 17 | NEVER ON SUNDAY Connie Francis, MGM E 3965 | 8 |
| 29 | 19 | YELLOW BIRD Lawrence Welk, Dot DLP 3389 | 19 |
| 30 | 28 | TONIGHT IN PERSON Limelitters, RCA Victor LPM 2272 | 43 |
| 31 | 27 | LET'S TWIST AGAIN Chubby Checker, Parkway P 7004 | 13 |
| 32 | 30 | SOUTH PACIFIC Original Cast, Columbia OL 4180 | 393 |
| 33 | 41 | NEVER ON SUNDAY Sound Track, United Artists UAL 4070 | 48 |
| 34 | 11 | RUNAROUND SUE Dion, Laurie LLP 2009 | 4 |
| 35 | 40 | WEST SIDE STORY Stan Kenton, Capitol T 1609 | 9 |
| 36 | 45 | JOAN DAEZ, VOL. II Vanguard VRS 9094 | 4 |
| 37 | 49 | CHRISTMAS SING ALONG WITH MITCH Mitch Miller, Columbia 1203 | 5 |
| 38 | 24 | EBB TIDE AND OTHER INSTRUMENTAL FAVORITES Earl Grant, Decca DL 4165 | 18 |
| 39 | 34 | CALCUTTA Lawrence Welk, Dot DLP 3359 | 47 |
| 40 | 31 | JOSE JIMINEZ AT THE HUNGRY I. Bill Dana, Kapp KL 3238 | 23 |
| 41 | 42 | A PERSONAL APPEARANCE Shelley Berman, Verve V 15027 | 7 |
| 42 | 67 | SAIL AWAY Original Cast, Capitol WAD 1643 | 4 |
| 43 | 39 | MOMS MABLEY AT THE PLAYBOY CLUB Chess LP 1460 | 8 |
| 44 | 32 | GREAT MOTION PICTURE THEMES Various Artists, United Artists UAL 3122 | 47 |
| 45 | 56 | KING OF KINGS Original Movie Music; Miklos Rosza, MGM 1E2 | 4 |
| 46 | 58 | PAUL ANKA SINGS HIS BIG 15 ABC-Paramount ABC 323 | 77 |
| 47 | 63 | MY FAIR LADY Original Cast, Columbia OL 5090 | 298 |
| 48 | 135 | DOIN' THE TWIST AT THE PEPPERMINT LOUNGE Joey Dee & His Starliners, Roulette R 25166 | 2 |
| 49 | 54 | CONNIE'S GREATEST HITS Connie Francis, MGM E 3793 | 72 |
| 50 | 38 | BIG BAD JOHN Jimmy Dean, Columbia CL 1735 | 3 |
| 51 | 48 | BERLIN MELODY Billy Vaughn, Dot DLP 3396 | 3 |

| This Week | Last Week | Title, Artist, Label | Wks. on Chart |
|-----------|-----------|---|---------------|
| 52 | 37 | SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. III (Black Seal—Popular), Various Artists, RCA Victor LOP 1509 | 16 |
| 53 | 36 | WEST SIDE STORY Ferrante & Teicher, United Artists UAL 3166 | 5 |
| 54 | 51 | JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133 | 190 |
| 55 | 70 | BUDDY HOLLY STORY Coral CRL 57326 | 50 |
| 56 | 50 | OLDIES BUT GOODIES, VOL. III Various Artists, Original Sound 5004 | 19 |
| 57 | 64 | BUTTON-DOWN MIND OF BOB NEWHART Warner Bros. W 1379 | 84 |
| 58 | 68 | ELLA IN HOLLYWOOD Ella Fitzgerald, Verve V 4052 | 6 |
| 59 | 59 | ENCORE OF GOLDEN HITS Platters, Mercury MG 20472 | 93 |
| 60 | 46 | G. I. BLUES Elvis Presley, RCA Victor LPM 2256 | 60 |
| 61 | 65 | MEMORIES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1542 | 58 |
| 62 | 44 | THE FOUR PREPS ON CAMPUS Capitol T 1566 | 18 |
| 63 | 52 | ROARING 20's Dorothy Provine, Warner Bros. W 1394 | 30 |
| 64 | 69 | SINSAATIONAL Rusty Warren, Jubilee JGM 2034 | 31 |
| 65 | 62 | ALL THE WAY Brenda Lee, Decca DL 4176 | 17 |
| 66 | 57 | GOLDEN WALTZES Billy Vaughn, Dot DLP 3280 | 11 |
| 67 | 75 | OLDIES BUT GOODIES, VOL. I Various Artists, Original Sound 5001 | 116 |
| 68 | 43 | AIN'T THAT WEIRD! Brother Dave Gardner, RCA Victor LPM 2355 | 14 |
| 69 | 66 | GOIN' PLACES Kingston Trio, Capitol T 1584 | 25 |
| 70 | 53 | MEXICO Bob Moors, Monument M 4005 | 6 |
| 71 | 93 | SINATRA SWINGS Frank Sinatra, Reprise R 1002 | 19 |
| 72 | 86 | FOR TWISTERS ONLY Chubby Checker, Parkway P 7002 | 3 |
| 73 | 55 | SOMEBODY LOVES ME Ray Conniff Singers, Columbia CL 1642 | 15 |
| 74 | 61 | BOBBY DARIN STORY Atco 131 | 31 |
| 75 | 60 | SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. III (Red Seal—Classical), Various Artists, RCA Victor LM 2574 | 16 |
| 76 | 73 | MOMS MABLEY AT THE UN Chess 1452 | 34 |
| 77 | 78 | HEAVENLY Johnny Mathis, Columbia CL 1351 | 118 |
| 78 | 83 | MORE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1243 | 148 |
| 79 | 76 | HELL BENT FOR LEATHER Frankie Laine, Columbia CL 1615 | 9 |
| 80 | 77 | NEW PIANO IN TOWN Peter Nero, RCA Victor LPM 2383 | 14 |
| 81 | 81 | FIORILLO Original Cast, Capitol WAO 1321 | 72 |
| 82 | 71 | RODGERS: VICTORY AT SEA, VOL. III RCA Victor Symphony Orch. (Bennett), RCA Victor LM 2523 | 15 |
| 83 | 74 | AL HIRT, GREATEST HORN IN THE WORLD RCA Victor LPM 2366 | 32 |
| 84 | 105 | DREAMSTREET Erroll Garner, ABC-Paramount ABC 365 | 26 |
| 85 | 125 | BEST OF THE DUKES OF DIXIELAND Audio Fidelity AFLP 1956 | 2 |
| 86 | 84 | FIRESIDE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1389 | 77 |
| 87 | 72 | HIGHWAYMEN United Artists UAL 3125 | 11 |
| 88 | 88 | SENTIMENTAL SING ALONG WITH MITCH Mitch Miller, Columbia CL 1457 | 76 |
| 89 | 87 | DANCE TILL A QUARTER TO THREE Gary (U. S.) Bonds, LeGrand LLP 3001 | 20 |
| 90 | 82 | SOMETHING FOR EVERYBODY Elvis Presley, RCA Victor LPM 2370 | 24 |
| 91 | 80 | BUTTON-DOWN MIND STRIKES BACK Bob Newhart, Warner Bros. W 1393 | 58 |
| 92 | 91 | THIS LITTLE BOY OF MINE Gloria Lynne, Everest LPBR 5131 | 8 |
| 93 | — | CHUBBY CHECKER, BOBBY RYDELL Cameo C 1013 | 1 |
| 94 | 94 | RICKY IS 21 Ricky Nelson, Imperial LP 9152 | 30 |
| 95 | 98 | HYMNS Tennessee Ernie Ford, Capitol T 756 | 222 |
| 96 | 126 | MUSIC FROM EXODUS AND OTHER GREAT THEMES Mantovani, London LL 3231 | 53 |
| 97 | 109 | GENIUS PLUS SOUL EQUALS JAZZ Ray Charles, Impulse A-2 | 39 |
| 98 | 104 | SATIN AFFAIR George Shearing, Capitol T 1628 | 8 |
| 99 | 107 | GENIUS SINGS THE BLUES Ray Charles, Atlantic 8052 | 6 |
| 100 | 111 | HERE'S JONATHAN Jonathan Winters, Verve MG V 15025 | 30 |

| This Week | Last Week | Title, Artist, Label | Wks. on Chart |
|-----------|-----------|---|---------------|
| 101 | 112 | ITALIA MIA Mantovani, London LL 3239 | 30 |
| 102 | 127 | KINGSTON TRIO Capitol T 996 | 161 |
| 103 | — | MERRY CHRISTMAS Johnny Mathis, Columbia CL 1195 | 3 |
| 104 | 90 | HITS OF THE ROCKIN' 50's Bobby Vee, Liberty LRP 3205 | 8 |
| 105 | 85 | RING-A-DING DING Frank Sinatra, Reprise R 1001 | 34 |
| 106 | 79 | SATURDAY NIGHT SING ALONG WITH MITCH Mitch Miller, Columbia CL 1414 | 70 |
| 107 | 96 | MURRAY THE "K'S" SING ALONG WITH THE ORIGINAL GOLDEN GASSERS Roulette R 25159 | 11 |
| 108 | 89 | LIMELITERS Elektra EKL 100 | 16 |
| 109 | — | A CHRISTMAS OFFERING Leontyne Price, London LL 5644 | 1 |
| 110 | 92 | FOLK SONG SING ALONG WITH MITCH Mitch Miller, Columbia CL 1316 | 77 |
| 111 | 122 | MILES DAVIS, IN PERSON FRIDAY NIGHT AT THE BLACKHAWK, SAN FRANCISCO, VOL. I Columbia CL 1694 | 12 |
| 112 | 97 | GENIUS OF RAY CHARLES Atlantic 1312 | 73 |
| 113 | 103 | HERE WE GO AGAIN Kingston Trio, Capitol T 1258 | 105 |
| 114 | 115 | MOODY RIVER Pat Boone, Dot DLP 3384 | 23 |
| 115 | — | CHRISTMAS MUSIC Mantovani, London LL 913 | 3 |
| 116 | 128 | BEN-HUR Sound Track, MGM 1E1 | 86 |
| 117 | 106 | PETE FOUNTAIN'S NEW ORLEANS Coral CRL 57282 | 49 |
| 118 | 120 | FILM ENCORES, VOL. I Mantovani, London LL 1700 | 178 |
| 119 | 102 | ORANGE BLOSSOM SPECIAL AND WHEELS Billy Vaughn, Dot DLP 3366 | 34 |
| 120 | 99 | SOUTH PACIFIC Sound Track, RCA Victor LOC 1032 | 195 |
| 121 | 95 | WHOLE LOTTA FRANKIE Frankie Avalon, Chancellor CHL 5018 | 9 |
| 122 | 110 | DANCING IN WONDERLAND Bert Kaempfert, Decca DL 4161 | 5 |
| 123 | 108 | COME SWING WITH ME Frank Sinatra, Capitol W 1594 | 19 |
| 124 | 114 | SING TO ME, MR. C Perry Como, RCA Victor LPM 2390 | 13 |
| 125 | 136 | THE COLORFUL VENTURES Dolton B 2008 | 12 |
| 126 | 101 | BASIN ST. EAST PROUDLY PRESENTS MISS PEGGY LEE Capitol T 1520 | 15 |
| 127 | 137 | THE VENTURES Dolton B 2004 | 14 |
| 128 | — | BROTHERS FOUR SONG BOOK Brothers Four, Columbia CL 1697 | 1 |
| 129 | 116 | REJOICE DEAR HEARTS Brother Dave Gardner, RCA Victor LPM 2083 | 68 |
| 130 | 113 | RYDELL AT THE COPA Bobby Rydell, Cameo C 1011 | 9 |
| 131 | 118 | MUSIC MAN Original Cast, Capitol WAD 990 | 198 |
| 132 | 117 | EMOTIONS Brenda Lee, Decca DL 4104 | 33 |
| 133 | 119 | JIMMY REED AT CARNEGIE HALL Vee Jay 2 LP 1035 | 10 |
| 134 | 124 | YELLOW BIRD (PERCUSSION SPECTACULAR) Arthur Lyman, Life LP 1004 | 22 |
| 135 | 139 | NICE 'N' EASY Frank Sinatra, Capitol W 1417 | 70 |
| 136 | 138 | BOLL WEEVIL SONG AND 11 OTHER GREAT HITS Brook Benton, Mercury MG 20641 | 13 |
| 137 | 129 | HAPPY TIMES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1568 | 41 |
| 138 | 123 | EXODUS TO JAZZ Eddie Harris, Vee Jay 3016 | 30 |
| 139 | 133 | WHAT'D I SAY Ray Charles, Atlantic 8029 | 17 |
| 140 | 131 | YELLOW BIRD Roger Williams, Kapp KL 1244 | 15 |
| 141 | 140 | FANNY Sound Track, Warner Bros. W 1416 | 13 |
| 142 | 130 | THE GUNS OF HAVARONE Sound Track, Columbia CL 1655 | 13 |
| 143 | — | MERRY CHRISTMAS Bing Crosby/Andrew Sisters, Decca DL 8128 | 4 |
| 144 | — | SEPTEMBER IN THE RAIN Dinah Washington, Mercury MG 20638 | 1 |
| 145 | — | BIG BAND PLAYS BIG HITS Si Zentgraf, Liberty 3197 | 1 |
| 146 | 148 | MY KIND OF GIRL Miff Margo, Warwick W 2045 | 12 |
| 147 | — | LANZA SINGS CHRISTMAS CAROLS Mario Lanza, RCA Victor LM 2029 | 1 |
| 148 | — | RUSTY WARREN BOUNCES BACK Jubilee JGM 2039 | 1 |
| 149 | — | DO THE TWIST Ray Charles, Atlantic 8054 | 1 |
| 150 | 121 | HE'S THE KING Al Hirt and His Band, RCA Victor LPM 2354 | 11 |

**50 Best Selling
STEREO LP's**

| This Week | Last Week | Title, Artist, Label | Wks. on Chart |
|-----------|-----------|---|---------------|
| 1 | 1 | STEREO 35/MM Enoch Light and the Light Brigade, Command RS 826 5D | 11 |
| 2 | 2 | BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LSP 2362 | 9 |
| 3 | 5 | THE SOUND OF MUSIC Original Cast, Columbia KOS 2020 | 93 |
| 4 | 4 | JUDY AT CARNEGIE HALL Judy Garland, Capitol SWBO 1569 | 21 |
| 5 | 3 | CAMELOT Original Cast, Columbia KOS 2031 | 48 |
| 6 | 7 | I REMEMBER TOMMY Frank Sinatra, Reprise R 9-1003 | 5 |
| 7 | 6 | BLUE HAWAII Elvis Presley, RCA Victor LSP 2426 | 8 |
| 8 | 9 | HOLIDAY SING ALONG WITH MITCH Mitch Miller, Columbia CS 8501 | 3 |
| 9 | 15 | THE SLIGHTLY FABULOUS LIMELITERS RCA Victor LSP 2393 | 9 |
| 10 | 10 | BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LSO 6006 | 108 |
| 11 | 8 | KINGSTON TRIO CLOSE UP Capitol ST 1642 | 9 |
| 12 | 11 | WEST SIDE STORY Sound Track, Columbia OS 2070 | 6 |
| 13 | 21 | PASS IN REVIEW Bob Sharpley Ork, London SP 44001 | 11 |
| 14 | 12 | YOUR REQUEST SING ALONG WITH MITCH Mitch Miller, Columbia CS 8471 | 13 |
| 15 | 19 | SINATRA SWINGS Frank Sinatra, Reprise R 9-1002 | 17 |
| 16 | 20 | WEST SIDE STORY Stan Kenton, Capitol ST 1609 | 5 |
| 17 | 28 | CHRISTMAS SING ALONG WITH MITCH Mitch Miller, Columbia CS 8027 | 5 |
| 18 | 33 | KING OF KINGS Original Movie Music; Miklos Rosza, MGM 51E 2 | 7 |
| 19 | 17 | GOLDEN WALTZES Billy Vaughn, Dot DLP 25280 | 11 |
| 20 | 22 | PORTRAIT OF JOHNNY Johnny Mathis, Columbia CS 8444 | 16 |
| 21 | 16 | GREAT MOTION PICTURE THEMES Various Artists, United Artists UAS 6122 | 48 |
| 22 | 18 | TIME OUT Dave Brubeck, Columbia CS 8192 | 20 |
| 23 | 32 | PERSUASIVE PERCUSSION, VOL. I Terry Snyder and the All Stars, Command RS 800 3D | 92 |
| 24 | 31 | SING ALONG WITH MITCH Mitch Miller, Columbia CS 8004 | 80 |
| 25 | 13 | RODGERS: VICTORY AT SEA, VOL. III RCA Victor Symphony Orch. (Bennett), RCA Victor LSC 2523 | 14 |
| 26 | 24 | EXODUS Sound Track, RCA Victor LSO 1058 | 49 |
| 27 | 27 | JUMP UP CALYPSO Harry Belafonte, RCA Victor LSP 2388 | 16 |
| 28 | 29 | SOUTH PACIFIC Sound Track, RCA Victor LSO 1032 | 130 |
| 29 | 30 | BEST OF THE DUKES OF DIXIELAND Audio Fidelity AFSD 5956 | 2 |
| 30 | 43 | STARS FOR A SUMMER NIGHT Various Artists, Columbia PMS 1 | 29 |
| 31 | 26 | NEVER ON SUNDAY Sound Track, United Artists UAS 5070 | 31 |
| 32 | 36 | MILK AND HONEY Original Cast, RCA Victor LSO 1065 | 3 |
| 33 | 14 | YELLOW BIRD Lawrence Welk, Dot DLP 25389 | 20 |
| 34 | 23 | SOMEBODY LOVES ME Ray Conniff Singers, Columbia CS 8442 | 15 |
| 35 | 34 | WEST SIDE STORY Original Cast, Columbia OS 2001 | 25 |
| 36 | — | HOW TO SUCCEED IN BUSINESS WITHOUT REALLY TRYING Original Cast, RCA Victor LSO 1046 | 1 |
| 37 | 25 | CALCUTTA Lawrence Welk, Dot DLP 25359 | 47 |
| 38 | 35 | EBB TIDE AND OTHER INSTRUMENTAL FAVORITES Earl Grant, Decca DL 74165 | 18 |
| 39 | — | WEST SIDE STORY Ferrante & Teicher, United Artists UAS 6166 | 1 |
| 40 | 37 | THE PERCUSSION TWENTIES Eric Rogers & His Ork, London SP 44006 | 3 |
| 41 | 38 | TV SING ALONG WITH MITCH Mitch Miller, Columbia CS 8428 | 28 |
| 42 | — | MERRY CHRISTMAS Bing Crosby, Decca DL7-8128 | 1 |
| 43 | — | 50 GUITARS GO SOUTH OF THE BORDER... Tommy Garrett, Liberty LSS 14003 | 1 |
| 44 | — | FERRANTE & TEICHER, LOVE THEMES... United Artists UAS 6514 | 1 |
| 45 | 39 | G. I. BLUES Elvis Presley, RCA Victor LSP 2256 | 55 |
| 46 | 40 | BERLIN MELODY Billy Vaughn, Dot DLP 25396 | 3 |
| 47 | 42 | MELODY AND PERCUSSION FOR TWO PIANOS Ronnie Aldrich & His 2 Pianos, London SP 44007 | 9 |
| 48 | 41 | BONGOS FROM THE SOUTH Edmundo Ros, London SP 44003 | 3 |
| 49 | — | CHRISTMAS WITH CONNIF Ray Conniff, Columbia CS 8185 | 2 |
| 50 | — | BIG BAD JOHN Jimmy Dean, Columbia CS 1735 | 1 |

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| THIS WEEK | | | | | LAST WEEK | | | | | WEEKS ON CHART | THIS WEEK | | | | | LAST WEEK | | | | | WEEKS ON CHART | | | | | | | | | | | | |
|-----------|----|----|----|---|-----------|---|---|---|---|----------------|--|------------------------|----|----|-----|-----------|---|-------|------------------------|---|----------------|---|----|-----|----|-------|------------------------|--|--|--|--|----|--|
| 1 | 2 | 3 | 4 | 5 | 1 | 2 | 3 | 4 | 5 | | TITLE | Artist, Label & Number | 1 | 2 | 3 | 4 | 5 | TITLE | Artist, Label & Number | 1 | | 2 | 3 | 4 | 5 | TITLE | Artist, Label & Number | | | | | | |
| 1 | 6 | 17 | 36 | | | | | | | 6 | THE LION SLEEPS TONIGHT Tokens, RCA Victor 7954 | 35 | 23 | 13 | 7 | | | | | | 11 | HEARTACHES Marcelo, Colpix 612 | 66 | 83 | 94 | — | | | | | | 3 | NORMAN Sue Thompson, Hickory 1159 |
| 2 | 1 | 2 | 3 | | | | | | | 16 | PLEASE MR. POSTMAN Marvelettes, Tamla 54046 | 36 | 48 | 64 | — | | | | | | 3 | THE MAJESTIC Dion, Laurie 3115 | 67 | 72 | 76 | 82 | | | | | | 6 | IT WILL STAND Showmen, Mint 632 |
| 3 | 7 | 11 | 17 | | | | | | | 6 | RUN TO HIM Bobby Vee, Liberty 55388 | 37 | 42 | 44 | 44 | | | | | | 8 | TOWN WITHOUT PITY Gene Pitney, Muscor 1009 | 68 | 78 | — | — | | | | | | 2 | TWISTIN' U. S. A. Chubby Checker, Parkway 811 |
| 4 | 4 | 6 | 16 | | | | | | | 24 | THE TWIST Chubby Checker, Parkway 811 | 38 | 56 | 65 | 80 | | | | | | 6 | I KNOW Barbara George, AFO 302 | 69 | 98 | — | — | | | | | | 2 | LITTLE DRUMMER BOY Harry Simeone Chorale, 20th Fox 121 |
| 5 | 5 | 7 | 12 | | | | | | | 8 | WALK ON BY Leroy Van Dyke, Mercury 71834 | 39 | 60 | 86 | — | | | | | | 3 | SMALL SAD SAM Phil McLean, Versatile 107 | 70 | 76 | 93 | — | | | | | | 5 | TURN AROUND, LOOK AT ME Glen Campbell, Crest 1087 |
| 6 | 3 | 3 | 4 | | | | | | | 10 | GOODBYE CRUEL WORLD James Darren, Colpix 609 | 40 | 32 | 36 | 41 | | | | | | 7 | LANGUAGE OF LOVE John D. Loudermilk, RCA Victor 7938 | 71 | 79 | 75 | 85 | | | | | | 6 | THE COMMANCHEROS Claude King, Columbia 42196 |
| 7 | 9 | 16 | 27 | | | | | | | 8 | LET THERE BE DRUMS Sandy Nelson, Imperial 5775 | 41 | 63 | — | — | | | | | | 2 | JAMBALAYA Fats Domino, Imperial 5796 | 72 | 75 | 58 | 59 | | | | | | 10 | THREE STEPS FROM THE ALTAR Shep and the Limelites, Hull 747 |
| 8 | 10 | 21 | 28 | | | | | | | 6 | HAPPY BIRTHDAY, SWEET SIXTEEN Neil Sedaka, RCA Victor 7957 | 42 | 49 | 60 | 88 | | | | | | 6 | SOOTHE ME Sims Twins, Sar 117 | 73 | — | — | — | | | | | | 1 | A LITTLE BITTY TEAR Burl Ives, Decca 31330 |
| 9 | 2 | 1 | 1 | | | | | | | 12 | BIG BAD JOHN Jimmy Dean, Columbia 42175 | 43 | 51 | 53 | 63 | | | | | | 7 | GYPSY ROVER Highwaymen, United Artists 370 | 74 | 96 | 81 | — | | | | | | 3 | TURN ON YOUR LOVE LIGHT Bobby Bland, Duke 344 |
| 10 | 15 | 29 | 43 | | | | | | | 5 | PEPPERMINT TWIST Joey Dee and the Starliners, Roulette 4401 | 44 | 53 | 63 | 76 | | | | | | 6 | FUNNY HOW TIME SLIPS AWAY Jimmy Elledge, RCA Victor 7946 | 75 | 59 | 66 | — | | | | | | 3 | LONESOME NUMBER ONE Don Gibson, RCA Victor 7959 |
| 11 | 8 | 12 | 13 | | | | | | | 10 | TONIGHT Ferrante & Teicher, United Artists 373 | 45 | 71 | — | — | | | | | | 2 | JINGLE BELL ROCK Bobby Rydell & Chubby Checker, Cameo 205 | 76 | — | — | — | | | | | | 1 | TWIST-HER Bill Black's Combo, Hi 2042 |
| 12 | 17 | 24 | 26 | | | | | | | 11 | MOON RIVER Henry Mancini, RCA Victor 7916 | 46 | 50 | 55 | 66 | | | | | | 6 | JOHNNY WILL Pat Boone, Dot 16284 | 77 | 86 | — | — | | | | | | 2 | MARIA Roger Williams, Kapp 437 |
| 13 | 19 | 26 | 38 | | | | | | | 8 | I DON'T KNOW WHY Linda Scott, Canadian-American 129 | 47 | 58 | 73 | 95 | | | | | | 4 | POOR FOOL He and Tina Turner, See 753 | 78 | 100 | — | — | | | | | | 2 | FLYING CIRCLE Frank Sly Ork, Swan 4085 |
| 14 | 21 | 35 | 55 | | | | | | | 5 | WHEN I FALL IN LOVE Lettermen, Capitol 4658 | 48 | 67 | 84 | 100 | | | | | | 4 | COTTON FIELDS Highwaymen, United Artists 370 | 79 | 80 | 85 | 96 | | | | | | 4 | WALKIN' WITH MY ANGEL Bobby Vee, Liberty 55388 |
| 15 | 11 | 14 | 20 | | | | | | | 11 | MOON RIVER Jerry Butler, Vee Jay 405 | 49 | 61 | 74 | 87 | | | | | | 5 | IF YOU GOTTA MAKE A FOOL OF SOMEBODY James Ray, Carice 110 | 80 | 99 | — | — | | | | | | 2 | LETTER FULL OF TEARS Gladys Knight and the Pips, Fury 1054 |
| 16 | 24 | 37 | 54 | | | | | | | 5 | WHEN THE BOY IN YOUR ARMS Connie Francis, MGM 13051 | 50 | 52 | 61 | 74 | | | | | | 6 | IT'S ALL BECAUSE Linda Scott, Canadian-American 129 | 81 | 88 | — | — | | | | | | 2 | JUST GOT TO KNOW Jimmy McCracklin, Art-Tone 825 |
| 17 | 26 | 38 | 62 | | | | | | | 4 | UNCHAIN MY HEART Ray Charles, ABC-Paramount 10266 | 51 | 57 | 78 | 99 | | | | | | 4 | LITTLE ALTAR BOY Vic Dana, Dolton 48 | 82 | — | — | — | | | | | | 1 | DO-RE-MI Lee Dorsey, Fury 1056 |
| 18 | 41 | 57 | — | | | | | | | 3 | CAN'T HELP FALLING IN LOVE Elvis Presley, RCA Victor 7968 | 52 | — | — | — | | | | | | 1 | RUDOLPH, THE RED-NOSED REINDEER David Seville and the Chipmunks, Liberty 55289 | 83 | — | — | — | | | | | | 1 | ROOM FULL OF TEARS Drifters, Atlantic 2127 |
| 19 | 13 | 5 | 5 | | | | | | | 12 | FOOL #1 Brenda Lee, Decca 31309 | 53 | 65 | — | — | | | | | | 2 | DEAR LADY TWIST Gary (U. S.) Bonds, LeGrand 1015 | 84 | 85 | — | — | | | | | | 2 | ROCKIN' AROUND THE CHRISTMAS TREE Brenda Lee, Decca 20777 |
| 20 | 12 | 4 | 2 | | | | | | | 13 | RUNAROUND SUE Dion, Laurie 3110 | 54 | 73 | — | — | | | | | | 2 | BABY'S FIRST CHRISTMAS Connie Francis, MGM 13051 | 85 | 90 | 99 | — | | | | | | 3 | DREAMY EYES Johnny Tillotson, Cadence 1409 |
| 21 | 20 | 20 | 32 | | | | | | | 10 | GYPSY WOMAN Impressions, ABC-Paramount 10241 | 55 | 55 | 68 | 78 | | | | | | 4 | HEY, LITTLE GIRL Del Shannon, Big Top 3091 | 86 | — | — | — | | | | | | 1 | MULTIPLICATION Bobby Darin, Atco 6214 |
| 22 | 25 | 32 | 40 | | | | | | | 17 | LET'S TWIST AGAIN Chubby Checker, Parkway 824 | 56 | 70 | 79 | — | | | | | | 3 | THE WANDERER Dion, Laurie 3115 | 87 | — | — | — | | | | | | 1 | POCKETFUL OF MIRACLES Frank Sinatra, Reprise 30040 |
| 23 | 29 | 33 | 47 | | | | | | | 9 | 'TIL Angela, Caprice 107 | 57 | 22 | 15 | 11 | | | | | | 13 | THE FLY Chubby Checker, Parkway 830 | 88 | 97 | 87 | — | | | | | | 3 | UNSQUARE DANCE Dave Brubeck Quartet, Columbia 42228 |
| 24 | 16 | 9 | 14 | | | | | | | 14 | I UNDERSTAND (Just How You Feel) G-Cleft, Terrace 7500 | 58 | 68 | — | — | | | | | | 2 | JINGLE BELL ROCK Bobby Helms, Decca 30513 | 89 | 95 | — | — | | | | | | 2 | IRRESISTIBLE YOU Bobby Darin, Atco 6214 |
| 25 | 14 | 10 | 9 | | | | | | | 9 | CRAZY Patsy Cline, Decca 31317 | 59 | 37 | 28 | 15 | | | | | | 17 | YOU'RE THE REASON Bobby Edwards, Crest 1075 | 90 | 94 | — | — | | | | | | 2 | BUT ON THE OTHER HAND Ray Charles, ABC-Paramount 10266 |
| 26 | 34 | 43 | 68 | | | | | | | 5 | THERE'S NO OTHER (Like My Baby) Crystals, Phillies 100 | 60 | 30 | 27 | 29 | | | | | | 10 | IN THE MIDDLE OF A HEARTACHE Wanda Jackson, Capitol 4635 | 91 | 87 | 91 | 94 | | | | | | 4 | LET'S GO TRIPPIN' Dick Dale, Deltone 5017 |
| 27 | 33 | 39 | 50 | | | | | | | 7 | YOUR MA SAID YOU CRIED IN YOUR SLEEP LAST NIGHT Kenny Dino, Muscor 1013 | 61 | 28 | 23 | 23 | | | | | | 10 | SEPTEMBER IN THE RAIN Dinah Washington, Mercury 71876 | 92 | 74 | 80 | 77 | | | | | | 6 | NEVER, NEVER Jive Five, Beltone 1014 |
| 28 | 46 | 56 | 71 | | | | | | | 5 | REVENGE Brook Benton, Mercury 71903 | 62 | 54 | 59 | — | | | | | | 3 | PEPPERMINT TWIST Danny Peppermint and the Jumping Jacks, Carlton 565 | 93 | 84 | 88 | 90 | | | | | | 6 | TENNESSEE FLAT-TOP BOX Johnny Cash, Columbia 42147 |
| 29 | 31 | 41 | 60 | | | | | | | 6 | WELL I TOLD YOU Chantels, Carlton 564 | 63 | — | — | — | | | | | | 1 | THE CHIPMUNK SONG David Seville and the Chipmunks, Liberty 55250 | 94 | 91 | — | — | | | | | | 2 | MARIA Johnny Mathis, Columbia 41684 |
| 30 | 27 | 18 | 6 | | | | | | | 15 | BRISTOL STOMP Dovells, Parkway 827 | 64 | 69 | 54 | 56 | | | | | | 7 | IT'S TOO SOON TO KNOW Etta James, Argo 5402 | 95 | — | — | — | | | | | | 1 | SEVEN DAY FOOL Etta James, Argo 5402 |
| 31 | 38 | 30 | 24 | | | | | | | 14 | JUST OUT OF REACH (of My Two Open Arms) Solomon Burke, Atlantic 2114 | 65 | — | — | — | | | | | | 1 | THE CHIPMUNK SONG David Seville and the Chipmunks, Liberty 55250 | 96 | — | — | — | | | | | | 1 | LOST SOMEONE James Brown and the Famous Flames, King 5573 |
| 32 | 47 | 62 | — | | | | | | | 3 | ROCK-A-HULA BABY Elvis Presley, RCA Victor 7968 | 66 | — | — | — | | | | | | 1 | — | 97 | — | 70 | 52 | | | | | | 8 | EVERYBODY GOTTA PAY SOME DUES Miracles, Tamla 54048 |
| 33 | 66 | — | — | | | | | | | 2 | WHITE CHRISTMAS Bing Crosby, Decca 23778 | 67 | — | — | — | | | | | | 1 | — | 98 | — | — | — | | | | | | 1 | PUSHIN' YOUR LUCK Sleepy King, Joy 257 |
| 34 | 18 | 8 | 8 | | | | | | | 12 | TOWER OF STRENGTH Gene McDaniels, Liberty 55371 | 68 | — | — | — | | | | | | 1 | — | 99 | — | — | — | | | | | | 1 | I COULD HAVE LOVED YOU SO WELL Ray Peterson, Dunes 2009 |

HOT 100—A TO Z—(Publisher-Licensee)

| | | |
|--|--|--|
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| Baby's First Christmas (Franco, ASCAP) 54 | Jingle Bell Rock—Rydell & Checker (Cornell, ASCAP) 45 | Rudolph, the Red-Nosed Reindeer (St. Nicholas, ASCAP) 1 |
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| Crazy (Pamper, BMI) 25 | Letter Full of Tears (Betalbin, BMI) 80 | There's No Other (Bartha, BMI) 26 |
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BUBBLING UNDER THE HOT 100

| |
|---|
| 101. EVERYBODY'S CRYIN'.....Jimmie Beaufort, May 112 |
| 102. I NEED SOMEONE.....Belmonts, Sabrina 502 |
| 103. POP GOES THE WEASEL.....Anthony Newley, London 9501 |
| 104. SEARCHIN'.....Jack Eubanks, Monument 451 |
| 105. DON'T WALK AWAY FROM ME.....Dee Clark, Vee Jay 409 |
| 106. TUFF.....Aca Cannon, Hi 2040 |
| 107. THE THINGS I WANT TO HEAR.....Shirley, Scepter 1227 |
| 108. GO ON HOME.....Patti Page, Mercury 71906 |
| 109. YOU'LL NEVER KNOW.....Platters, Mercury 71904 |
| 110. SANTA AND THE TOUCHABLES.....Dickie Goodman, Rari 701 |
| 111. TWIST.....Ernie Freeman, Imperial 5793 |
| 112. YOU'RE FOLLOWING ME.....Perry Como, RCA Victor 7962 |
| 113. HE'S NOT JUST A SOLDIER.....Little Richard, Mercury 71884 |
| 114. AND THEN CAME LOVE.....Ed Townsend, Challenge 9129 |
| 115. SONG FOR THE LONELY.....Platters, Mercury 71904 |
| 116. HAPPY TIMES (ARE HERE TO STAY).....Tony Orlando, Epic 9476 |
| 117. SMOKY PLACES.....Corsairs, Tuff 3030 |
| 118. DREAMIN' ABOUT YOU.....Annette, Vieta 388 |
| 119. CLOSE YOUR EYES.....Skyliners, Colpix 613 |
| 120. HE'S OLD ENOUGH TO KNOW BETTER.....Crickets, Liberty 5 |



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| 16295 | Everybody's Twisting Down In Mexico | BILLY VAUGHN |
| 16285 | A-One A-Two A-Cha Cha Cha You Gave Me Wings | LAWRENCE WELK |
| 16302 | The Original Happy Jose | JACK ROSS |
| 16301 | The Continental Twist/Oh Ma Ma Twist | LOUIS PRIMA |
| 16273 | Mood Indigo | LOUIS PRIMA |

| RECORD NO. | TITLE | ARTIST |
|------------|---|------------------------|
| 16298 | Can't Help Falling In Love You'll Never Walk Alone | KEELY SMITH |
| 16277 | We Live In Two Different Worlds/Kaw Liga | THE LENNON SISTERS |
| 16296 | Let's Go Trippin' | MILT ROGERS |
| 16279 | Trade Winds, Trade Winds | DODIE STEVENS |
| 16262 | Berlin Melody/Come September | BILLY VAUGHN |
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| 16303 | Free Me/The Other Half of Man | ROBERT KNIGHT |

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| 3410 | 25410 | DOIN' THE TWIST • Louis Prima |
| 3406 | 25406 | THE ANDREWS SISTERS' GREATEST HITS |
| 3389 | 25389 | YELLOW BIRD • Lawrence Welk |
| 3396 | 25396 | BERLIN MELODY • Billy Vaughn |
| 3398 | 25398 | SAD MOVIES • The Lennon Sisters |
| 3280 | 25280 | GOLDEN WALTZES • Billy Vaughn |
| 3384 | 25384 | MOODY RIVER • Pat Boone |
| 3366 | 25366 | WHEELS & ORANGE BLOSSOM SPECIAL • Billy Vaughn |
| 3359 | 25359 | CALCUTTA • Lawrence Welk |
| 3250 | | BEST-LOVED CATHOLIC HYMNS • The Lennon Sisters |
| 3352 | 25352 | WONDERLAND BY NIGHT • Louis Prima |
| 3276 | 25276 | THEME FROM A SUMMER PLACE • Billy Vaughn |
| 3350 | 25350 | LAST DATE • Lawrence Welk |
| 3292 | 25292 | THE LENNON SISTERS SING 12 GREAT HITS |
| 3322 | 25322 | LOOK FOR A STAR • Billy Vaughn |
| 110 | | THE MAN WITH THE BANJO • Eddie Peabody |
| 3001 | | SWEET MUSIC AND MEMORIES • Billy Vaughn |
| 3016 | 25016 | THE GOLDEN INSTRUMENTALS • Billy Vaughn |
| 3054D | 25054D | THE TEN COMMANDMENTS • Sound Track |
| 3064 | 25064 | MELODIES IN GOLD • Billy Vaughn |
| 3068 | 25068 | HYMNS WE LOVE • Pat Boone |
| 3071 | 25071 | PAT'S GREAT HITS • Pat Boone |
| 3086 | 25086 | MUSIC FOR THE GOLDEN HOURS • Billy Vaughn |

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

ALL TIME HIT SINGLES

| RECORD NO. | TITLE | ARTIST |
|------------|--|----------------------|
| 16022 | Trying/P.S. I Love You | THE HILLTOPPERS |
| 16023 | Cocanut Grove/In The Mood Love Walked In | JOHNNY MADDOX |
| 16024 | From The Vine Came The Grape | THE HILLTOPPERS |
| 16025 | Till Then/Only You (And You Alone) | THE HILLTOPPERS |
| 16026 | Melody of Love Sail Along Silv'ry Moon | BILLY VAUGHN |
| 16028 | Ain't That A Shame/I'll Be Home | PAT BOONE |
| 16029 | The Crazy Otto/Eight Beat Boogie | JOHNNY MADDOX |
| 16030 | The Shifting Whispering Sands Part 1 and 2 | BILLY VAUGHN |
| 16031 | I Hear You Knocking/Ivory Tower | GALE STORM |
| 16032 | Dark Moon/Memories Are Made Of This I Almost Lost My Mind | GALE STORM |
| 16033 | Friendly Persuasion (Thee I Love) | PAT BOONE |
| 16034 | Don't Forbid Me/April Love | PAT BOONE |
| 16035 | Love Letters In The Sand A Wonderful Time Up There | PAT BOONE |
| 16036 | Young Love/Ninety-Nine Ways | TAB HUNTER |
| 16037 | Paper Doll/Glow Worm | THE MILLS BROTHERS |
| 16027 | Hearts of Stone/Seventeen | THE FONTAINE SISTERS |

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

Stars, Producers, Composers and Companies Seeking
Broad Radio, TV Coverage to Push Ticket, Disk Sales

By JUNE BUNDY

NEW YORK — The Broadway musical theater is becoming increasingly dependent upon the broadcasting industry as its key promotional outlet. The development coincides with the closer alliance between the legit musical scene and the recording industry. Composers, casts and producers of this season's new Broadway shows are going all out to garner exposure on local and network TV and radio programs to plug their respective shows and original-cast albums.

The most interesting aspect of the drives are the degree to which composers themselves are participating in the campaign. For example, Arthur Schwartz, (who clefted "The Gay Life" with Howard Dietz) has been making the rounds of New York radio and TV shows, working closely with Capitol Records promotion men to push the label's original cast album of the show.

Schwartz will personally warble five "Gay Life" tunes this Tuesday (19) when he appears on Westinghouse Broadcasting's syndicated "PM East," which is carried here by WNEW-TV. Also appearing on the show will be "Gay Life" performers Jeanne Bal and Elizabeth Allen. Following the "PM East" date, Schwartz planes to Detroit, where he will stage a similar radio-TV campaign in co-operation with Capitol's Detroit branch promotion men. "The Gay Life" opened Detroit's new Fisher Theater during its out-of-town try-outs and the town is considered a particularly good sales bet for the original-caster. Among other N. Y. shows Schwartz guested on were Joe Franklin's WABC-TV; Arlene Francis' WOR; and NBC-TV's "Today."

"The Gay Life" also garnered national exposure last Sunday (17)

Graveyard Ops Are Victors in Disk Price War

PHILADELPHIA — Stories of colorful goings-on during the recent Gimbels-Korvette price war continue to be heard here in the wake of bitter pricing contests. One of these concerns two graveyard operators who pulled off a quick profit coup through patience and clear thinking.

Each of the operators hooked up with three other individuals to form two buying teams. The teams then invaded both Gimbels and Korvette's. Since, for a time, the stores allowed only one copy of an album per person, the individuals on each team bought one album at a time, took it outside and returned in a few minutes to buy another. Mitch Miller albums were the focal point of the frenzied buying action.

In all, more than 800 Miller albums were purchased by the buyers through repeated trips inside each store. The sets were bought for \$1.39 or less. The albums were then taken to a rack jobber a couple of blocks away and sold for \$1.90, for a total profit of close to \$400.

when its stars, Barbara Cook and Walter Chiari, and featured player Elizabeth Allen appeared in two elaborate production numbers from the show on Ed Sullivan's CBS-TV seg. Sullivan's program is a much-sought after exposure outlet for Broadway hits these days, in contrast to the time not too long ago when producers believed "giving it away" on TV was only permissible when a show was a flop.

Push for 'Kwamina'

Although "Kwamina" folded on Broadway a few weeks after it opened last month, its composer Dick Adler has hired promotion man Danny Winchell to help push Capitol's original-cast album of the show. Both Adler and the show's star, his wife, Sally Anne Howes, have been making the rounds of radio and TV shows to plug the LP.

Miss Howes pulled a real coup a couple of weeks ago when she guested on Jack Paar's NBC-TV program (after the show had folded) and sang two numbers from the musical. Paar also gave the "Kwamina" album a big send-off and has since had Miss Howes back for additional appearances. Her next Paar date is December 21.

In addition to its original-cast album of "How to Succeed," RCA Victor is also to get video exposure for its original-cast package, "Milk and Honey." The show's stars, Robert Weede, Molly Picon, Mimi Benzell and Tommy Rall, have made several TV appearances.

Weede and Miss Picon are set to guest on WCBS-TV's "American Musical Theater" later this month.

Even Broadway's No. 1 hit "How to Succeed in Business Without Really Trying," is in the race to garner TV exposure. The show's star, Robert Morse, has guested on the Paar telecast, and both he and co-star Rudy Valley have guested on other video shows since the opening. Prior to the opening, director Abe Burrows played and sang tunes from "How to Succeed" on "PM East" along with material from other musicals he has been associated with through the years.

Prime Exposure

Although "PM East" is only syndicated in 11 markets, Broadway producers and record manufacturers consider it a potent plug because all its markets are key cities where original-cast album sales are strongest and people are more Broadway show-minded.

Consequently, Broadway stars and composers not only appear on the program, but also perform for scale. For example, a couple of weeks ago, Elaine Stritch of "Sail Away," Alfred Drake of "Kean," and "Let It Ride" (which has since folded) co-stars George Gobel and Sam Levine were all featured on the same show. Miss Stritch, Gobel and Levine gave live renditions of their respective show scores. Drake was heard, via Columbia's original-cast album, while a montage of still-photos from the musical were shown on the screen. RCA Victor's

(Continued on page 21)

GEMA to Press Royalty Payment Fight With AFN

By OMER ANDERSON

MUNICH—GEMA, the German performing rights organization, is pressing the West German Defense Ministry to ante up royalties for music played by the U. S. military radio network in West Germany.

It had been assumed that GEMA would drop its demands against the Armed Forces Network (AFN) in the wake of an unfavorable court decision.

However, the GEMA board chairman, Dr. Erich Schulze, has just served notice that GEMA has conceded nothing in its demands on the U. S. military, but is merely switching its tactics.

Dr. Schulze, in a statement to Billboard Music Week, scotched the notion that the German court's ruling quashed GEMA's claim. On the contrary, Dr. Schulze claims the court decision affects only the matter of procedure—and not substance.

GEMA's board chairman suggested that his organization is fighting the military network primarily on behalf of ASCAP, the U. S. copyright society with which GEMA has a co-operative arrangement, GEMA collecting royalties for ASCAP in West Germany and vice versa.

(Continued on page 18)

German Gift Idea: Give a Juke Box

DUESSELDORF, W. Germany—A juke box is this season's Christmas gift for the Ruhr tycoon who "has everything."

A record number of phonographs are being sold to private owners, the overwhelming majority in the "castle set." It is not unusual for some German industrialist juke box fanciers to have two or three—perhaps as many as five—juke boxes.

A Ruhr distributor disclosed, "The German tycoon has developed into a great new potential juke box market. The tycoons—at least those in the Ruhr—love juke boxes.

"You can sell one for dancing in his villa, another for the game room, and perhaps two or three for his castle or hunting lodge in Bavaria."

A distributor in Essen added, "None of my tycoon clients will let me talk about it, but I am finding them a terrific market for juke boxes as a Christmas gift gimmick.

"Some of these families have so much money they literally have everything else. Now they have discovered the juke box and are taking to it like mad. Most of these families have three or four cars in their garages, so it's nothing for them to buy a half dozen juke boxes at a crack to play around their various homes and holiday hideaway."

A favorite pastime with some tycoons is "face-lifting" juke boxes. One tycoon reportedly—although this account may be apocryphal—replaced his box's chrome with gold and altered the housing to resemble a music box (boudoir variety). He then presented it to his wife.

(Continued on page 47)

PUBLIC'S CHOICE

Jockeys Feel New Twisters Not Teens

NEW YORK—Record manufacturers and disk jockeys may find the answer to lagging singles and the decline of lessening enthusiasm for pop disk shows in the current rage for the Twist, according to veteran deejay Buddy Deane, WJZ-TV, Baltimore.

There is "powerful verification," opines Deane "that great portions of the public currently accepting

the dance as a 'new' innovation are not those who are the normal everyday record buyers influenced by radio and TV disk jockeys or automatic coin machines. These are not the people we have come to commonly accept as the backbone for record sales. Rather, these are adults, or least, sophisticated and ultra-conservative teen-agers, virtually untapped previously as potential customers for pop record sales or as audiences for disk jockey programs."

"This I firmly believe," continues the jock "points to a tremendous but unrecognized buying audience for pop records which all of us are ignoring in our normal attempts to reach what we have referred to as the 'great mass'."

Passé to Teens

Looking back two years ago (when Chubby Checker's recording of "The Twist" was a hit with teen-buyers and last year when his

(Continued on page 16)

Six Waxings of 'Tender Is the Night' Pic Tune

NEW YORK — The Big Three Music Corporation has lined up six records on the title song from the new picture "Tender Is the Night" and has set a major exploitation drive on the song. Artists who have waxed the tune include Tony Bennett, Clebanoff Strings, Vic Damone, Earl Grant, Gogi Grant, and George Greeley. Earl Grant plays a chorus of the tune in the picture as well as performing another tune, "Honey."

Firm is also making special mailings on the tune to deejays, and sending out head scarves for deejay's spouses to help promote the song.

No Adjudication In Suit Between Rose & Everlys

NASHVILLE—No adjudication has occurred in a breach of contract suit recently lodged by Wesley Rose against Don and Phil Everly. A story in BMW (December 11 issue) erroneously indicated a decision in the suit in favor of the brothers.

According to a statement made to Rose by his attorney, Barksdale and Hudgins of Nashville, "The lawsuit is still in progress and the parties are in the process of taking testimony for the trial of the case. It has not been decided or adjudicated by the court nor has any decision been reached by the court as to your (Rose's) claim that you are still their personal manager."

It was also brought out by counsel to Rose that a recent withdrawal of funds from an Everlys savings account which required Rose's counter-signature, was done with his agreement and not under any order of the court, as had been indicated by the earlier story.

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Paid Circulation This Issue 21,362

READER'S DIGEST TESTING DOOR-TO-DOOR DISK PLAN

NEW YORK—Reader's Digest Music, Inc., agent for the RCA Victor Records Clubs is pilot-testing a door-to-door sales campaign involving a stereo phonograph and a package of stereo albums. This was confirmed last week by A. L. Cole, general manager of the Reader's Digest, who pointed out that the campaign, at this point, could be regarded as experimental.

Many executives in the record industry, of course, feel that the anticipated potential of stereo has never been realized; that stereo sales have not achieved the expected peak. Cole stated that the Digest was anxious to broaden the base of stereo sales by familiarizing more people with this relatively new musical experience.

"We, of course, are interested in records, but this campaign could help phono manufacturers, record manufacturers and consumers," he stated.

The executive added that the price of the phono-record package was also experimental—depending upon the number of records. The price ranged, he said, from \$220 to \$290.

It is understood that the package, which has been previously tested in Canada, is now being tested in New York, among other areas.

The Columbia Record Club has had a stereo record and phonograph package special offer for members since the fall of the year. The Columbia deal offered members 15 stereo records plus a stereo phono, and a 200-record rack, for \$179.95. The deal is available on a time payment plan, with \$9.95 down and 20 payments of \$9.35 per month.

RISE & FALL

Current Singles in Long Chart Life

NEW YORK—A sales pattern of longevity has been very noticeable in the singles record field during the past six months. In contradistinction to the well-known pattern wherein a record quickly rises on the "Hot 100" and rapidly drops off, many disks remain on the chart a long time. Often too, these same disks have had the benefit of long and intense promotion in local areas prior to their appearance on the national chart—so that the total life span of the disk may be five or six months.

On Example
A good example of this pattern of intense promotion and resultant longevity is Solomon Burke's "Just Out of Reach" on Atlantic. This was released on August 3—almost five months ago and has been on

the "Hot 100" for 14 weeks. It has been as high as No. 24, then dropped to No. 38 and is now up to No. 31 again. It is known that Atlantic has sold over a quarter million copies, and it is still going strong.

Prior to landing the disk on the national chart, Atlantic did a great deal of intensive promotion throughout the South, and by slow degrees was able to achieve enough exposure to gain a national spread for a relatively obscure artist.

Plenty of other disks on the national singles chart have been around a long time. The Marvellettes' "Please Mr. Postman" on Tamla, which was in the top slot last week and is now in second position, has a chart total of 16 weeks to date, not counting pre-chart activity. "Bristol Stomp" by the Dovells on Parkway, now at No. 30, has 15 weeks of chart activity. "I Love How You Love Me" by the Paris Sisters on Gregmark, which just dropped off the

(Continued on page 48)

TOPS RELEASING 138 JAN. ALBUMS

HOLLYWOOD — Tops Records and eight of its sister labels will hit the market with a combined blockbuster release totaling 138 LPs, according to its January releasing schedule.

Artist and repertoire Vice-President Dave Pell told BMW that he has scheduled the 138 album releases for January 15.

Product will be issued (both mono and stereo) on the Tops, Kimberly, Trophy (a new line to be unveiled for the first time), Venise, Mayfair and Golden Tone labels, as well as the recently acquired Eli Oberstein companies of Evon, Acorn and Galazy.

Second Batch of UA Counter Racks Ready

NEW YORK — United Artists Records is releasing a second group of 1,500 patented counter display racks early in January. The racks are now featured in more than 1,500 retail outlets across the country.

Art Talmadge, UA prexy, reports that the racks, which he designed, have been responsible during the past month for the sale of more than 50,000 albums.

Siravo Ad-Lib A.&R. Head

NEW YORK — George Siravo has been named national sales and promotion manager of Ad-Lib Records. Initial release is "Uncle Clyde's Play and Sing Along Too," arranged and conducted by Siravo.

Dealers Will Build Volume by Going Where the Shopping Traffic Goes

By REN GREVATT

CORAL GABLES, Fla.—The small, independent dealer who uses his brains can still make it in the record business, according to Mike Spector, former president of the Society of Record Dealers of America, and proprietor of Spec's Records here.

Spector, commenting on a story in last week's BMI regarding distributor take-over of retail record shops in various areas, agreed that one reason for this is the increased activity of out-of-town suppliers of records to chain and discount operations in the big shopping center locations. This has contributed to a loss of accounts for the local distributor who feels he can fight back only by operating his own retail outlets.

According to Spector, however, this very situation offers a major opportunity to the indie dealer if he will simply "wise up to the situation." Says Spector: "It isn't even discounting that's killing the small dealer so much today. Let's face it, almost everybody discounts to a greater or lesser degree. What's really important to a dealer is the matter of location. He is a victim of a major trend that encompasses all retail business—the trend to the shopping center where mass buying of all kinds of goods goes on.

Big Traffic

"More and more the big customer traffic is being attracted to the shopping center. The record de-

partment or separate record store in the shopping center is right there, so to speak, and gets that traffic. And that's where the indie dealer comes in. He is going to have to make himself aware of the trend and realize it is not going to change. If he's smart, he will try to get himself located in the shopping center, too—where the traffic is.

Spector went on to unleash a blast at the various kinds of chain and discount record operation as they are now often conducted. "There are several factors to think about," he asserted. "First, you have the chain discounter with a leased department. In many cases the records are supplied by somebody far away. One of our chains in the Miami area gets its records out of Fall River, Mass. Another is serviced entirely from St. Louis. But the separation factor makes it impossible for them to be on top of the opportunities. How can a guy in New England be fully aware of local buying habits or favorite artists or hit singles in the Miami area?

"With singles especially, it's a rough situation. If a record begins to break through good airplay, they probably don't even have it here in these stores, and it may take them a week or two weeks to get it from Massachusetts. By the time it arrives, the record may be dead. Who profits from that?"

(Continued on page 10)

ASCAP to Issue Cleffers' Almanac On Monthly Basis

NEW YORK — A monthly ASCAP Almanac, with a list of composers' birthdays, and anniversaries of musical shows, is being sent out, starting in January, to program directors and disk jockeys. The Almanac is being compiled and edited each month by Stanley Green, the musicologist and author of "The World of Musical Comedy," for the Lynn Farnol public relations firm, which is now servicing ASCAP.

The Almanac for January runs to seven typewritten pages, and contains information about many composers and authors, and such Broadway shows as "Pal Joey," "Follow Through," "Rosalee," "Street Scene" and "Strike Up the Band," among others. There is also mention made of books.

There are other items that the Farnol organization is also working on for ASCAP. One is a biographical dictionary of ASCAP authors and composers. There has not been such a listing issued since 1952. The tome will be in one or two volumes and is expected to be ready sometime in the spring.

Checker's 'Twist' On Chart for 23

NEW YORK — Chubby Checker's Parkway waxing of "The Twist" has been on BMW's "Hot 100" chart 23 weeks—longer than any other disk currently on the list.

This includes the weeks that the Checker platter was on the "Hot 100" when it was first released a couple of years ago.

INT'L VISITORS IN NEW YORK

Giuseppe Giannini, executive manager for international operations of Compagnia Generale del Disco (CGD) of Milan, Italy, reachable through attorney Harold Orenstein at 145 West 57th Street, JU 6-1451.

Sam'l Steinman, Billboard Music Week's Rome correspondent, in New York for first U. S. visit in nine years. Address: Overseas Press Club, 34 West 40th Street, Phone: LW 4-3500.

Yuletide Season Boon to West Coast Record Sales

HOLLYWOOD — Disk dealers here report Yuletide sales booming toward an all-time high, a BMW survey revealed last week, with business increases ranging as high as 50 per cent ahead of last year. Disk sales reflect a sharp increase in this area's economy. According to California State statistics, employment is at an all-time high. In addition, wages during November had reached the highest peak in the State's history.

Clyde Wallichs told BMW that business at his Music City stores is running at 25 per cent ahead of last Christmas. Jerry Johnson reported record sales at his House of Sight & Sound at 15 per cent above last year's all-time high. Bill Denels said that disk business at his Denels Music was keeping pace with the banner sales he reaped a year ago. ("If I do as well as I did last year, I'll be delighted, because last Christmas was, by far, the biggest in all my years in the record business.") What's more, Denels pointed out that he has

reduced considerably his overhead as compared to a year ago, so that he will end up substantially ahead of last year's profits by matching the previous Christmas' gross sales.

Howard Judkins Sr., who decided to try a discount policy during the pre-Yule period, (see BMW, Dec. 11), told BMW that discounting was paying off handsomely. Business is averaging 50 per cent ahead of last year, Judkins said. How much of the sales boost can be attributed to his newly adopted discount policy, and how much of it is due to improved business conditions, Judkins could not estimate. However, indications are that he will stick to discounting after the holiday.

With rare exceptions, all the dealers contacted reported business well ahead of last year, with most claiming that if sales continue at their present brisk pace, they will rack up their biggest Christmas to date.

EDITORIAL

Let's Do It Again

Nothing but pleasant reverberations continue to be heard as a result of the recent country music concert at Carnegie Hall. Sponsored by Nashville's WSM, home of "Grand Ole Opry," the concert achieved two important results. First, it materially helped the Musicians' Aid Society, for whose behalf it was staged. Secondly—and most significant in a broad sense—the concert keynoted in an important urban area, the cultural contribution of country music—not only in a narrow, cultist sense, but in its broadest outlines: that is, as a powerful, native stimulant to the entire world of pop music.

This is all to the good. But why be satisfied with a one-shot impact? The Carnegie concert proved that a live, country music show can be appreciated and understood in New York. We suggest that the Country Music Association and WSM consider seriously the possibility of an annual New York event of this type—a concert which captures the imagination not only of fans, but of radio executives, time buyers and critics on the metropolitan newspapers. Further, perhaps record manufacturers and artists who appear in such a show should give the necessary legal clearances so that an LP of the annual event may be pressed and distributed—the better to spread among urban folk—both in the trade and at the consumer level—the story of WSM, of Nashville and, in toto, of country music and its meaning to the music art and industry.

LATE ALBUM SPOTLIGHTS

MEET SUE THOMPSON

Hickory LPMH 104—Sue Thompson waited a long while for a big hit, but recently she got it, a real big one, with "Sad Movies." Now she's quickly following that up with "Norman," another brisk seller. Both are included in this new set, along with a flock of good country tunes by the Bryants, Don Gibson, John D. Loudermilk and others. Set should get good play.

Christmas Disks Take Off in Windy City

CHICAGO—Christmas finally caught up with the Windy City last week, with "Little Drummer Boy," by the Harry Simeone Chorale, and "Baby's First Christmas," Connie Francis, leading the pack of strong holiday sellers.

Others include "Jingle Bell Rock," Bobby Rydell and Chubby Checker, and Bobby Helm; "Santa and the Touchables," Dickie Goodman (selling steadily here for some weeks) and "White Christmas," Bing Crosby. The Crosby tune is also chalking up substantial sales with juke box operators.

Big sales were being registered with established chart climbers. Very little new material was getting strong action.

Non-Holiday Tunes

Hottest of the new non-holiday tunes is "What a Walk" by Bobby Lewis. The record has been getting air play for some five weeks but is just starting to show up in store sales.

Other new climbers here include "Baby, It's You," Shirelles; "My Boomerang Won't Come Back," Charlie Drake (getting weak action but not too popular with local deejays); "Little Bitty Tear," Burl Ives (listed as a breakout last week and really taking off this week).

"But on the Other Hand," with Ray Charles, is selling well but mainly in the r.&b. markets. "Everybody's Cryin'," Jimmie Beaumont, picked up some sales action, although the tune has long been dropped by local pop radio stations.

"Little Altar Boy," Vic Dana, is already well established on the national charts but continuing to grow strong here. "Peppermint

Twist," Danny Peppermint, is also strong.

Dealers Optimistic

Dealers are generally very optimistic. Pre-holiday buying is continuing to pick up and the trade is looking forward to one of the best winters in many years.

Radio stations likewise report a bullish market. Big singles action, however, is with the material already high on the charts.

One big pop station noted very strong action on "Small Sad Sam," Phil McLean, and "She's Everything," Ral Donner.

Dean Hot

Another big pop station noted excellent results on "Dear Ivan," by Jimmy Dean. The station played the record once last week and was hit by a flood of calls. The disk is now aired every hour.

The same station also noted good action on "Town Without Pity," Gene Pitney; "Let's Go Tripping," Dick Dale (has been hot on the West Coast but picking up here); "Little Altar Boy," Vic Dana, and "I Know," Barbara George.

Of the new releases, the following are being picked by the local radio fraternity: "Jamie," Eddie Holland; "A Little Too Much," Clarence Henry; "Joey Baby," Anita and the So-So's; "Twist-Her," Bill Black; "Tears From an Angel," Troy Shondell; "What Will My Mary Say," Mark Dinning; "Portrait of a Fool," Conway Twitty; "Only Time Will Tell," Gene Montgomery; "He's Not Just a Soldier," Little Richard; "She Taught Me How to Cry," Frankie Sardo, and "Along Came Linda," Tony Bryce.

Wash. Wild For Dorsey, Lynn, 'Baby'

WASHINGTON—Three records which landed on the "Hot 100" this week scored strong local action in the Washington market the past seven days. They are "Do Re Mi" by Lee Dorsey on Fury, "Baby It's You" by the Shirelles on Scepter and "You Don't Have to Be a Tower of Strength" by Gloria Lynn on Everest. The Fury disk received strong air play.

Still selling strong here are earlier breakouts, "Lost Someone," by James Brown; "A Certain Girl," by Ernie K-Doe, and Danny Peppermint's "Twist." Other new "Hot 100" chart climbers doing well here last week were "If You Gotta Make a Fool of Somebody," by James Ray on Caprice; "Poor Fool," by Ike and Tina Turner, and "Letter Full of Tears," by Gladys Knight.

Washington is still buying the old-fashioned Christmas singles: "Little Drummer Boy," by the Harry Simeone Chorale, and "White Christmas" by Bing Crosby. But one dealer notes: "These are the earlier and older shoppers. The newer and hip-type Christmas singles will get rolling when the last-minute buyers get under way."

One of the Super Music outlets, with a "little further out" clientele, is doing a brisk seasonal business in albums like "Midnight Special" by Jimmy Smith, and Clyde McPhatter's "Golden Blues" on Mercury. Salesman Oscar Dillard also reports that Ray Charles' Twist LP

No Breakouts in Detroit

DETROIT—There were no breakouts in this city last week, but three records are doing mighty well among the newcomers. They include The Shirelles' "Baby, It's You" on Scepter, which hit the "Hot 100" this week, and two sides that broke out last week, "Jamie" by Eddie Holland on Motown, and "Tuff" by Ace Cannon on Hi.

Harry Simeone's "Little Drummer Boy" took a big lead in the Christmas disk field, paced by a pair of "Jingle Bell Rock" recordings by Bobby Helms and the Rydell-Checker combo. Crosby's perennial "White Christmas" slipped solidly into next place.

A dealer reported scathingly on the distributorship problems,

noting that the Belmonts' "I Need Someone" could easily hit among his top 10 records—only he can't even find a distributor to get his stock after dozens of requests.

The album business appeared to be going quite well, with the new Chubby Checker-Bobbie Rydell album a big one. Others are "Peppermint Twist" by Joey Dee and the Starlites; Harry Simeone's "Sing We Now of Christmas"; Presley's "Blue Hawaii," and Chubby Checker's "Twist Party."

goes well here, also Ramsey Lewis' "Sound of Christmas" on Argo. Yes, Mitch Miller's Holiday singalong album sells well, even among the hipsters.

Still Bottlenecks

Sales are gaining holiday momentum in the area—but bottlenecks in distribution and delivery are a worrisome threat. One dealer says he does better when he can "get records in here by bus, from out of town, by arrangement with people we know." He said the express companies charge too much, particularly when you have a number of separate packages coming in on a delivery, and you pay on each one. Also, they have found the express trucking service slow and uncertain. "One shipment of merchandise for the radio-TV department came nearly six months after the order was placed—and the the express costs came to nearly 20 per cent of the price of the parts ordered."

Another dealer said local distributors were held up because pressers didn't make enough records. "This is a big bottleneck with our distributor. For example, we could have sold a lot of Jive Five's 'Never, Never,' and Bobby Lewis' 'What a Walk,' but the distributor couldn't get them from the presser. There never seems to be enough of everything to go around. You'd think the manufacturers would want to work out better distributing and pressing systems so we could all sell more records."

Cadence Tags Zeitler Promo Mgr.; Inks Acts

NEW YORK—Cadence Records has named Denny Zeitler as promotion manager. Zeitler, who began with Cadence last week, had been sales manager at Musical Sales, Baltimore one-stop. He'll spend much of his time on the road contacting deejays, racks, one-stops and juke operators in the Eastern half of the nation. Announcement was made by Bud Dollinger, sales chief, to whom Zeitler will report.

Meanwhile, Cadence also signed the Wright Sisters, Ruby and Sue, who are daughters of the great country thrush, Kitty Wells. The girls, who are 19 and 17, have left for a tour of Germany with Miss Wells.

Christmas Buying

Continued from page 1

A new series of albums by ex-deejay Alan Freed have also taken off well here. The albums, which are on the End label, consist of old rock and roll hits by top artists. One is called "Golden Pics," another "Memory Lane," and the third is "The Top 15." Dealers say they are moving strongly, especially the "Memory Lane" set.

noting that the Belmonts' "I Need Someone" could easily hit among his top 10 records—only he can't even find a distributor to get his stock after dozens of requests.

The album business appeared to be going quite well, with the new Chubby Checker-Bobbie Rydell album a big one. Others are "Peppermint Twist" by Joey Dee and the Starlites; Harry Simeone's "Sing We Now of Christmas"; Presley's "Blue Hawaii," and Chubby Checker's "Twist Party."

Dallas Breaks 'Tuff' Winner

DALLAS—Ace Cannon's "Tuff" loomed as last week's breakout in the Dallas-Fort Worth market area. Strong on its heels are "Golly Gee," by Sunny and the Sunglows (Sunglow), and Felix Slatkin's "Theme From King of Kings" (Liberty).

Bing Crosby's "White Christmas" has lost none of its sales pull during more than 19 years that it has ruled the Yuletide disk market, standing as the top-selling Christmas single in this market.

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'Duke of Earl' L. A. Standout

HOLLYWOOD—Gene Chandler's "Duke of Earl" on the Vee Jay label emerged as last week's strongest breakout contender for the Los Angeles market, followed by such other noteworthy newcomers as "Surfer's Stomp," by the Markets on the Union label, and Jan and Dean's "Sunday Kind of Love."

The Rydell/Checker treatment of "Jingle Bell Rock" is leading the Yuletide singles sales among this season's new offerings, while Bing Crosby's "White Christmas" continues to hold its own as the best-selling yesteryear holiday disk.

TROY & RUDOLPH BALTO PAIR

BALTIMORE—Two disks broke out here last week—Troy Shondell's "Tears From an Angel" on Liberty and "Rudolph the Red-Nosed Reindeer" by the Melodiars on Studio.

Newer twisters in an upward spiral were "Mother Goose Twist," by Oliver and the Twisters on Colpix, and "Peppermint Twist," by Danny Peppermint. Others showing plenty of voltage here are "Flying Circle" by Frank Slay; "A Certain Girl," by Ernie K-Doe on Minit; "Norman" by Sue Thompson on Hickory; "I Hear You Knockin'," Fats Domino, and "Pushin' Your Luck," by Sleepy King on Joy, and "Small Sad Sam" by Phil McLean on Versatile.

One big worry here was wheth-

er Elvis' "Blue Hawaii" album would get to dealers in sufficient quantity for the big Christmas run. Last year, two dealers lost "hundreds" of sales when Elvis' "G.I. Blues" was not delivered to them at all during the vital last weeks of Christmas shopping.

Christmas singles doing well here last week were Connie Francis' "Baby's First Christmas"; Bobby Helm's "Jingle Bell Rock"; Brenda Lee's "Rockin' Round the Christmas Tree," and Bing Crosby's perennial "White Christmas." Runaway Christmas albums here are Mitch Miller's "Holiday Singalong," and seasonal albums by Chet Atkins, Lawrence Welk and Harry Simeone. Non-Christmas LP's making extra holiday sales included: "The Amazing James Brown" and "Moon River."

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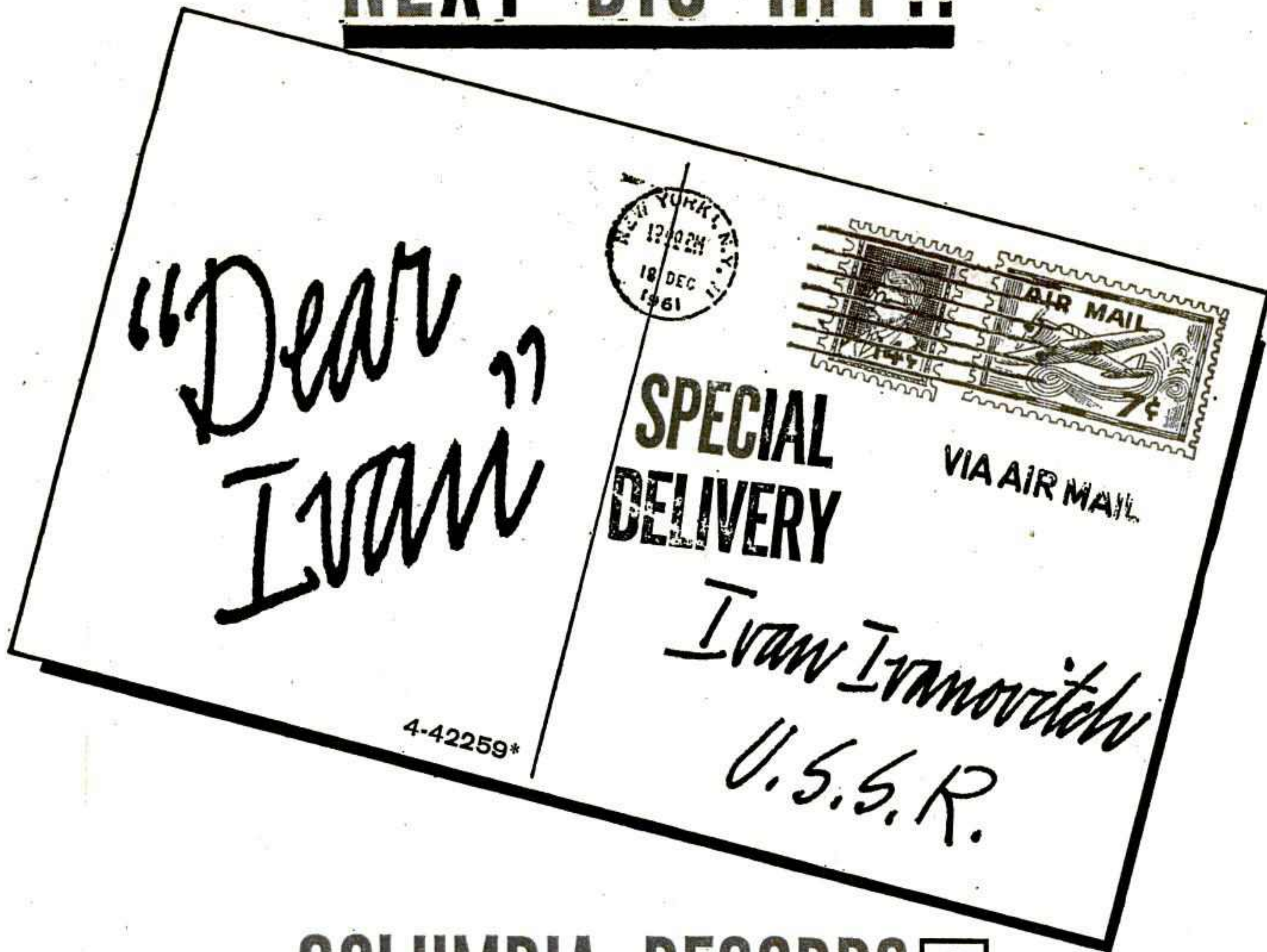
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Old Rock-Roll Hits Bring New Album Life

Record Labels Scramble for Those Big Former Rock Sellers for Top LP Fare

By BOB ROLONTZ

NEW YORK—The demand for old rock and roll hit merchandise of the past seven or eight years is such that album manufacturers are offering as much as \$1,500 as an advance for old single hits to be packaged in albums. This demand for old rock items on the album level coincides with the steady current sales of the old rock and roll hit singles.

The stable sales of rock and roll hits is somewhat analogous to the steady sales of hit merchandise back in the 1930's, when a Tommy Dorsey ("Boogie Woogie") or Benny Goodman ("Sing Sing Sing") single would continue to sell for years after it was first released. Records by top rock acts, vocal acts especially, have followed this pattern. Disks by the Spaniels, the Shirelles, the Moonglows, Chuck Berry, and many, many others, have become solid gold to many dealers.

Oldies Are Goodies

The power of these older hits is illustrated by the sock sales of the "Oldies But Goodies" album which was released on Original Sound label about a year ago. Composed of sides from many labels, the LP turned into a smash across the country. This album was one of the early instances of a label getting tapes from other labels and issuing them on one LP. Since then there have been collections like this one, issued on Roulette by deejay Murray Kaufman (Murray the K), deejay Clay Cole, and recently Alan Freed on the End label.

The Freed LP's, of which there are three, all contain 14 or 15 sides, many of them by artists that Freed had worked with on his live shows in Cleveland or New York. Dealer reports in New York are that the Freed LP's are selling exceptionally well.

Oldie Department

The old rock and roll hits have become so important to dealers that many of them have set up separate sections in their stores to feature these older disks. Sometimes they are called "Memory Lane" hits or "Oldies But Goodies." Most dealers get the full list price of 98 cents for the old disks, even when they are selling new 45's at a discount. There are even some stores who charge two and three times the list for a wanted oldie.

Manufacturers continue to press the oldies even though they okay the disk for a new album. One dealer, who has a big oldie section, stated that the teens will buy a single or an album depending on

the amount of change he has in his pocket. "If he has a buck he buys the single; if he has three bucks he buys the album," he said.

It is not only in the dealer area that the oldies have become popular.

More and more radio stations have added a "Memory Lane" programming feature over recent years featuring older hits, from rock and roll to the sweet and swing bands of the 1930's. A lot of stations stress the rock and rollers, and many jocks, on their regular shows, have a spot for at least a few of the good old rockers.

Synthetic Labels In New N. Y. Hq.

NEW YORK—Synthetic Plastics, operator of the Peter Pan, Promenade and Pirouette low price labels, has moved into new, expanded quarters and has named several new executives.

According to Ira L. Moss, executive vice-president, Ralph Gould has been named vice-president for dealer sales. Gould is now on a trek of 25 cities to meet with key retailers. S. Gordon Stranger has been appointed vice-president for special sales and is now in Hollywood negotiating licensing rights with TV and motion picture producers.

Also appointed were Fred Levi as Southern district sales manager and Mrs. Selma Brody as a.&r. director for Peter Pan. Sid Ascher has been retained as public relations consultant and Alan Berni has been placed in charge of redesigning album covers.

Neil Sedaka Sets East Club Dates

NEW YORK—Neil Sedaka has set a flock of personal appearances in the Eastern section of the U. S. over the next few months. Among the clubs where he is booked are the Boulevard in Queens, the International on Broadway, and the Holiday House in Pittsburgh. Under the guidance of his new manager, Ben Sutter, Sedaka has developed a new night club act, and expects to play clubs across the country in 1962. He also will be the subject of a piece in Life magazine as a result of his solid string of hits on the Victor label.

CHUBBY NEEDS CHRISTMAS \$\$

PHILADELPHIA—Chubby Checker, whose singing antics have spread the twist craze through every echelon of society, asked the Philadelphia Orphans' Court for permission to spread some Christmas cheer — \$2,650 worth.

Chubby, 20, whose real name is Ernest Evans, said in a petition to Judge Harold D. Saylor that the money would be used to buy gifts for business associates and his parents, Mr. and Mrs. Raymond Evans. The petition was filed by David B. Zoob, attorney for Chubby's financial guardian, Merton J. Matz.

In addition, the singer asked for \$1,700 to buy a three-page layout in a trade newspaper and \$1,000 to pay Zoob's fees. He also requested permission to hire a part-time bookkeeper, claiming that "bookkeeping transactions... have become so voluminous that they can no longer be handled in the office of the guardian."

Atlantic Takes To Twist Kick

NEW YORK—Atlantic Records is on a Twist kick. The label has one Twist album ("Do the Twist With Ray Charles") on the charts, and has brought out a second, "Twist With Bobby Darin" (on the Atco label) this week.

A third Twist package, "The Greatest Twist Hits," will be released by Atlantic shortly. The album, a collection of old Twist-tempo singles from Atlantic's catalog, includes "Last Night" by the Mar-Keys, "Mess Around" by Ray Charles, "Jim Dandy" by LaVern Baker, plus sides by the Bobettes, Joe Turner, Clyde McPhatter, King Curtis, Solomon Burke, the Clovers and others.

Paul Livert Premium Manager for MGM

NEW YORK—Paul Livert has been named premium merchandising manager for MGM, Verve and Cub labels, according to MGM President Arnold Maxin. Livert will be in charge of premium ties with nationally advertised products for the labels.

Livert was once a drummer with Bunny Berigan's band, and has been active in show business as night club booker, ballroom manager, talent manager and has been on the stage himself.

NARAS Preps Series of Eight Trade Sessions

NEW YORK—The National Academy of Recording Arts and Sciences (NARAS), which recently staged a debate on the question, "Is Stereo Necessary," has announced a series of eight lecture-discussion sessions on various facets of the disk field.

Series commences Wednesday, January 24, and will run on consecutive Wednesday evenings at the Washington Square division of New York University, main building. Chairmen for the series will be John Hammond, Alan Kaye and Billy Taylor.

The sessions will take up such matters as a.&r. functions in the pop, jazz and classical fields; sales and merchandising through retail and other outlets; promotion, packaging, engineering, and the future of the business. Leading industry figures will take part. Registration fee of \$55 will be charged for the entire series.

Gale Attractions Into Road Shows

NEW YORK—Tim Gale, one of the pioneers of road packages both in his own agency a few years ago and at GAC, has set plans for expanded production of packages, TV production and personal management for his new firm, Gale Attractions. His first road show will spotlight Della Reese, and is set for a February tour.

Gale Attractions now has personal management pacts with Clyde McPhatter, Lillian Roth, Marie McDonald and Jorie Remus. The firm has three TV pilots completed and being considered by TV nets. Gale has named Art Treffeisen an associate in the new firm.

Gal Sings the Twist

NEW YORK—One of the first "Twist" records by a femme artist is on the market this week. It's "Mommy and Daddy Were Twistin'" by 15-year-old Susan Summers on Joe Kolsky's new Diamond label.

Miss Summers guested on Buddy Dean's WJZ-TV, Baltimore, show last Friday (15) and is booked for Dick Clark's ABC-TV "American Bandstand" show December 21.

ASCAP Votes Extension

NEW YORK—The members of ASCAP have voted in favor of an amendment to the articles of association which would permit the Society's president to serve for more than three successive terms. An amendment requires a two-thirds vote. Membership, in this case, was better than 80 per cent in favor of the change.

AVALON GETS OWN ESTATE

PHILADELPHIA — Orphans' Court Judge Harold D. Saylor took judicial notice of Frankie Avalon's having become 21 September 18 and gave the singer \$98,629 of his money "in his own right."

By signing an approval of the accounting in Avalon's estate, under guardianship appointed by the court for the eight years during which the teen-age singer earned a gross of \$666,000, Judge Saylor took the court's reins off Avalon's estate this week.

He had earlier noted that all taxes, the last commissions and fees due Avalon's guardian, Peter Ierardi, and his attorney, Harry R. Back, have been paid. The final balance is the \$98,000 figure.

Commented Judge Saylor: "He is now the master of it and I certainly hope something is done to protect it for him." Back assured the court that Avalon has "a fine investment plan."

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Shopping Center Traffic Key to Dealer Survival

• Continued from page 5

"Then there's another bad thing going on, where a local record department head gets some kind of bonus deal if he accepts some junk merchandise from the guy who is far out of town. What does the local guy care? He's not spending his own money. So the store actually loses sales because the junk is mixed in with the good stuff. By and large it's a pretty shoddy kind of operation."

Spector feels that there are real opportunities for dealers who will try to take over such departments in local chains or local outlets of national chains, on a leased de-

partment or concession basis. "Who knows more about records and catalogs and customers' wants and needs, an established dealer whose living depends on records or some character who works for the big store and gets assigned to the record department?" he asked.

Class Counts, Too

"The dealer can do himself a big favor because he's taking his business where the customers are. And he can do a better job for the store by picking up the whole character of its record operation. Whether the store actually shares in the profits of the record operation or gets its revenue out of the department through rental fees charged to the concessionaire doesn't matter. It still benefits because it has a classier operation."

As early as last summer during the annual SORD meeting at the NAMM Convention in Chicago, Spector pushed this concept in private conversations with other dealers. Prior to that time, he had held negotiations with one of the larger department stores in the Miami-Fort Lauderdale area to take over its record concessions. Though these talks have not been conclusive, he is now actively negotiating for taking over the leased departments in more than a score of stores in the South Florida area of a prominent discount chain.

PHILLY GOING FOR 2 NEWIES

PHILADELPHIA — Two predominantly rhythm and blues-oriented disks stepped out smartly this week with both achieving local breakout status. Little Richard broke through with "He's Not Just a Soldier," while James Brown and the Famous Flames came up with "Lost Someone." Bobby Lewis racked up strong sales with "What a Walk." The strongest record of the week here, and already a national hit, is Barbara George's "I Know."

In the Christmas derby, Bing Crosby, as expected, has done it again, scoring the biggest sales of the week with the undying "White Christmas." Not previously chart-listed this year, but moving fast in its annual comeback, is "The Chipmunk Song." Meanwhile, an important Christmas seller occurred here with the return of a fine old r.&b. record, "Please Come Home for Christmas," with Charles Brown on Federal.

Despite the closeness of the Christmas holiday, business continued spotty on the Quaker City front.

Coleman Joins Kellem, Takes Over Wildcat

NEW YORK — Larry Coleman has taken over the running of Wildcat Music as co-owner and partner with Milt Kellem. The Wildcat copyrights, of which there are about 100, will go into a new firm to be called Warrior Music. The Wildcat name will remain the property of Kellem. Coleman is also a partner with Jerry Simon in Legion Music and Gladiator Music, and represents with Simon a flock of recording artists. The duo owns two labels, Serene and RSVP.

Coleman, who has penned a number of hit tunes over past years, is presently at work on a new musical, "John Henry," with co-author Jerry Capehart, of American Music in Hollywood. The show is tentatively scheduled for the fall of 1962. Next week Coleman leaves for Europe to discuss foreign representation for his International Artists Corporation firm.

Cap Inks Straeter, Edwards

HOLLYWOOD — Capitol Records last week signed two artists to exclusive recording contracts—singer-guitarist-composer Bobby Edwards and vocalist-pianist Ted Straeter.

Edwards, best known for his recording of "You're the Reason" earlier this year, will be handled by Capitol a.&r. producer, Paul Wyatt. Andy Wiswell, the label's New York executive producer, will handle Straeter's session.

MUSIC AS WRITTEN

New York

Jo Stafford is cutting albums and singles for three labels, Capitol, RCA Victor and Colpix. For Capitol she is waxing two albums, one of hymns and one of folk songs. For Victor she is recording with hubby Paul Weston an LP featuring Jonathan and Darlene Edwards, and for Colpix she will cut four sides under Don Costa. . . . Johnny Talley will do a.&r. work for the Briar label. . . . Irv Trencher has been added to Irv Jerome's staff as Continental's district sales manager.

Roulette has landed the sound track of the new flick "Hey, Let's Twist," with Joey Dee and Teddy Randazzo. Paramount threw a party at the Peppermint Lounge in New York last week to celebrate the completion of the new flick. . . . Jimmy Meyers, of Meyers Music, made a financial agreement with Producer Sam Katzman allowing the latter to use the title "Twist Around the Clock" for Katzman's Twist picture with Chubby Checker. Meyers publishes "Rock Around the Clock." . . . Pianist Dave Grusin has waxed the songs from "Subways Are for Sleeping" for Epic. The Epic label is also issuing the track from the movie "Les Liaisons Dangereuses."

Belle Barth is now at the Lafayette House in Indianapolis and returns to the Roundtable in New York January 1. . . . Image label has signed a Cleveland group, the Travelers. . . . Jack Ross, new artist on Dot, is playing Harrah's Club in Reno, Nev. . . . Mrs. Libby Papiernick has been named supervisor, listing of library and catalog for Columbia Records. . . . The Flares are now recording for the Press label, a new Buck Ram subsidiary. . . . Crusade Records has signed Andy Dio. . . . Merrill Lindsay and Robert Reynolds have been elected to the BMI board. . . . Organist Richard Ellsasser starts a five-month transcontinental tour in January. . . . Jack Mills was thrown a surprise party for his 70th birthday last week. His friends are contributing to a music library at Brandies University to be called the Jack Mills Library.

Mary Jay, former arranger and pianist with the Crew Cuts, has opened a recording studio in New York. . . . Tim Gale's agency is now active in talent packaging, TV production and personal management. Art Treffeisen is an associate in the firm. . . . Teddy Randazzo is set for a South American tour starting January 4. . . . A jazz tour of Japan starts in Tokyo on January 2, with Chris Connor, Horace Silver, Blue Mitchell, Junior Cook, Ronnie Ball, Dave Bailey and Ben Tucker. Tour is sponsored by Monte Kay. . . . Nelson Eddy and Gale Sherwood are cutting an album together for Everest. Bob Rolontz

Hollywood

Warner Bros. Records district sales managers, Stu Woodruff, Bob Sommers, Dee Kilpatrick and Fran Howell, attended sales meetings here last week, with label brass headed by President Mike Maitland. Sessions were preparatory to a series of distributor and dealer meetings in 32 markets in launching the label's 1962 sales drive to be conducted by the individual district men in their respective territories.

Diskdom's Joe (Peppermint Twist) Dee, who debuts in Paramount's "Hey, Let's Twist" film, has been signed for two more pictures to be filmed next year. . . . Liberty Records is releasing nationally the late Eddie Cochran's "Week-End" b/w "Lonely" single after testing the disk in the Washington and Denver markets. Platter has enjoyed a long run on England's best-seller lists long after the artist's death.

Bill Welden has placed a new label, Plaza Records, into orbit. First artist signed to the firm is 19-year-old vocalist Ric Lance. Welden's chief backer in the disk enterprise is attorney Harry E. Weiss. . . . "The Christmas Cha Cha," by the Merry Macs, serves as the initial release for Fred Berrens' newly launched Portrait Records label.

Dick Bock has signed an exclusive recording contract with trombonist Tricky Lefton, previously featured by Bock in his Pacific Jazz "Groove" LP with Richard Holmes, Les McCann and Ben Webster. . . . Margaret Whiting opens a four-week run at Boston's Bradford Roof Theater in "Call Me Madam" January 15, and another four-week stint in the same vehicle at Meadowbrook, N. J., starting February 20. Lee Zhitto

Chicago

Bill Siegel, head of Ensign, Antler and Personality Records here, returns after a week on the road. . . . Floyd Ray of
 (Continued on page 34)

headin' for the charts!

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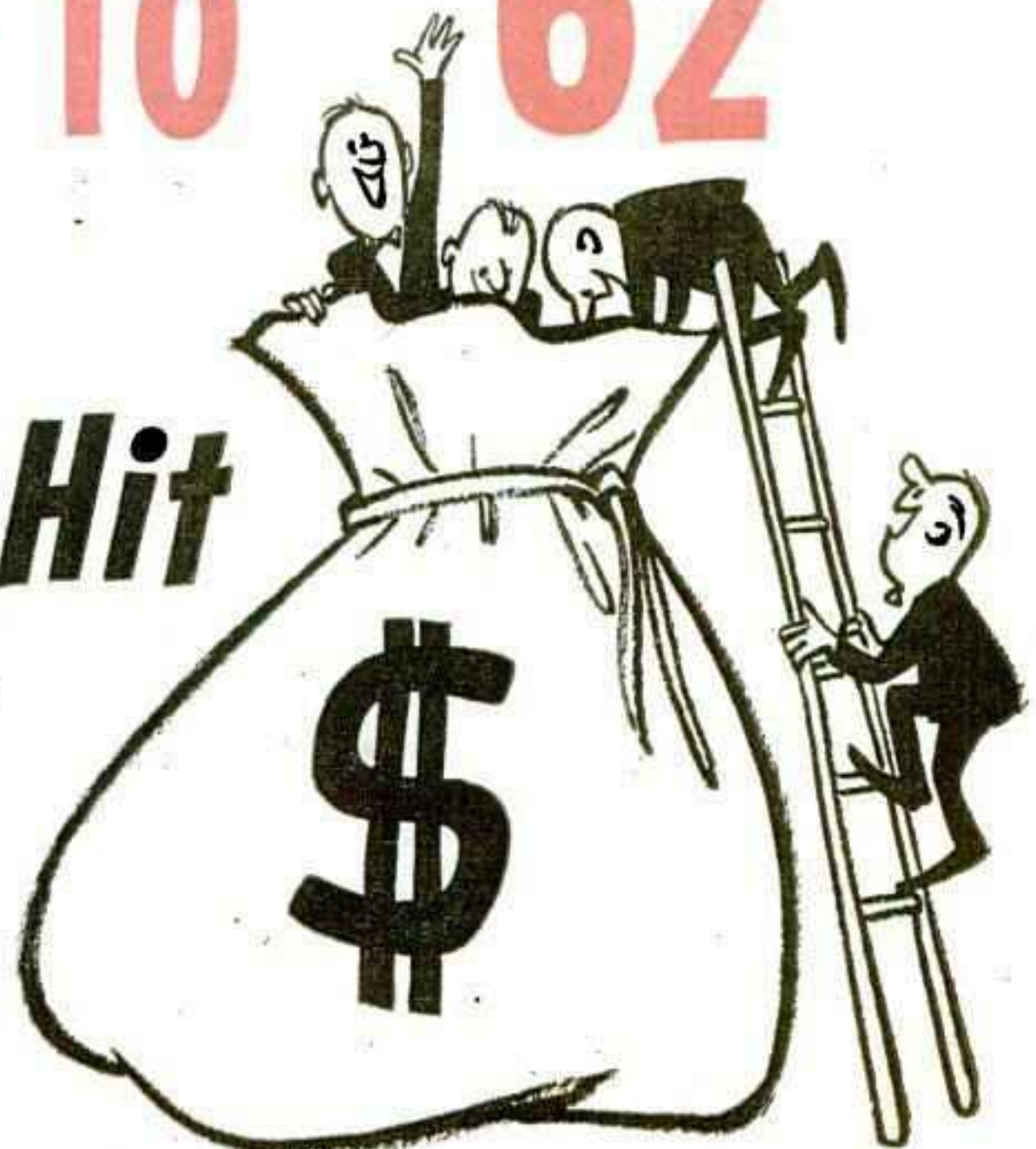
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CHART TOPPERS OF 1961

A recapitulation of Billboard Music Week's weekly charts for the period January through November, 1961

Hot 100 for 1961

Top sides of the year

(A recapitulation of Billboard Music Week's weekly Hot 100 chart for the period January through November, 1961. Note: Certain sides reached their highest level late in 1960 or had not yet reached this level at cut-off time this year—thus their positions, in these few instances, do not necessarily reflect their full or total popularity.)

| Pos. | Title, Artist & Label | Pos. | Title, Artist & Label | Pos. | Title, Artist & Label |
|------|---|------|--|------|---|
| 1. | Tossin' and Turnin' Bobby Lewis, Beltone | 35. | Don't Bet Money Honey Linda Scott, Canadian-American | 69. | Those Oldies But Goodies Caesar and the Romans, Del Fi |
| 2. | I Fall to Pieces Patsy Cline, Decca | 36. | Without You Johnny Tillotson, Cadence | 70. | The Fly Chubby Checker, Parkway |
| 3. | Michael Highwaymen, United Artists | 37. | Wings of a Dove Ferlin Husky, Capitol | 71. | (Marie's the Name) His Latest Flame Elvis Presley, RCA Victor |
| 4. | Cryin' Roy Orbison, Monument | 38. | Little Sister Elvis Presley, RCA Victor | 72. | Wonderland by Night Bert Kaempfert, Decca |
| 5. | On the Rebound Floyd Cramer, RCA Victor | 39. | Blue Moon Marcel, Colpix | 73. | Bless You Tony Orlando, Epic |
| 6. | My True Story Jive Five, Beltone | 40. | Daddy's Home Shep and the Limelites, Hull | 74. | I've Told Every Little Star Linda Scott, Canadian-American |
| 7. | Pony Time Chubby Checker, Parkway | 41. | This Time Troy Shondell, Liberty | 75. | One Track Mind Bobby Lewis, Beltone |
| 8. | Wheels String-A-Longs, Warwick | 42. | Runaway Del Shannon, Big Top | 76. | Angel Baby Rosie and the Originals, Beltone |
| 9. | Raindrops Dee Clark, Vee Jay | 43. | I Don't Know Why But I Do Clarence (Frogman) Henry, Argo | 77. | Pretty Little Angel Eyes Curtis Lee, Dunes |
| 10. | Wooden Heart (Muss I Denn) Joe Dowell, Smash | 44. | Asia Minor Kokomo, Felsted | 78. | Think Twice Brook Benton, Mercury |
| 11. | Calcutta Lawrence Welk, Dot | 45. | Hello Walls Faron Young, Capitol | 79. | Does Your Chewing Gum Lose Its Flavor (On the Bedpost Overnight) Lonnie Donegan, Dot |
| 12. | Take Good Care of My Baby Bobby Vee, Liberty | 46. | Runaround Sue Dion, Laurie | 80. | Breakin' In a Brand New Broken Heart Connie Francis, MGM |
| 13. | Running Scared Roy Orbison, Monument | 47. | Yellow Bird Arthur Lyman, Hi Fi | 81. | Mama Said Shirelles, Scepter |
| 14. | Dedicated to the One I Love Shirelles, Scepter | 48. | Hurt Timi Yuro, Liberty | 82. | Let the Four Winds Blow Fats Domino, Imperial |
| 15. | Last Night Mar-Keys, Satellite | 49. | Hello Mary Lou Ricky Nelson, Imperial | 83. | The Writing on the Wall Adam Wade, Coed |
| 16. | (Will You Love Me) Tomorrow Shirelles, Scepter | 50. | There's a Moon Out Tonight Capris, Old Town | 84. | My Kind of Girl Matt Monro, Warwick |
| 17. | Exodus Ferrante and Teicher, United Artists | 51. | Surrender Elvis Presley, RCA Victor | 85. | Tonight My Love, Tonight Paul Anka, ABC-Paramount |
| 18. | Where the Boys Are Connie Francis, MGM | 52. | I Love How You Love Me Paris Sisters, Gregmark | 86. | San Antonio Rose Floyd Cramer, RCA Victor |
| 19. | Hit the Road Jack Ray Charles, ABC-Paramount | 53. | Ya Ya Lee Dorsey, Fury | 87. | Big Bad John Jimmy Dean, Columbia |
| 20. | Sad Movies (Make Me Cry) Sue Thompson, Hickory | 54. | School Is Out Gary (U.S.) Bonds, Le Grand | 88. | Good Time Baby Bobby Rydell, Cameo |
| 21. | Mother-in-Law Ernie K-Doe, Minit | 55. | Mexico Bob Moore, Monument | 89. | Rubber Ball Bobby Vee, Liberty |
| 22. | Bristol Stomp Dovells, Parkway | 56. | Walk Right Back Everly Brothers, Warner Bros. | 90. | Missing You Ray Peterson, Dunes |
| 23. | Travelin' Man Ricky Nelson, Imperial | 57. | You Don't Know What You've Got (Until You Lose It) Ral Donner, Gone | 91. | Dum Dum Brenda Lee, Decca |
| 24. | Shop Around Miracles, Tamla | 58. | The Way You Look Tonight Lettermen, Capitol | 92. | I'm Gonna Knock on Your Door Eddie Hodges, Cadence |
| 25. | Boll Weevil Song Brook Benton, Mercury | 59. | Moody River Pat Boone, Dot | 93. | You Can Depend on Me Brenda Lee, Decca |
| 26. | One Hundred Pounds of Clay Gene McDaniels, Liberty | 60. | One Mint Julip Ray Charles, Impulse | 94. | Let's Twist Again Chubby Checker, Parkway |
| 27. | The Mountain's High Dick and DeeDee, Liberty | 61. | Take Good Care of Her Adam Wade, Coed | 95. | Take Five Dave Brubeck, Columbia |
| 28. | Don't Worry Marty Robbins, Columbia | 62. | Gee Whiz (Look at His Eyes) Carla Thomas, Atlantic | 96. | Are You Lonesome Tonight Elvis Presley RCA Victor |
| 29. | Portrait of My Love Steve Lawrence, United Artists | 63. | Stand by Me Ben E. King, Atco | 97. | Sea of Heartbreak Don Gibson, RCA Victor |
| 30. | Quarter to Three Gary (U.S.) Bonds, Le Grand | 64. | Spanish Harlem Ben E. King, Atco | 98. | More Money for You and Me Medley Four Preps, Capitol |
| 33. | I Like It Like That the Bomp, Bomp, Bomp), Barry Mann, ABC-Paramount | 65. | It's Gonna Work Out Fine Ike and Tina Turner, Sue | 99. | You Must Have Been a Beautiful Baby Bobby Darin, Capitol |
| 32. | Calendar Girl Neil Sedaka, RCA Victor | 66. | Baby Blue Echoes, Segway | 100. | Please Stay Drifters, Atlantic |
| 33. | I Like It Like That Chris Kenner, Instant | 67. | Baby Sittin' Boogie Buzz Clifford, Columbia | | |
| 34. | Apache Jorgen Ingmann, Atco | 68. | Hats Off to Larry Del Shannon, Big Top | | |


Honor Roll of Hits for 1961

Top tunes of the year

(A recapitulation of Billboard Music Week's weekly Honor Roll of Hits chart for the period January through November, 1961. Note: Certain tunes reached their highest level late in 1960 or had not yet reached this level at cut-off time this year—thus their positions, in these few instances, do not necessarily reflect their full or total popularity.)

| Pos. | Title, Writers, Pub. & Lic. | Pos. | Title, Writers, Pub. & Lic. |
|------|---|------|--|
| 1. | Exodus By Gold Pub. by Chappell (ASCAP) | 26. | Wonderland by Night By Klaus Guenter Neumann- Lincoln Chase Pub. by Roosevelt (BMI) |
| 2. | Calcutta By Gaze-Bradtko Pub. by Pincus- Symphony House (ASCAP) | 27. | Shop Around By Gordy-Robinson Published by Jobette (BMI) |
| 3. | Tossin' and Turnin' By Adams-Rene Published by Stevens (BMI) | 28. | Don't Worry (Like All the Other Times) By Marty Robbins Pub. by Marty's (BMI) |
| 4. | Runaway By Max Crook-C. Westover Published by Vickie (BMI) | 29. | Take Good Care of My Baby By King-Goeffin Pub. by Aldon (BMI) |
| 5. | Pony Time By D. Corvay-J. Berry Pub. by Allan K. (BMI) | 30. | Raindrops By Dee Clark Pub. by Conrad (BMI) |
| 6. | Michael By Dave Fisher Published by United Artists (ASCAP) | 31. | Where the Boys Are By Greenfield-Sedaka Pub. by Aldon (BMI) |
| 7. | Never on Sunday By Manos Hadjidakis Published by Esteem- Sidmore (BMI) | 32. | Running Scared By Roy Orbison- Joe Melson Pub. by Acuff-Rose (BMI) |
| 8. | Travelin' Man By Jerry Fuller Pub. by Four Star (BMI) | 33. | On the Rebound By Floyd Cramer Pub. by Cigma (BMI) |
| 9. | Blue Moon By Rodgers-Hart Pub. by Robbins (ASCAP) | 34. | Every Beat of My Heart By Johnny Otis Pub. by Valjo (BMI) |
| 10. | Apache By Lordan Published by Regent (BMI) | 35. | This Time By Chips Moman Pub. by Tree (BMI) |
| 11. | Mother-in-Law By Allan Toussaint Published by Minit (BMI) | 36. | Yellow Bird By Luboff-Keith Pub. by Frank (ASCAP) |
| 12. | Wheels By Torres-Stephens Pub. by Dundee (BMI) | 37. | I Like It Like That By Chris Kenner Pub. by Tune-Kel (BMI) |
| 13. | Boll Weevil Song By C. Otis-B. Benton Published by Play (BMI) | 38. | Calendar Girl By Greenfield-Sedaka Pub. by Aldon (BMI) |
| 14. | (Will You Love Me) Tomorrow By Carol King- Jerry Goeffin Published by Aldon (BMI) | 39. | Dum Dum By Sharon Sheeley- Jackie DeShannon Pub. by Metrie (BMI) |
| 15. | Quarter to Three By Barge-Guida-Anderson- Royster Published by Pepe (BMI) | 40. | Stand by Me By King-Glick Pub. by Progressive-Trio (BMI) |
| 16. | Dedicated to the One I Love By Pauling-Bass Published by Armo (BMI) | 41. | But I Do By Robert Guidry- Paul Gayten Published by Arc (BMI) |
| 17. | Bristol Stomp By Mann-Appell Pub. by Kalmann (ASCAP) | 42. | Little Sister By Doc Pomus- Mort Schuman Pub. by Presley (BMI) |
| 18. | Big Bad John By J. Dean Published by Cigma (BMI) | 43. | Are You Lonesome To- night By Roy Turk- Lou Handman Published by Bourne- Cromwell (ASCAP) |
| 19. | One Hundred Pounds of Clay By Elgin-Dixon-Rogers Published by Gil (BMI) | 44. | Hello Mary Lou By Gene Pitney Pub. by January (BMI) |
| 20. | Surrender By Pomus and Schuman Published by Presley (BMI) | 45. | Writing on the Wall By Barkan-Baron-Eddy Published by Winneton- Glenville (BMI) |
| 21. | Hit the Road Jack By Percy Mayfield Pub. by Tangerine (BMI) | 46. | Sad Movies (Make Me Cry) By Loudermilk Pub. by Acuff-Rose (BMI) |
| 22. | Wooden Heart (Muss I Denn) By Wise-Weisman- Twomey-Kaempfert Pub. by Gladys (ASCAP) | 47. | Last Night By Mar-Keys Pub. by East-Bais (BMI) |
| 23. | Cryin' By Roy Orbison- Joe Melson Pub. by Acuff-Rose (BMI) | 48. | I've Told Every Little Star By Jerome Kern- Oscar Hammerstein II Pub. by Harms (ASCAP) |
| 24. | Runaround Sue By Ernie Maresca- Dion DiMucci Published by Schwartz-Disal (ASCAP) | 49. | Hats Off to Larry By Del Shannon Published by Vicki- McLaughlin (BMI) |
| 25. | Moody River By Gary Bruce Published by Keva (BMI) | 50. | Angel Baby By Rose Hamlin Pub. by Figure (BMI) |



Once in a great while, a new performer will come along who is special. He will be endowed with talent, presence, youth and a rare, elusive factor that can only be called "star quality." On December 26, 1961, such a performer will be proudly spotlighted by Columbia Records. His name is **Kenny Karen.** 

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THE **LONDON GROUP** OF HIT LABELS

LONDON RECORDS, INC.
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Hot C.&W. and R.&B. sides of the year

(A recapitulation of Billboard Music Week's weekly Hot C.&W. and R.&B. Sides charts for the period January through November, 1961. Note: Certain sides reached their highest level late in 1960 or had not yet reached this level at cut-off time this year—thus their positions, in these few instances, do not necessarily reflect their full or total popularity.)

| COUNTRY & WESTERN | | | RHYTHM & BLUES | | |
|-------------------|--------------------------------------|-------------------------------------|----------------|--------------------------------|--|
| Pos. | Title | Artist & Label | Pos. | Title | Artist & Label |
| 1. | I Fall to Pieces | Patsy Cline, Decca | 1. | Tossin' and Turnin' | Bobby Lewis, Beltone |
| 2. | Foolin' Around | Buck Owens, Capitol | 2. | It's Gonna Work Out Fine | Ike and Tina Turner, Sue |
| 3. | Window Up Above | George Jones, Mercury | 3. | Don't Cry No More | Bobby Bland, Duke |
| 4. | Tender Years | George Jones, Mercury | 4. | Hideaway | Freddy King, Federal |
| 5. | Three Hearts in a Tangle | Roy Drusky, Decca | 5. | Shop Around | Miracles, Tamla |
| 6. | Hello Walls | Faron Young, Capitol | 6. | My True Story | Jive Five, Beltone |
| 7. | Don't Worry | Marty Robbins, Columbia | 7. | I Like It Like That | Chris Kenner, Instant |
| 8. | Heartbreak U.S.A. | Kitty Wells, Decca | 8. | Stand by Me | Ben E. King, Atco |
| 9. | Sea of Heartbreak | Don Gibson, RCA Victor | 9. | Mother-in-Law | Ernie K-Doe, Minit |
| 10. | On the Wings of a Dove | Ferlin Husky, Capitol | 10. | All in My Mind | Maxine Brown, Nomar |
| 11. | Sweet Lips | Webb Pierce, Decca | 11. | I Pity the Fool | Bobby Bland, Duke |
| 12. | I'll Just Have Another Cup of Coffee | Claude Gray, Mercury | 12. | Every Beat of My Heart | Pips, Vee Jay |
| 13. | I Missed Me | Jim Reeves, RCA Victor | 13. | Baby, You're Right | James Brown, King |
| 14. | Hillbilly Heaven | Tex Ritter, Capitol | 14. | Last Night | Mar-Keys, Satellite |
| 15. | Heart Over Mind | Ray Price, Columbia | 15. | For My Baby | Brook Benton, Mercury |
| 16. | Under the Influence of Love | Buck Owens, Capitol | 16. | Boll Weevil Song | Brook Benton, Mercury |
| 17. | North to Alaska | Johnny Horton, Columbia | 17. | Hit the Road Jack | Ray Charles, ABC-Paramount |
| 18. | Walk on By | Leroy Van Dyke, Mercury | 18. | I Don't Mind | James Brown, King |
| 19. | My Ears Should Burn | Claude Gray, Mercury | 19. | Ya-Ya | Lee Dorsey, Fury |
| 20. | Beggar to a King | Hank Snow, RCA Victor | 20. | (Will You Love Me) Tomorrow | Shirley, Scepter |
| 21. | Let Forgiveness In | Webb Pierce, Decca | 21. | One Mint Julep | Ray Charles, Impulse |
| 22. | Loving You | Bob Gallion, Hickory | 22. | Blue Moon | Marcel's, Colpix |
| 23. | I Think I Know | Marion Worth, Columbia | 23. | Quarter to Three | Gary (U.S.) Bonds, Le Grand |
| 24. | When Two Worlds Collide | Roger Miller, RCA Victor | 24. | At Last | Etta James, Argo |
| 25. | The Blizzard | Jim Reeves, RCA Victor | 25. | Raindrops | Dee Clark, Vee Jay |
| 26. | Loose Talk | Buck Owens and Rose Maddox, Capitol | 26. | Pony Time | Chubby Checker, Parkway |
| 27. | Odds and Ends | Warren Smith, Liberty | 27. | Bright Lights, Big City | Jimmy Reed, Vee Jay |
| 28. | Fallen Angel | Webb Pierce, Decca | 28. | Daddy's Home | Shep and the Limelites, Hull |
| 29. | Big River, Big Man | Claude King, Columbia | 29. | Think Twice | Brook Benton, Mercury |
| 30. | Louisiana Man | Rusty and Doug, Hickory | 30. | Please Mr. Postman | Marvettes, Tamla |
| 31. | My Last Date (With You) | Skeeter Davis, RCA Victor | 31. | I Don't Want to Cry | Chuck Jackson, Wand |
| 32. | Sweet Dreams | Don Gibson, RCA Victor | 32. | Gee Whiz (Look at His Eyes) | Carla Thomas, Atlantic |
| 33. | You're the Reason | Bobby Edwards, Crest | 33. | You Can Have Her | Roy Hamilton, Epic |
| 34. | It's Your World | Marty Robbins, Columbia | 34. | A Little Bit of Soap | Jarmels, Laurie |
| 35. | Po' Folks | Bill Anderson, Decca | 35. | Trust in Me | Etta James, Argo |
| 36. | I Went Out of My Way | Roy Drusky, Decca | 36. | Runaround Sue | Dion, Laurie |
| 37. | Hello Fool | Ralph Emery, Liberty | 37. | Driving Wheel | Little Junior Parker, Duke |
| 38. | Walk Out Backward | Bill Anderson, Decca | 38. | Let the Four Winds Blow | Fats Domino, Imperial |
| 39. | Your Old Love Letters | Porter Wagoner, RCA Victor | 39. | Mama Said | Shirley, Scepter |
| 40. | Oklahoma Hills | Hank Thompson, Capitol | 40. | Exodus | Eddie Harris, Vee Jay |
| 41. | Excuse Me | Buck Owens, Capitol | 41. | Lonesome Whistle Blues | Freddy King, Federal |
| 42. | I Love You Best of All | Louvin Brothers, Capitol | 42. | Take My Love | Little Willie John, King |
| 43. | Happy Birthday to Me | Hank Locklin, RCA Victor | 43. | The Switch-A-Roo | Hank Ballard and the Midnighters, King |
| 44. | Walking the Streets | Webb Pierce, Decca | 44. | Bristol Stomp | Dovells, Parkway |
| 45. | Right or Wrong | Wanda Jackson, Capitol | 45. | Look in My Eyes | Chantels, Carlton |
| 46. | Big Bad John | Jimmy Dean, Columbia | 46. | Dedicated to the One I Love | Shirley, Scepter |
| 47. | San Antonio Rose | Floyd Cramer, RCA Victor | 47. | San-Ho-Zay | Freddy King, Federal |
| 48. | Three Steps to a Phone | George Hamilton IV, RCA Victor | 48. | Don't Cry Baby | Etta James, Argo |
| 49. | Backtrack | Faron Young, Capitol | 49. | Find Another Girl | Jerry Butler, Vee Jay |
| 50. | I'd Rather Loan You Out | Roy Drusky, Decca | 50. | That's What Girls Are Made For | Spinners, Tri-Phi |

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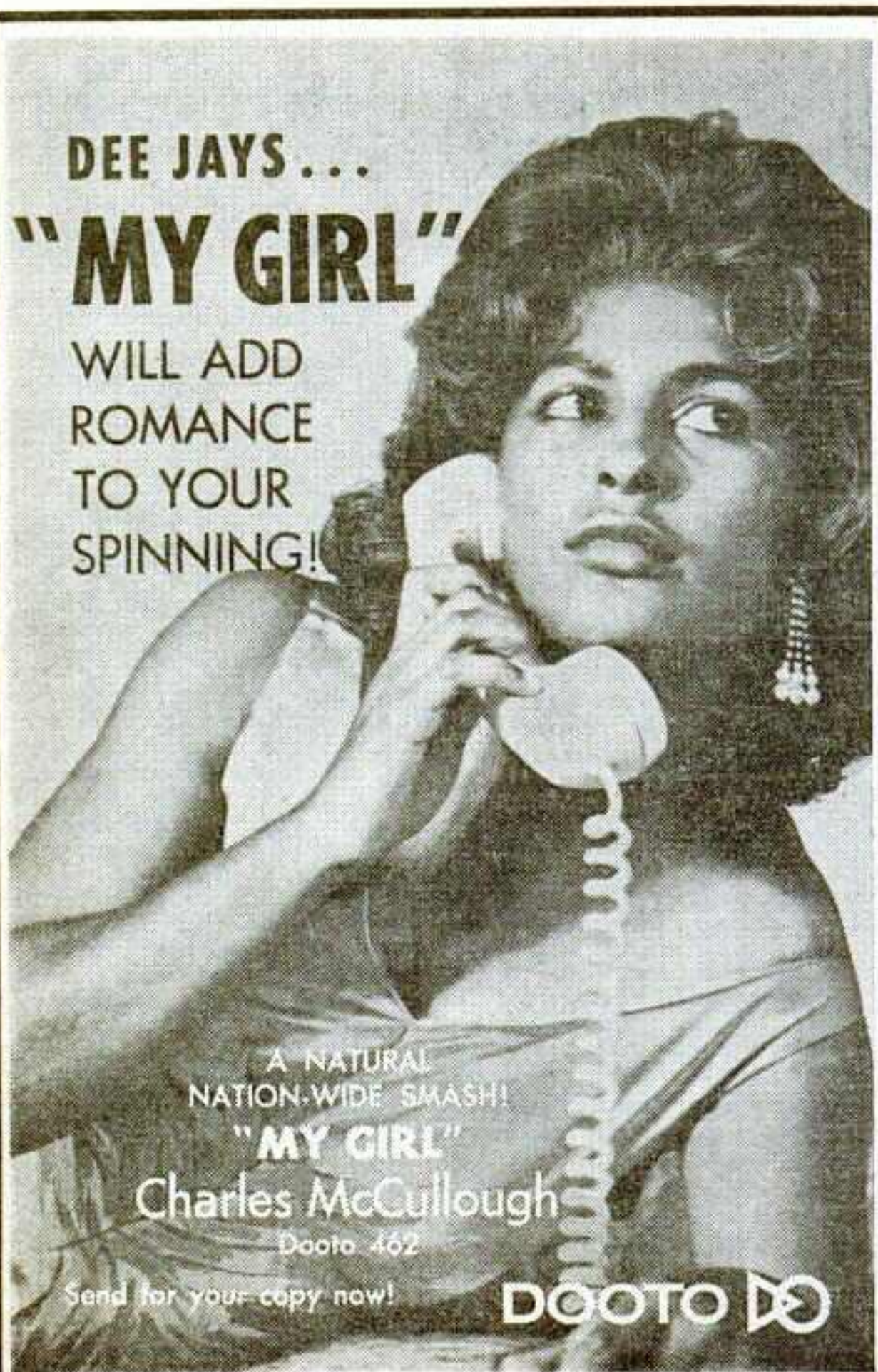
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BILLBOARD MUSIC WEEK

EASY LISTENING

| This Week | Last Week | TITLE, ARTIST, LABEL | From this week's Hot 100 | Weeks on Hot 100 |
|-----------|-----------|---|--------------------------|------------------|
| 1 | 1 | BIG BAD JOHN, Jimmy Dean, Columbia 42175 | | 12 |
| 2 | 2 | TONIGHT, Ferrante and Teicher, United Artists 373 | | 10 |
| 3 | 5 | MOON RIVER, Henry Mancini, RCA Victor 7916 | | 11 |
| 4 | 6 | I DON'T KNOW WHY, Linda Scott, Canadian-American 129 | | 8 |
| 5 | 7 | WHEN I FALL IN LOVE, Lettermen, Capitol 4658 | | 5 |
| 6 | 3 | MOON RIVER, Jerry Butler, Vee Jay 405 | | 11 |
| 7 | 8 | WHEN THE BOY IN YOUR ARMS, Connie Francis, MGM 13051 | | 5 |
| 8 | 4 | CRAZY, Patsy Cline, Decca 31317 | | 9 |
| 9 | 10 | JUST OUT OF REACH (of My Open Arms), Solomon Burke, Atlantic 2114 | | 14 |
| 10 | 18 | WHITE CHRISTMAS, Bing Crosby, Decca 23778 | | 2 |
| 11 | 16 | SMALL SAD SAM, Phil McLean, Versatile 107 | | 3 |
| 12 | 14 | GYPSY ROVER, Highwaymen, United Artists 370 | | 7 |
| 13 | 13 | JOHNNY WILL, Pat Boone, Dot 16284 | | 6 |
| 14 | 19 | COTTON FIELDS, Highwaymen, United Artists 370 | | 4 |
| 15 | — | RUDOLPH, THE RED-NOSED REINDEER, David Seville and the Chipmunks, Liberty 55289 | | 1 |
| 16 | 20 | BABY'S FIRST CHRISTMAS, Connie Francis, MGM 13051 | | 2 |
| 17 | 9 | SEPTEMBER IN THE RAIN, Dinah Washington, Mercury 71876 | | 10 |
| 18 | — | THE CHIPMUNK SONG, David Seville and the Chipmunks, Liberty 55250 | | 1 |
| 19 | — | LITTLE DRUMMER BOY, Harry Simeone Chorale, 20th Fox 121 | | 2 |
| 20 | 15 | LONESOME NUMBER ONE, Don Gibson, RCA Victor 7959 | | 3 |

Jocks Feel Twisters Not Teeners

Continued from page 4

"Let's Twist Again" waxing also clicked), Deane notes, "To the average teen-ager, at least in the Baltimore area, the Twist is archaic, a throwback.

It should be of interest to report that since the current national Twist rage commenced again, this time with more vigor than ever before, that at not one record hop, nor on any of my daily TV shows, have I had so much as one request from one single teen-ager for a specific Twist record. Yet there are a full half dozen Twist singles as well as several albums all selling at a spirited clip in this area. From where then, comes this new fanaticism for a craze at least 24 months old, and about nine dances behind the usual avant-garde of such a popular fad?

"None of us, in this era of lagging public interest and enthusiasm for pop records, can afford the luxury of ignoring that the most current Twist devotees are not the same people as those who were originally caught up in the craze the first time around.

"Whether we be manufacturers, searching for a different and exciting sound to stimulate record sales, promotion men on the alert for new avenues of exposure for the product, or disk jockeys trying to inflate the ratings by garnering interest and hitherto unrealized listeners or viewers, we can all learn from the Twist experience that these goals in the past, at best, have only been partially achieved."

Twistin' at Grossinger's

Gene Kaye, WAAT, Trenton, N. J., is in agreement with Deane. Last Thanksgiving, Kaye hosted an experimental Twist show featuring

Pete Bennett and His Grossinger Twisters at the Grossinger Hotel and Country Club Playhouse, heretofore reserved for strictly adult entertainment. The show was so successful that Kaye is now emceeing regular Friday night "Cavalcade of Twist" programs at Grossinger's. At the same time, Kaye notes that Grossinger's — for the first time—has decided to book teen-type acts in the Playhouse, rather than confining them to a separate room for teen-agers. First act to make the move is the Belmonts.

Meanwhile, deejays and stations across the country are going all out on Twist promotions. Station WJAS, (NBC's Pittsburgh affiliate, and heretofore a big band-type outlet) sponsored a Twist Day last Thursday (14). "Twist disks were played throughout the day, and teachers from the local Arthur Murray Studios gave special terp instructions on the air.

Texas Twisters

A Twist contest in the middle of a downtown business street was staged December 3 by KNOW, Austin, Tex., and attracted "the largest crowd ever assembled in one block of downtown Austin"—2,800. The contest climaxed a 62-hour marathon broadcast from the local State and Paramount Theaters by KNOW jockeys (Bill Noble and Buzz Long) to raise funds for the United Fund.

As reported in BMW last week, Station WAKY, Louisville, will stage a national Twist contest on New Years Eve, and has asked other jockeys across the country to send winners of any local Twist contests to Louisville to compete for national honors.



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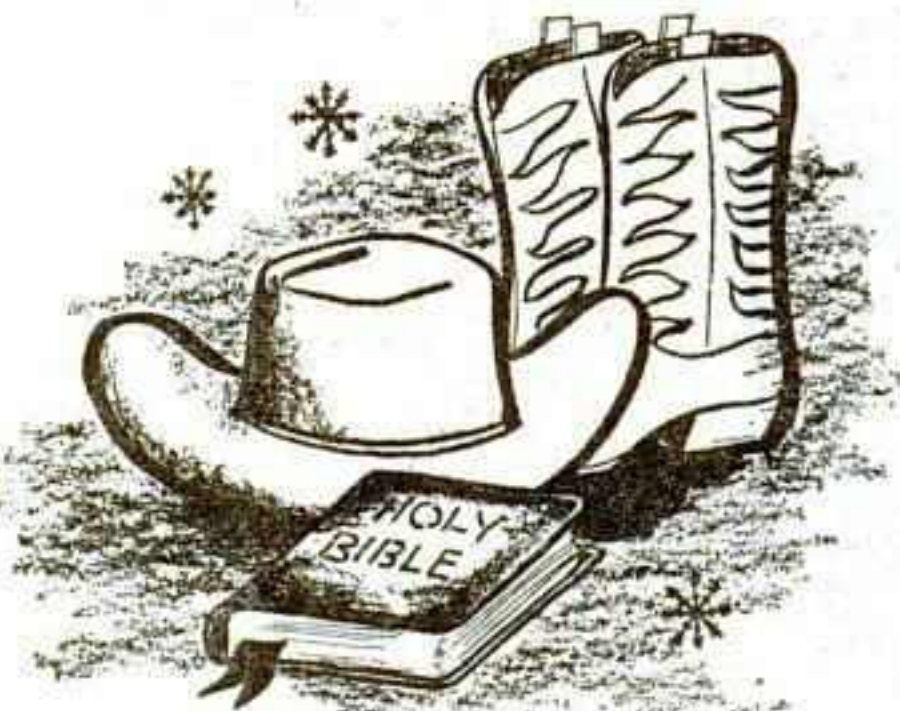
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FOR INVENTORY AND PROGRAMMING

TOP LP's BY CATEGORY

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

VOCAL LP's

Title (Label) (Stereo) Mono Top LP Rank

Male Vocalists

- Paul Anka Sings His Big 15 (ABC)..... 46
- **BIG BAD JOHN (COL)**.....(50) 50
- Belafonte at Carnegie Hall (RCA).....(10) 21
- Boll Weevil Song and 11 Other Great Hits (Mer).....136
- **CHUBBY CHECKER/BOBBY RYDELL (CAMEO)**.. 93
- Come Swing With Me (Cap).....123
- Dance Till a Quarter to Three (LeGrand)..... 89
- Bobby Darin Story (Atco)..... 74
- **DO THE TWIST (ATL)**.....149
- **DOIN' THE TWIST AT THE PEPPERMINT LOUNGE (ROULETTE)**..... 48
- **FOR TWISTERS ONLY (PARK)**..... 72
- Heavenly (Col)..... 77
- **HELL BENT FOR LEATHER (COL)**..... 79
- **HITS OF THE ROCKIN' 50's (LIB)**.....104
- Buddy Holly Story (Cor)..... 55
- Hymns (Cap)..... 95
- **I REMEMBER TOMMY (REP)**.....(6) 7
- Johnny's Greatest Hits (Col)..... 54
- Jump Up Calypso (RCA).....(27) 12
- **LANZA SINGS CHRISTMAS CAROLS (RCA)**...147
- Let's Twist Again (Park)..... 31
- **MERRY CHRISTMAS (DEC)**.....(42) 143
- **MERRY CHRISTMAS (COL)**.....103
- Moody River (Dot).....114
- My Kind of Girl (War).....146
- Nice 'N' Easy (Cap).....135
- Portrait of Johnny (Col).....(20) 9
- Jimmy Reed at Carnegie Hall (V-J).....133
- Rick Is 21 (Imp)..... 94
- Ring-A-Ding Ding (Rep).....105
- **RUNAROUND SUE (LAURIE)**..... 34
- **RYDELL AT THE COPA (CAMEO)**.....130
- Sinatra Swings (Rep).....(15) 71
- Sing to Me, Mr. C (RCA).....124
- Something for Everybody (RCA)..... 90
- Twist (Park)..... 24
- **WHOLE LOTTA FRANKIE (CHAN)**.....121
- **YOUR TWIST PARTY (PARK)**..... 27

Female Vocalists

- All the Way (Dec)..... 65
- **JOAN BAEZ, VOL. II (VAN)**..... 36
- Basin St. East Proudly Presents Miss Peggy Lee (Cap) 126
- **A CHRISTMAS OFFERING (LON)**.....109
- Connie's Greatest Hits (MGM)..... 49
- **ELLA IN HOLLYWOOD (VERVE)**..... 58
- Emotions (Dec).....132
- Judy at Carnegie Hall (Cap).....(4) 2
- **NEVER ON SUNDAY (MGM)**..... 28
- Roaring 20's (WB)..... 63
- **SEPTEMBER IN THE RAIN (MER)**.....144
- **THIS LITTLE BOY OF MINE (EVER)**..... 92

Duos and Groups

- **BROTHERS FOUR SONG BOOK (COL)**.....128
- Colorful Ventures (Dolt).....125
- Encore of Golden Hits (Mer)..... 59
- Four Preps on Campus (Cap)..... 62
- Gain' Places (Cap)..... 69
- Here We Go Again (Cap).....113
- Highwaymen (UA)..... 87
- Kingston Trio (Cap).....102
- **KINGSTON TRIO CLOSE UP (CAP)**.....(11) 3
- Limelitters (Elektra).....108
- **SLIGHTLY FABULOUS LIMELITERS, THE (RCA)**.....(9) 23
- Tonight in Person (RCA)..... 30
- Ventures, The (Dolt).....127

Choruses

- **CHRISTMAS SING ALONG WITH MITCH (COL)**.....(17) 37
- Fireside Sing Along With Mitch (Col)..... 86
- Folk Song Sing Along With Mitch (Col).....110
- Happy Times Sing Along With Mitch (Col).....137
- **HOLIDAY SING ALONG WITH MITCH (COL)**.....(8) 10
- Memories Sing Along With Mitch (Col)..... 61
- More Sing Along With Mitch (Col)..... 78
- Saturday Night Sing Along With Mitch (Col).....106
- Sentimental Sing Along With Mitch (Col)..... 88
- Sing Along With Mitch (Col).....(24) 19
- TV Sing Along With Mitch (Col).....(41) 15
- Your Request Sing Along With Mitch (Col).....(14) 14

Mixed Voices

- Murray the "K's" Sing Along With the Original Golden Gassers (Rou).....107
- Oldies But Goodies, Vol. I (OS)..... 67
- Oldies But Goodies, Vol. III (OS)..... 56
- Sixty Years of Music America Loves Best, Vol. III (popular) (RCA)..... 52

CLASSICAL & SEMI-CLASSICAL LP's

- Rodgers: Victory at Sea, Vol. III (RCA).....(25) 82
- Sixty Years of Music America Loves Best, Vol. III (Classical) (RCA)..... 73

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

INSTRUMENTAL LP's

Title (Label) (Stereo) Mono Top LP Rank

Mood and Dance

- **BERLIN MELODY (DOT)**.....(46) 51
- **BIG BAND PLAYS BIG HITS (LIB)**..... 145
- Calcutta (Dot).....(37) 39
- **CHRISTMAS MUSIC (LON)**.....115
- Christmas With Conniff (Col).....(49)
- **DANCING IN WONDERLAND (DEC)**.....122
- Ebb Tide & Other Instrumental Favorites (Dec).....(38) 38
- **FERRANTE & TEICHER LOVE THEMES (UA)**.....(44)
- Golden Waltzes (Dot).....(19) 66
- Italia Mia (Lon).....101
- **MEXICO (MONU)**..... 70
- New Piano in Town (RCA)..... 80
- Orange Blossom Special & Wheels (Dot).....119
- **SATIN AFFAIR (CAP)**..... 98
- Somebody Loves Me (Col).....(34) 73
- Stars for a Summer Night (Col).....(30) 26
- Yellow Bird (Dot).....(33) 29
- Yellow Bird (Kapp).....140
- Yellow Bird (Life).....134

Jazz

- **BEST OF THE DUKES OF DIXIELAND (AUDIO FIDELITY)**.....(29) 85
- Miles Davis, in Person Friday Night at the Blackhawk, San Francisco, Vol. I (Col).....111
- Dreamstreet (ABC)..... 84
- Exodus to Jazz (V-J).....138
- Pete Fountain's New Orleans (Cor).....117
- Genius of Ray Charles (Atl).....112
- Genius Plus Soul Equals Jazz (Impulse)..... 97
- **GENIUS SINGS THE BLUES (ATL)**..... 99
- He's the King (RCA).....150
- Al Hirt, the Greatest Horn in the World (RCA)..... 83
- Time Out (Col).....(22) 6
- What'd I Say (Atl).....139

Percussion and Sound

- **BONGOS FROM THE SOUTH (LON)**.....(48)
- **50 GUITARS GO SOUTH OF THE BORDER (LIB)**.....(43)
- **MELODY AND PERCUSSION FOR TWO PIANOS (LON)**.....(47)
- Pass in Review (Lon).....(13)
- **PERCUSSION TWENTIES (LON)**.....(40)
- Persuasive Percussion, Vol. I (Com).....(23)
- Stereo 35/MM (Com).....(1)

SHOW MUSIC

Original Cast

- Camelot (Col).....(5) 5
- Carnival (MGM)..... 22
- Fiorello (Cap)..... 81
- **HOW TO SUCCEED IN BUSINESS (RCA)**....(36) 25
- **MILK AND HONEY (RCA)**.....(32) 18
- Music Man (Cap).....131
- My Fair Lady (Col)..... 47
- **SAIL AWAY (CAP)**..... 42
- Sound of Music (Col).....(3) 8
- South Pacific (Col)..... 32
- West Side Story (Col).....(35) 16

Sound Track

- Ben-Hur (MGM).....116
- **BLUE HAWAII (RCA)**.....(7) 1
- Exodus (RCA).....(26) 17
- Fanny (WB).....141
- G. I. Blues (RCA).....(45) 60
- Guns of Navarone (Col).....142
- **KING OF KINGS (MGM)**.....(18) 45
- Never on Sunday (UA).....(31) 33
- South Pacific (RCA).....(28) 120
- **WEST SIDE STORY (COL)**.....(12) 11

Music From Musicals, Films and TV

- **BREAKFAST AT TIFFANY'S (RCA)**.....(2) 4
- Film Encores (Lon).....118
- Great Motion Picture Themes (UA).....(21) 44
- Music From Exodus and Other Great Themes (Lon)..... 96
- **WEST SIDE STORY (CAP)**.....(16) 35
- **WEST SIDE STORY (UA)**.....(39) 53

COMEDY LP's

- Ain't That Weird? (RCA)..... 68
- **BEHIND THE BUTTON-DOWN MIND OF BOB NEWHART (WB)**..... 13
- Button-Down Mind of Bob Newhart (WB)..... 57
- Button-Down Mind Strikes Back (WB)..... 91
- Here's Jonathan (Verve).....100
- Jose Jimenez at the Hungry i (Kapp)..... 40
- Knockers Up (Jub)..... 20
- **MOMS MABLEY AT THE PLAYBOY CLUB (CHESS)**..... 43
- Moms Mabley at the UN (Chess)..... 76
- **PERSONAL APPEARANCE, A (VERVE)**..... 41
- Rejoice Dear Hearts (RCA).....129
- Sinsational (Jub)..... 64
- **RUSTY WARREN BOUNCES BACK (JUB)**.....148

GEMA to Press Royalty Fight

Continued from page 4

AFN plays primarily U. S. music, although it is giving increasing exposure to European tunes.

Legal Pettifogging

Dr. Schulze said that "nobody can fairly dispute the justice of our claim." His position is that AFN is deriving full benefit from the exposure of copyright music, but is resorting to technicalities and legal pettifogging to evade payment of royalties.

In effect, GEMA accuses the U. S. military of seeking to extract an involuntary donation from composers and authors to military morale through the military's playing of copyright music without royalties. GEMA takes the position that instead of "pettifogging," the military should come forward with the straightout request that U. S. composers and authors (and possibly foreign composers as well) donate their music.

GEMA feels, Dr. Schulze indicated, that the German copyright society is being placed in an unnecessarily embarrassing position.

On the one hand, GEMA is under obligation to collect royalties on behalf of ASCAP for all ASCAP - controlled U. S. music played in West Germany. But on the other hand, the U. S. military forces are claiming what amounts to extra-territorial, diplomatic exemption from German laws and German courts.

It is estimated by impartial authorities that AFN has a regular listenership of upward of 32 million Continentals. Some estimates even escalate the figure to 50 million.

Technically, these listeners don't exist — they are "eavesdroppers." AFN, by agreement with European broadcasting authorities, broadcasts only for the "information and education of the U. S. Forces in Europe."

The broadcasting is done entirely in English except for brief programs in Spanish for Puerto Rican troops serving in the U. S. Forces. The format is U. S. and there are no commercials producing revenue and no programming content directed toward Europeans.

Briefly, AFN functions only for the U. S. military forces, and the station's operation and programming content rigidly adheres to this fact.

However, there is nothing the military can do to regulate the demand for U. S. music among Continentals. This demand is so voracious that its music alone has created AFN's huge listenership, and spawned the music royalty dilemma.

GEMA argues that the station has become the major U. S. music promotional force on the Continent, and that obvious, substantial commercial benefits are created by AFN's exposure of copyrighted music.

Surveys indicate that AFN is even more widely—and regularly — heard than is Radio Luxembourg, which also concentrates on music programming, and which is a highly profitable commercial station.

It is no secret that diskeries work hard to get AFN exposure for their top tunes, knowing that sales can be counted on to spurt from Scandinavia to the Bay of Biscay and from Iceland to Italy.

Anti-Payola Safeguards

In fact, AFN's promotion pull is so strong that the military has had to invoke stringent safeguards against payola (which are regarded by experts generally as a model for the trade).

Thus, Dr. Schulze feels that GEMA is on sound ground in pressing its royalty claims against AFN, the military morale argument to the contrary notwithstanding.

Moreover, GEMA contends that its claims against AFN are ex-

tremely modest in relation to the enormous commercial potentialities of the music broadcast. The German copyright agency is dunning the military web for \$57,000 in back royalties covering the entire postwar period.

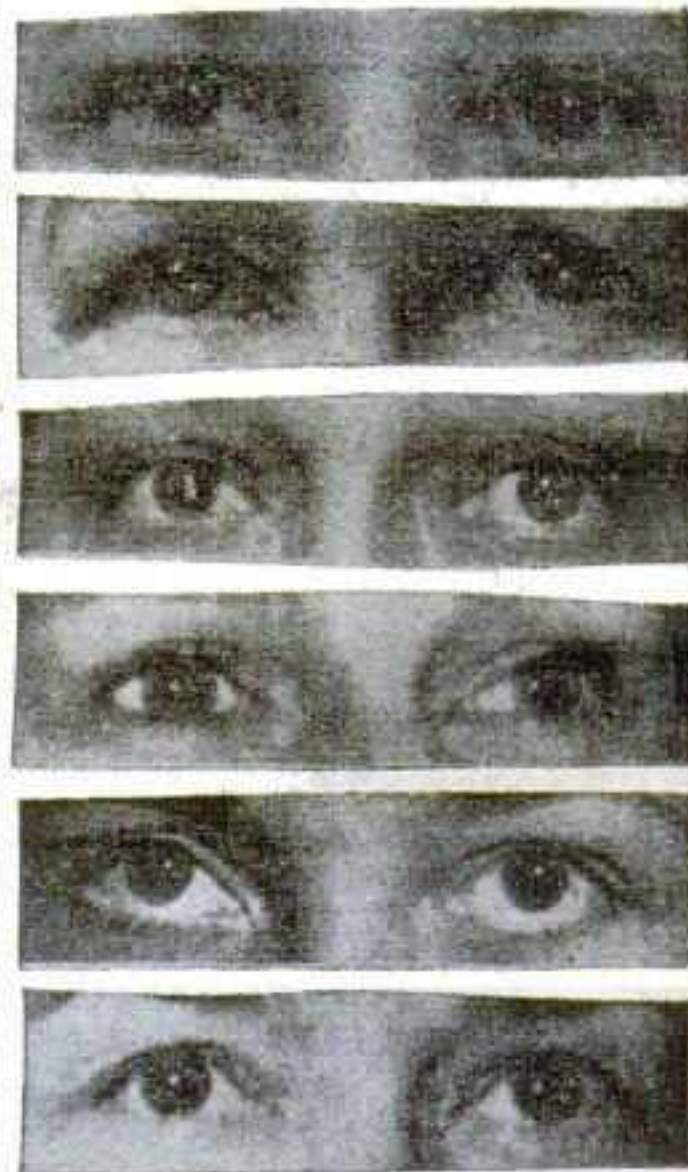
GEMA lost out in the German courts (although GEMA takes the position that the last legal word is yet to be spoken), a Frankfurt court rejecting jurisdiction of GEMA's suit against AFN.

The court ruled it lacked jurisdiction because AFN is a nonprofit organization and an arm of the U. S. Government.

GEMA began dunning AFN in 1959. GEMA went so far as to name several AFN officials and staff members as repondents. But the court refused to hold them legally accountable.

GEMA's most potent argument, and one which the copyright society intends exploiting to the hilt, is AFN's agreement to pay copyright royalties in France and other European countries.

GEMA is prepared to argue that the U. S. military, in effect, is discriminating against the Germans and taking advantage of the fact that this country was under Allied Military occupation when AFN set up shop. Elsewhere, AFN came in cold and had to agree to pay copyright fees.



SEE IT NOW!

...a film for women that could save your life from cancer.

Our film, BREAST SELF-EXAMINATION, will show you how to examine your breasts for signs that might mean cancer and that should send you immediately to your doctor. Thousands of lives are being saved today because women are going to their doctors in time for early diagnosis and proper treatment.

But thousands more could be saved. You can take the first step that will ensure early diagnosis, by examining your breasts once a month and going to your doctor immediately at the first suspicious sign.

BREAST SELF-EXAMINATION will give you all the details. See it now! Call your local Unit of the American Cancer Society or write to "Cancer," c/o your local post office.

AMERICAN CANCER SOCIETY

VOX JOX

By JUNE BUNDY

THIS 'N' THAT: Al Shields, NBC staffer, has been emceeing a flock of record hops around New York. He believes in programming by request, and has developed an effective way of doing it. Shields sets up a list of the current "Hot 100" disks by a mike at each hop. Youngsters are then encouraged to call out which platter they want played from the chart. Shields estimates he plays about 80 disks at each hop. The record which received the most requests to date was "Please Don't Talk to the Life Guard" by Andrea Carroll. Shields played it 18 times one night during a summertime hop at the Capri Beach Club.

John Mooney, WBVH, Attica, N. Y., needs talent to appear at a record hop he will emcee January 13, with all proceeds going to the March of Dimes. . . . Paul Drew, WAKE, Atlanta, has given his wife an early Christmas present, a collie pup, with papers giving one of his parents' names as Guardian Disk Jockey. . . . Dave Jacobs and Bill Stroupe, WLOS, Asheville, N. C., are entertaining patients at the Veterans' Administration Hospital, via closed-circuit broadcasts, which are heard by about 1,000 patients. . . . Al Collins, KSFO, San Francisco, has set up a "World Wide Max" club, "the only organization dedicated to the proposition that you can get something for nothing." The bearer of membership cards distributed by Collins is "entitled to freeload and obtain all freebies offered by the decree of Max Maximus."

George (Hound Dog) Lorenz's syndicated "Hound Dog Show" will be aired over WNJR, Newark, N. J., Monday through Saturday from 8 p.m. to 9 p.m. . . . Deane Johnson is new production director-public service chief at KOMA, Oklahoma City. . . . Bill Lowry, ex-KVOO, Tulsa, Okla., has joined KPRC, Houston. . . . Larry Jaye, ex-WIRV, Irvine, Ky., is now spinning 'em from 6 p.m. to midnight on WFKY, Frankfort, Ky. He writes "Bandstand" features 85 per cent pop sounds but will preview all kinds. . . . Alfred Racco has been appointed general manager of KFRC, San Francisco.

Dale Brodt, ex-KCHE, Cherokee, Ia., has joined KGLO, Mason City, Ia. Brodt is inaugurating a new service which he notes "outlets around the country might be interested in—especially those former 'Top 40' stations that pitched their library when they followed the trend a few years back. "With the aid of my extensive collection of platters," writes Brodt, "I will make available tape copies of the past few years' hits to anyone requesting it. . . . Wayne Henry, formerly with KOPR, Butte, Mont., has moved to KALL, Salt Lake City, in the 10 a.m.-2 p.m. seg.

Dave Stewart, Ray Lawrence and Fred Swanson exited WHAY, Hartford, Conn., a couple of weeks ago. They'll announce new plans shortly. . . . Richard S. Harrington is new public relations director of WNWC-FM, Arlington Heights, Ill. . . . Martin Block, WOR, New York, has been named chairman of the Disk Jockey Division for the 1962 March of Dimes campaign. He will oversee the annual "Disks for Dimes" drive created specially for jockeys.

Dick Richards, WAIK, Galesburg, Ill., reports station is starting a new show, "Teen Tunemsmiths Unlimited," and is "in need of more pop disks, 45's and LP's. Veteran spinner Red Jones, ex-KILT, Houston, has joined WOXL, Atlanta. New programming staffer at KPHO, Phoenix, Ariz., is Sanford L. Gibbons. . . . Ted Brown is celebrating his 12th anniversary at WMGM, New York. . . . John Reardon, program director of KBIZ, Ottumwa, Ia., reports new line-up of deejays: Rex Wilder, 5:30-9 a.m. and 11:30 a.m.-1 p.m.; Larry Kay, 3-6 p.m.; Howard Spencer 6 p.m.-midnight, and Reardon himself, 9-11:30 a.m. and 1-3 p.m. He also needs new c.&w. wax for Darrell Bray's Saturday night "Mid-Town Country Music Time" show.

YESTERYEAR'S HITS

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

**POP—5 Years Ago
DECEMBER 22, 1956**

1. Singing the Blues, G. Mitchell, Columbia
2. Love Me Tender, E. Presley, RCA Victor
3. Green Door, J. Lowe, Dot
4. Blueberry Hill, F. Domino, Imperial
5. Just Walking in the Rain, J. Ray, Columbia
6. True Love, B. Crosby-G. Kelly, Capitol
7. Rose and a Baby Ruth, G. Hamilton IV, ABC-Paramount
8. Love Me, E. Presley, RCA Victor
9. Hey, Jealous Lover, F. Sinatra, Capitol
10. Don't Be Cruel/Hound Dog, E. Presley, RCA Victor

**POP—Ten Years Ago
DECEMBER 22, 1951**

1. Sin, E. Howard, Mercury
2. Cold, Cold Heart, T. Bonnett-P. Faith, Columbia
3. Jealousy, F. Laine, Columbia
4. Cry, J. Ray, Okeh
5. Little White Cloud That Cried, J. Ray, Okeh
6. Because of You, E. Bonnett-P. Faith, Columbia
7. Shrimp Boats, J. Stafford-P. Weston, Columbia
8. Undecided, Ames Brothers-L. Brown, Coral
9. Sin, Four Aces-A. Alberts, Victoria
10. Slow Poke, Pee Wee King, RCA Victor

RHYTHM & BLUES—5 Years Ago—DECEMBER 22, 1956

- Blueberry Hill, Fats Domino, Imperial
Since I Met You, Baby, I. J. Hunter, Atlantic
Slow Walk, S. Austin, Mercury
Ain't Got No Home, C. Henry, Argo
Oh, What a Night, Dols, Vee Jay

- I Feel Good, Shirley and Lee, Aladdin
Slow Walk, B. Doggett, King
Thousand Miles Away, Heartbeats, Hull
Love Me Tender, E. Presley, RCA Victor
You Got Me Dizzy, J. Reed, Vee Jay

**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 Christmas record do you consider a "must" for programming?
(Submitted by Glenn Slade, New York City.)

THE ANSWERS

GEORGE HUDSON
WNJR, Newark, N. J.

I consider Nat King Cole's "Christmas Song" a must for radio programming. In my opinion, this record (more than any other) paints a vivid picture of an American family Christmas. The words are both simple and beautiful, thereby making "Christmas Song" a song that should appeal to both youngsters and adults. So, I've made Nat Cole's "Christmas Song" one of my most programmed Christmas records over the years, in the belief that it produces the same warm, rewarding feeling for my listeners that it does for me.



JERRY KUNKEL
KONO, San Antonio

"White Christmas" by Bing Crosby is my personal choice for "must" Christmas programming. I suppose the choice is due partly to the fact that I remember Bing Crosby singing the original version in the movie "Holiday Inn." I think that people all over the nation do look forward to a true "white" Christmas. Personally, Stan Freberg's "Green Christmas" is my favorite Christmas record, because, to me, it brings home the current American attitude of Christmas commercialization, but I hesitate to program it, as it strikes just "too close to home!"



**LABEL-DEEJAY
PROMOTIONS**

By NIKI KALISH

BASKETBALL SING-ALONG: Mitch Miller's "Christmas Sing-Along With Mitch" LP on Columbia Records garnered much attention last week on the Coast when Station KHJ, Los Angeles, taped—for airing during the holiday weeks—a sing-along session, between halves of the Los Angeles Lakers-St. Louis Hawks NBA basketball game. The song fest was led by KHJ deejays Lucky Pierre, Perry Allen, Paul Compton and Jack Wagner. Columbia Records provided 10,000 mimeographed song sheets for the occasion, in addition to 50 copies of the "Christmas Sing-Along With Mitch" LP for door prizes.

POTENT PROMO AREA: Two new RCA Victor singles and a Parkway Records disk captured quite a bit of attention recently
(Continued on page 24)

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.



PHIL McLEAN

Born in Detroit, Phil McLean was graduated from the University of Michigan with a B.A. in English. After serving in World War II with the Naval Aviation Night Fighter Unit, McLean decided to become a deejay. He's been in radio for more than 14 years, working for WJLB, Detroit, and WERE, Cleveland, and this fall he joined WNEW, New York. McLean's experience in broadcasting includes all types of interview programs, jazz and pop record shows and over six years of a TV bandstand show in Cleveland.

Currently McLean is enjoying the music business from the artist's point of view with his solid single waxing on the Versatile label tagged "Small Sad Sam." These days the deejays call him for hops and he, in turn, gets to talk to many of his friends around the country to plug his record.

In his leisure time, McLean is an avid golfer.

BARBARA GEORGE

Barbara George was born August 16, 1942, in New Orleans. The young vocalist attended school there and began singing in the church choir when she was 13 years old.

Her first professional appearance was at a club in Louisiana. Soon after, Barbara was signed to a recording contract by A.F.O. Records of New Orleans. Her debut disk on that label, titled "I Know," first broke through on the Hot R.&B. chart. Currently, the disk is moving steadily up on the Hot 100. The A.F.O. label is distributed through Sue Records, New York.



**Broadway Moves to B'casters
As Key Cast Album Exposure**

Continued from page 4

"Let It Ride" album, Capitol's "Sail Away" and Columbia's "Kean" LP were all liberally plugged on the air.

Last October "PM East" hosted composers Jule Styne, Adolph Green and Betty Comden. The trio played and sang their "Do Re Mi" score and tunes from their newest effort "Subways Are for Sleeping," which opens on Broadway later this month.

Producers, Too

Other recent "PM East" guests have included producer David Merrick (to plug "Carnival" and "Irma La Douce"); producers Hal Prince and George Abbott, "Fiorello" star Tom Bosley, stars from Prince's former Broadway shows "Tenderloin" (Eileen Rodgers, Lee Becker) and "West Side Story" (Larry Kert), performed several songs from the shows. Last Thursday (14) "PM East" spotlighted new young Broadway musical players, including James Hurt and Pat Harty of "Sail Away" and Joan Weldon of "Kean," resulting in still more plugs for the shows and albums.

"Subways Are for Sleeping" is also reaping ample air exposure from WNEW here. The station has purchased a block of 200 seats for the show's Broadway opening and is pushing the show and its score constantly, via a drawing, whereby 200 WNEW listeners will attend the performance, along with WNEW deejays.

The stunt was first staged by WNEW last year, when "Do Re Mi" opened, and was so successful, the outlet is repeating it this year. Needless to say, single records available on the score are currently pulling considerable play around the clock on WNEW, and the original-cast LP will benefit accordingly after the show opens. Station

WNEW has also instigated a series of reviews, whereby current Broadway musicals are reviewed on the air within an hour of the time the curtain comes down opening night.

Ken Banghart, WCBS, here, this season did a three-month study on the history of a Broadway show, following "The Gay Life" through its rehearsals, out-of-town tryouts and Broadway debut. In all he broadcast 22 separate reports on the show.

Another local radio show which is considered a solid plug for a Broadway show and/or album is "Lee Jordan's Music of Broadway" on WCBS, Sundays, 11 a.m. to 12:30 p.m. and 1:15-2 p.m. here. Jordan does taped back-stage interviews with Broadway musical stars and features music from their shows. The series is sold out, and surveys indicated the Broadway shows and albums are exposed to almost 120,000 homes when Jordan spotlights them on the air.

Effective Outlet

One of the most effective local TV outlets for Broadway musicals and albums is "The American Musical Theater," a Sunday morning (11:30 a.m. to 12:15 p.m.) WCBS-TV series, which has paid homage to a flock of veteran Broadway composers.

Last month (November 26) the program's host, Earl Wrightson, presented a simulated recording session to point up the close alliance between the musical theater and the recording industry. Ernest Altschuler, Columbia's pop a.&r. producer, conducted the session, and Norman Paris served as conductor and arranger. Altschuler filled in listeners on the function of an a.&r. man, and Wrightson "cut" three sides from Broadway shows — "Camelot" "Paint Your Wagon" and "Sound of Music."

Tape Industry Looks to 1962 As the Trade's Biggest Year

NEW YORK — Industry executives last week predicted the biggest year in history for the tape business in 1962, according to a round-up of opinion conducted by the Magnetic Recording Industry Association. The MRIA itself also views the outlook for next year with optimism and has recently conducted an extensive educational campaign, with the co-operation of the National Better Business Bureau to help achieve that end.

Executives whose opinions were tapped see the potential growth of the business next year as ranging from 12 to 50 per cent over 1961 levels. MRIA president, Ken Bishop, who also heads up Bell Sound in Columbus, Ohio, believes that "the dramatic growth of tape in 1962 will overshadow any other year in its history," adding that "1961 was a rewarding year for almost all segments of the industry."

Said Columbia Records Sales Corporation vice-president, Bill Gallagher: "Tape sales in 1961 were excellent. Tape, particularly four-track, has enjoyed continued volume increases every year since we introduced recorded tape. We are most optimistic about 1962 and look to continual growth."

Ferro - Dynamics Corporation

Teppaz Makes Bid For U. S. Market; Names 2 Distributors

NEW YORK — Teppaz, one of the world's largest manufacturers of portable record players, is now making its first bid for the American market. The Lyon, France, firm has signed two record distributors as its first American outlet. Summit Distributors, Chicago, and Tell Music, Madison, Wis., were appointed last week by Joe Sullivan, who handles American sales for Teppaz, and Andre Byasson, export manager of the French firm.

Teppaz portables stress light weight, with the lightest weighing seven pounds, while the stereo model weighs 22 pounds.

In addition to introducing a line of six different portables, Teppaz also bowed a new audio playback component designed to play back through any AM radio equipped with a plug-in jack.

The series of three ranges in price from \$16.95 to \$29.95.

The Teppaz portable line will include the Oscar, at \$49.95; the Transit, at \$69.95; the Presence, at \$79.95; the Octave, stereo playback with two matching speakers in the lid at \$89.95, and two versions of the 448, a stereo portable at \$99.95 and \$179.95. Sullivan will introduce the entire line during the winter furniture show in January at the Congress Hotel, Chicago.

president. Martin Silton, noted, "1961 sales were good; up 15 per cent. In 1962 we expect improved volume due to FM stereo and continued good tape recorder sales."

Herb Brown, head of Ampex Audio, noted that 1961 sales were slightly higher than the year before. "With over 500,000 machines on the market (hence more customers)," Brown declared. "Tape sales should again grow 20 to 30 per cent."

On the educational front, a book titled "Things You Should Know About the Purchase and Servicing of Tape Recorders," and prepared by MRIA in association with the NBBB, is now in its second printing. The book is distributed to the public through high fidelity dealers. More than 125,000 copies have already been printed of the 12-page volume. Distribution has also been made to visitors at the recent New York Hi-Fi Show, to 900 affiliated U. S. Chambers of Commerce and to 116 Better Business Bureaus.

Motorola Debbing C.&W. Demo LP's

CHICAGO — Motorola, which has for some time offered its dealers packages of classical records for stereo demonstration purposes in stores, has now embarked on a fling in the country and western field. Bob Farris, ad and promotion director, said that distributors have urgently requested packages of country LP's for dealers.

The current demo package includes LP's by Pat Boone, Wink Martindale and Bonnie Guitar, who, though not completely country, are more oriented in that direction than say, the Boston Symphony. Farris said requests for country records of this type have come in from all over the country.

Zenith Adds New Stereos to Line

CHICAGO — Zenith Radio Corporation has announced a new line of four stereo console phonos and four console stereo and TV combinations. All the units have provision for the addition of an AM-FM stereo FM "drop-in" radio tuner.

The Debussy basic stereo phono and its counterpart, which includes the radio tuner, retail at \$199.95 and \$285 respectively. The Mendelssohn stereo console and the Crescendo (which includes radio tuner) carry suggested price tags of \$319.95 and \$399.95. All four are available in walnut veneers and hardwood solids. The four new console combinations with TV in addition to phono and radio tuner, range in price from \$650 to \$895.

DISK DEALERS CO-OP PLANS RADIO PLUGS

JERSEY CITY, N. J. — Dealers in Sound Corporation (DISC), local dealer disk buying co-operative, announced plans last week for regular radio advertising on local stations. Spot announcements will plug record specials being offered in member stores and different store names will be mentioned on each spot.

The plan, worked out by Joe Shulman of Park Records, Newark, calls for spots from 7 to 9 p.m., on WVNJ, Newark, and during the same hours on WVNJ, also in Newark. Third station listed is WADO Radio, New York, which will air the spots from 11 to midnight nightly. WVNJ and WADO both feature pop and rock material during these hours, while WVNJ sticks strictly to album programming.

EIA Releases Suggested Ad Practice Code

WASHINGTON — Record Industry traders, many of whom have been deeply concerned from time to time over various aspects of discount store advertising, viewed with interest last week the publication of an advertising code for the home entertainment electronics Industry Association, under the tag, "Recommended Advertising Practices." According to Edward R. Taylor, president of Motorola Consumer Products, who is chairman of EIA's consumer products division, the move lends "significant support to Federal Trade Commission effort to combat deceptive and unfair advertising."

Among the main practices of the code are: (1) When price reductions are advertised, the advertiser should have recently sold the item at a higher price in the regular course of business; (2) Models to which advertised prices apply should be identified by number; (3) No product should be advertised for sale which is not then being displayed by the advertiser or available for prompt delivery; (4) Advertisers should be able to support product claims by demonstration or creditable data.

Victor Adding Tuner to Sets

NEW YORK — With an admitted goal of capitalizing on the growth of interest in FM stereo, RCA Victor has added FM stereo tuner units to two of its current combination sets at no price increase, according to Raymond W. Saxon, marketing vice-president of RCA Sales Corporation. RCA is now offering built-in FM stereo-radio in six stereo phonos with AM-FM tuners.

Said Saxon: "We have added an FM-AM tuner to our popular 'compact cabinet' series. This results in a retail guide price of \$40 under that of our previous price-leading stereo combination."

"With the addition of a \$29.95 FM-stereo radio adapter, consumers can now purchase a unit capable of reproducing stereo rec-

BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

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

BEST SELLING MONAURAL TAPE DECKS AND RECORDERS

| Pos. This Issue | Pos. 9/18/61 Issue | Brand | % of Total Points |
|-----------------|--------------------|----------------------|-------------------|
| 1 | 1 | Webcor | 31.3 |
| 2 | 2 | Voice of Music (V-M) | 15.6 |
| 3 | 3 | RCA Victor | 3.5 |
| 4 | 4 | Wollensak | 3.1 |
| | | Others | 46.5 |

BEST SELLING STEREO TAPE DECKS AND RECORDERS

| Pos. This Issue | Pos. 9/18/61 Issue | Brand | % of Total Points |
|-----------------|--------------------|----------------------|-------------------|
| 1 | 2 | Webcor | 24.1 |
| 2 | 1 | Voice of Music (V-M) | 17.9 |
| 3 | — | RCA Victor | 3.5 |
| 4 | 4 | Wollensak | 3.0 |
| | | Others | 51.5 |

DISK DEALS FOR DEALERS

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

CAPITOL-ANGEL—Expires December 22, 1961. Started October 16, 1961. Christmas Package Program. Twelve and a half per cent cash discount on all Capitol and Angel new yuletide releases, catalog as well as new releases. See page 3, October 16 issue, for details.

CAPITOL—Expires December 22, 1961. Started October 30, 1961. Special sales program. Dealers are offered up to two free LP's for every 10 LP's purchased of 18 of the label's Original Broadway Cast and Movie Soundtrack albums. See page 20, November 13 issue, for details.

CHECKER—Expires December 31, 1961. Twenty-five per cent discount offered to dealers on Steve Alaimo's "Twish" LP. Albums comes with own self-merchandising counter display rack.

DOOTO—Expires December 31, 1961. Started December 11, 1961. "Holiday 10 Plus 1 Plan." One album free for every 10 purchased on entire catalog.

MERCURY—Expires December 31, 1961. Started November 1, 1961. "Operation Gold Rush." Fifteen per cent merchandise bonus. Plan covers 22 new albums and also gives right to buy three catalog LP's in the same price group for every new LP release purchased on same 15-for-100 basis. One hundred per cent exchange privilege on entire November release and 10 per cent exchange privilege on catalog. Dealer must place initial order by November 21.

PETER PAN—Expires December 31, 1961. Started August 15, 1961. Label is offering all of the current seven inch singles to dealers six for \$1.

ROULETTE—Expires December 31, 1961. Started December 4, 1961. Dealers are offered 12½ per cent cash discount off the face of the invoice. Deal covers new album releases as well as entire Roulette, Roost and Tico catalogs.

STARDAY—Expires December 31, 1961. Started November 8, 1961. Country Music Hall of Fame Sale. Through distributors, dealers are offered one free "Hall of Fame" album on each five ordered. Same deal applies to three other double-pocket albums. "Country Music Spectacular." "More Country Music Spectacular" and "Banjo Jamboree Spectacular."

LIBERTY—Expires January 9, 1962. Started November 27, 1961. "Vee Plus Ventures Equals Volume!" Ten per cent cash discount on Liberty's Bobby Vee "Take Good Care of My Baby" LP and the Dolton LP of "Twist With the Ventures."

PRESTIGE—Extended thru January 31, 1962. Started November 4, 1961. Buy seven LP's and receive one LP free. Plan is on entire 7000 series.

TIME—No expiration date. Started November 1, 1961. Entire Series 2000 catalog will be available on a buy six-get-one-free basis.

MONITOR—No expiration date. Started June 19, 1961. Five LP's are specially priced to the consumer at \$1.98. Soviet Army Chorus and Band, Vol. 4, Beethoven Piano Concerto No. 4 in G, Gilels, Piano; Beethoven Piano Concerto No. 5 in E Flat Major, Gilels, piano; Bach Concerto No. 1 in D Minor; Leonid Kogan Plays Prokofiev, Tchaikovsky and Saint-Saens.

CONCERT-DISC—No expiration date. Started September 25, 1961. Complete catalog including new releases offered on a one-free-five-purchased basis. Label's "Success in Life" and "The Businessman's Record Club" series available at 10 per cent discount.

ords and stereo radio as conventional AM and FM radio for under \$260." Built-in FM stereo tuners are being added to the Mark I and Mark II, the "Hutch" models in the current line. Neither will be increased in price. Three new model stereo phonos with a provision for plug-in stereo radio adaptor are listed at \$229.95 and \$239.95 depending on cabinetry.

ALBUM COVER OF THE WEEK

DIXIELAND WITH A TWIST — The Carpetbaggers, Chancellor CHL 5023. A most attractive and unusual cover created by the label's art director, Chic Laganella. The package is wrapped in natural burlap, and the figures and titles, in black, red and green, were accomplished through a silk-screen imprinting process. Potent display material.



**A Bag Full of Hits
For Big Holiday Sales!**



**CONWAY
TWITTY**

**"PORTRAIT
OF A FOOL"**

MGM K 13050

**SHEB
WOOLEY**

**"THAT'S
MY PA"**

MGM K 13046

**THE
STEREOS**

**"SWEET
WATER"**

CUB K 9103

**JIMMY
JONES**

**"HOLLER
HEY"**

CUB K 9102



MGM RECORDS
THE STARPOWER LABEL

NEW DEALER PRODUCTS

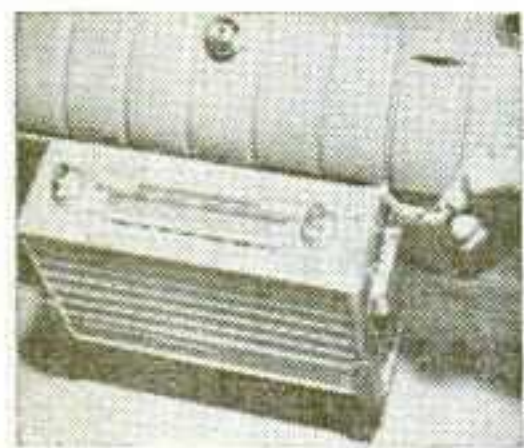
Tape Plays Continuously

Orr Enterprises of Opelika, Ala., is currently marketing this tape player which features continuous play. It may be used in either home, office, planes, cars or boats. The firm's first unit is called the P100 and has record and playback potential. It is designed as a companion piece for a forthcoming amplifier-speaker. With its whip antenna, the unit is tunable to AM broadcast bands and may be played through a radio without direct connections. The player comes in grained walnut finishes and weighs only 9½ pounds. It is 5½ inches



high, 7¾ inches wide and 10¾ inches long. It uses a dual track head, giving two-track monaural playback at 3¾ ips.

AM-FM Portable Car Radio



A new radio being marketed by Majestic International Sales of Chicago is called the Roadmaster. The set may be moved into sockets that connect the portable to the car's antenna and electrical system. The mounting kit, once mounted under the dash, allows the owner to unlock the set and carry it away from the car.

Promote Extension Speakers

Philco extension speakers are the subject of a special counter-display promotion by the company. The display is specifically designed for the two four-inch speakers. They are general-purpose speakers mounted in an attractive molded plastic cabinet which contains a connector socket. A mating plug is provided for cable connections.



Green Light for Buy of WMGM

WASHINGTON—Buy of Lowe's WMGM outlet, New York, by Storer Radio, Inc., was given official blessing by the Federal Communications Commission last week. The tab was \$10,950,000, and Storer has to dispose of its interests in WWVA, Wheeling, W. Va., to bring the deal to con-

clusion. Sale of the Wheeling station to WWVA, Inc., Ira Herbert, president, for \$1,300,000 was okayed simultaneously by the FCC. Storer now operates seven AM, six FM and five TV stations: KGBS, Los Angeles; WAGA-TV, Atlanta; WJW AM, FM, TV, Cleveland; WJBK AM, FM, TV, Detroit; WGBS AM and FM, Miami; WITI-TV, Milwaukee; WSPD AM, FM, TV, Toledo; WIBG AM and FM, Philadelphia, and WWVA AM, FM, Wheeling, now being sold.

LABEL-DEEJAY PROMOTIONS

• *Continued from page 21*

in the South Florida area, thanks to a new feature on Station WQAM, Miami. The show, tagged "The Battle of Sounds," is hosted by deejay Jim Howell in the 6 to 10 p.m. slot. Howell reports he has broken a score of new records in the Miami area including the Tokens' "The Lion Sleeps Tonight" and Neil Sedaka's "Happy Birthday, Sweet Sixteen," both on RCA Victor, and "Jingle Bell Rock" by Chubby Checker and Bobby Rydell, spinning on the Parkway label. This is the gimmick as related by Howell: "Five brand-new disks rushed to WQAM by record companies are aired each night with listeners voting on each by phone to the station. The winners each night battle it out every Saturday night for the champion of the week, which becomes the most played record the following week on WQAM."

BOONE PLUGS NEW DOT DISK: Pat Boone recently gave Station WOLF, Syracuse, a "personal" assist in plugging his latest Dot wax, titled "Johnny Will." The station conducted a drive to raise the \$10 Boone required in the lyrics of the song to win his girl. Boone—in a phone-recorded statement—promised to send an autographed photo to everyone sending in a penny, and even made the pitch for the pennies himself. At last report the station had collected over 600 pennies in four days.

GIMMICKS: United Artists Records sent out eye-catching black and white cardboard boomerangs this week to over 3,000 deejays. The label offers them as a reminder to play the British vocalist Charlie Drake's novelty disk on United Artists tagged "My Boomerang Won't Come Back."

MORE SING-A-LONG: Columbia Records' Mitch Miller and Ray Conniff garnered quite a bit of air time in a recent sing-a-long promotion on Station WCUE, Akron. Because of the success of a similar sing-a-long spectacular the station held several months ago, they decided to air a five-hour musical salute to Miller and Conniff. During the session, from noon to five p.m., Columbia albums by Mitch Miller and Ray Conniff were awarded to listeners whose cards were chosen at random from those sent in during the preceding week.

BOUQUETS FOR BIG BANDS: The numerous albums of Benny Goodman on Columbia, Decca and Capitol Records should receive a lot of attention in the Los Angeles area since Station KHJ, Los Angeles, inaugurated a series of special programs dedicated to the lives and music of America's greatest bandleaders. Their first show was titled "The King of Swing," and devoted three hours to the music of Benny Goodman. Guests slated to appear included Ziggy Elman, Jess Stacy, and Columbia Records a.&r. man Irv Townsend who frequently worked with Goodman.

Just last week, the abundant waxing of the late Glenn Miller on RCA Victor Records, were given a thorough airing on station WRCV, Philadelphia. To mark the 17th anniversary of Glenn Miller's disappearance over the English Channel while serving in the U. S. Army Air Force in World War II, the Philadelphia outlet scheduled a day-long tribute to the famed band leader on Friday, December 15. Throughout the day in seven, half-hour segments the station featured both the often played Miller arrangements as well as those less frequently heard. Each of the seven segments included background information on the featured numbers and biographical information.

WITH THE COUNTRY JOCKEYS

John Capps, of K-Ark Records, P. O. Box 2724, Souldard Station, St. Louis, says he has available copies of **Onie Wheeler's** new sacred platter, "I Saw Mother With God" b.w. "Go Home," which he'll send to deejays who'll write in on their station's letterhead. . . . **Jimmy Simpson**, who spins the c.&w. wax on Radio Alaska, Anchorage, Alaska, is flying to Tennessee this week, accompanied by his wife and daughter, to spend the holidays with Jimmy's folks at Ashland City, Tenn. Jimmy will cut a session in Nashville before returning to Anchorage. . . . For a copy of **Red Zellner's** new Boyd Records release, "One Teardrop at a Time," written by **Betty West**, and "Reach for Your Love," penned by **Eddie Miller**, drop a line to **Bobby Boyd** at 1408 Northwest 28th Street, Oklahoma City.

Carl Day, who spins six hours of country stuff daily via **WMVO**, Mount Vernon, Ohio, puts in a plea for programming material. . . . **Joe Ray** says he's urgently in need of country and western and

gospel records, albums, LP covers and photos of country artists for his shows over **WMGW**, Meadville, Pa.; **WVYN**, Erie, Pa., and **WSEE-TV**, Erie, Pa. **Being a deejay-lancer**, Ray asks that all material be directed to his **Hewenthataway Ranch**, R. D. 3, Box 132, Seagertown, Pa. . . . **Ben Landis**, for the last three and a half years c.&w. deejay at **WFNC**, Fayetteville, N. C., has shifted his activity to **KPET**, Lamesa, Tex., where he is spinning both pop and country platters. **Ben** says he can use all c.&w. material, particularly releases among the **Top 30** listed by **Billboard Music Week**, as he has high hopes of increasing his country broadcast time soon.

"We are really getting good results for the sponsors of the country shows," writes **Tom Reeder**, deejay and general manager of **WARI**, Abbeville, Ala. "In addition to managerial duties," continues Tom, "I'm doing four hours of country a day myself, plus an hour of gospel, and would like to ask the artists to send me promo tapes along with their latest records." . . . Friday, December 8, was proclaimed **Johnny Cash Day** on Station **KCUL**, 50,000-watter in Fort Worth-Dallas. Johnny's records were featured by station deejays **Jerry Parks**, **Jerry Hammons** and **Bob Clark**, and Johnny made a two-hour live appearance on "The Lawton Williams Show" from 4-6 p.m. Listener response was exceptional, **KCUL** execs report. For the last several weeks, **KCUL** has been spotting teasers saying: "Hear the New Sound on **KCUL** starting January 2." Station officials are quick to point out that the new sound definitely is country music.

Cuz Ralph Daily, who has been spinning country, pop and gospel material on **KBBR**, (Continued on page 42)

Harman-Kardon In FM Campaign

LOS ANGELES — A promotion plan that's easily adaptable by any shipment manufacturer has been undertaken here by **Harman-Kardon, Inc.**, in co-operation with its dealers in the area.

A two-hour FM stereo program has been bought on **KMLA**, Monday, from 4 to 6 p.m. A dozen different one-minute spots have been offered to each dealer. These are aired at 15-minute intervals. The announcements invite listeners to "come in and hear FM stereo demonstrated," and the store name and address are mentioned.

Each participating dealer is given a three-by-eight-foot banner which is visible at a distance to passing traffic. The banner, too, asks passers-by to enter the store to hear the on-the-air demonstration. Dealers are also being provided with post cards announcing the broadcasts, for customer mailings.

In another promotion slant, the firm is supplying all its dealers with three-color wall charts explaining the ins and outs of FM stereo.

FCC Hits WDKD On Blue Air Time

WASHINGTON—Some of the "bluest" material ever aired outside of a night club turned up in Federal Communications Commission trouncing of **Kingtree, S. C.**, station **WDKD**, its owner and its deejay last week. The grim, word-for-word quotes from some of deejay **Charlie Walker's** taped out-house humor were included in a hearing examiner's recommendation that the station be refused its request for license renewal and construction permit on the grounds of obscenity, failure to meet program promises and over-commercialization.

The FCC examiner, **Thomas A. Donahue**, says he did a good deal of soul-searching before coming up with his final decision. A careful tally was made of the alleged repeated and wilful nature of the offenses, and the evidence that licensee **E. G. Robinson** knew what was going on in his station. Alternate possibility of fines for the offenses was considered, but technicalities in the law ruled out anything but a yes or no on cancellation of license for this station.

Strouse Heads NAB FM Comm.

WASHINGTON—**Ben Strouse**, president of **WWDC-FM** here, has been named chairman of the 1962 FM radio committee of the National Association of Broadcasters. Others appointed were **Everett L. Dillard**, owner and manager, **WASH-FM**, Washington; **N. L. Benton**, president **WLOL-FM**, Minneapolis; **Merrill Lindsay**, executive vice-president **WSOY-FM**, Decatur, Ill.; **Fred Rabell**, managing director **KITT-FM**, San Diego, Calif.; **Henry W. Slavick**, manager **WMC-FM**, Memphis, and **Harold I. Tenner**, president of **WLDM**, Detroit.

NAB Code Again Bans Hard Liquor

WASHINGTON — The NAB radio code board has again banned hard liquor and acutely intimate personal product commercials from airing on member stations. Two Federal Trade Commission representatives, **Edward F. Downes**, senior staff attorney, and **Seymour F. Stowe**, director of information, were guests of the code board at an informal luncheon here last week. The code board also upheld limitation of advertising to 18 minutes in any single hour, or five minutes in any 15-minute segment, provided weekly average does not exceed 14 minutes per hour. Total radio code membership was given as 1,460 AM and FM stations, a 14 per cent increase over last July's count.



Whether your music features Tchaikowsky or 'teen beat—or anything in between—you can get exactly the records you need through **RSI**. For **RSI** now offers 9 different services, available 14 different ways! All at special, low rates.

Each service is designed as a solution to a specific programming need. A very satisfactory solution, as over 750 station subscribers can testify.

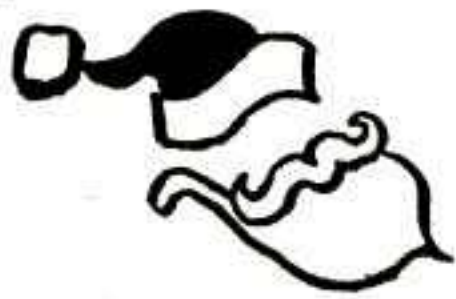
If you have any special record requirements, chances are we can fill them. Call or write.

RSI RECORD SOURCE, INC.
333 EAST 46TH STREET, NEW YORK 17
TELEPHONE: YUKON 6-0155

BROOK BENTON

Double header

a
new
great hit
*for the holiday
season*



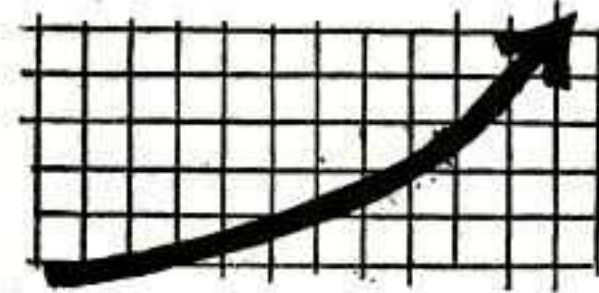
"THE LOST PENNY"

B/W
"SHADRACK"

71912

from the album "If You Believe"
MG-20619 SR-60619

a
solid
hit
*on
all the charts*



"REVENGE"

71903



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

ALBUM REVIEWS

Pop

JUDGMENT AT NUREMBERG



Sound Track. United Artists UAS 5095 (Stereo & Monaural)—The picture, just now opening in key areas, has considerable promise and a lot of promotion behind it, the latter of which can reflect in album sales. The set contains many of the film's listenable, multi-hued themes and striking speeches from the track by Burt Lancaster (one of the accused) and Spencer Tracy (the prosecutor). Much power in these two speeches and they should be an added sales inducement. Package should move as the picture opens in additional sectors.

CONNIE FRANCIS SINGS FOLK SONG FAVORITES



MGM E 3969 (Stereo & Monaural) — Connie Francis reaches into the American treasury of familiar folk songs for this album, and does one whale of a job singing such chestnuts as "Oh Suzannah," "Clementine," "Boll Weevil," "Careless Love" and "Brown Eyes." The impassioned Francis touch is evident on all the slower ballads, while humor and swing take over on the faster tunes. The Jordonaires and ork under the direction of Cliff Parman assist with taste.

ALLEN FREED'S GOLDEN PICS; MEMORY LANE; TOP 15



Various Artists. End LP 313, 314, 315—Here are three sock rock packages of old-time singles hits, many of them closely associated with Alan Freed in his heyday as a deejay on New York's WINS. First package, for example, contains old hits by Little Richard, the Chantels and Jimmy McCracklin, all current hit makers. On the second buyers will find "Crying in the Chapel," by Sonny Till and the Orioles; "Eddie My Love," by the Teen Queens and others, while the third offers fine efforts by Lloyd Price, Santo and Johnny, the Shirelles, Larry Williams, etc. This kind of oldie revival package has done well lately and all three of these can do likewise.

TWIST WITH BOBBY DARIN



Atco 138—A good idea and with the swinging, rocking Darin catalog, it was easy for Atco to put this one together in quickie fashion to cash in on the Twist phenomenon. Among the well-remembered Darin hits here are "Queen of the Hop," "You Must Have Been a Beautiful Baby," "Early in the Morning," etc., plus his newest single sides, "Multiplication" and "Irresistible You." Set can grab plenty of action.

THE COLORFUL PERCUSSIONS OF ARTHUR LYMAN



Life L 1005—Arthur Lyman has another fine package to follow up on his potent "Yellow Bird" set that hit the charts. This album is loaded for bear with strong material. Included are ear-delighting performances of "Exodus," "Never On Sunday" and "Blue Hawaii." A swinging change of pace in the program is provided by the group's jazz interpretation of "Moaning." A solid potential seller.

\$1,000,000 WORTH OF TWANG, VOL. II



Duane Eddy. Jamie JLP 70-3021—Duane Eddy had a hot one in his first "Twang" set and this could be another. It features such strong items as "Gidget Goes Hawaiian," "Pepe," "Theme From Dixie" and "Drivin' Home." Colorful cover will help this one sell many, many copies.

STRING BAND STRUM-ALONG



Tony Mottola. Command RS 828 SD (Stereo & Monaural)—This could be an instrumental answer to the vocal sing alongs. It features guitars, mandolins, ukuleles and banjos, strumming along in exciting arrangements of a flock of standards. Tunes include "Tiptoe Through the Tulips," "Bye, Bye Blackbird" and "12th Street Rag." Sound is bright and cheerful, and it makes solid listening fare.

Jazz

NICE 'N' COOL



Gene Ammons. Prestige-Moodsville MV 18—One of the strongest sellers in the Prestige catalog, tenor saxist Gene Ammons, shows his tender side on this LP of ballads. The hornman is in brilliant form playing such touching tunes as "Willow Weep for Me," "Little Girl Blue" and the one medium-tempo tune in the set, "I Remember You." Pianist Richard Wyands, one of the rhythm section of three, plays well throughout but excels on "Something I Dreamed Last Night."

SETTIN' THE PACE



John Coltrane. Prestige 7213—Devotees of the John Coltrane brand of styling should get a boot out of this one. Recorded when the tenor saxist was an exclusive Prestige artist some two years ago, the four tracks here reflect one of Coltrane's most productive periods. The repertoire is a bit out of the ordinary with "I See Your Face Before Me," "If There Is Someone Lovelier" and "Rise and Shine." Red Garland's presence on piano should be a boost to an already solid seller.

Classical

KEYBOARD GIANTS OF THE PAST



Various Artists. RCA Victor LM-2585—A release that will excite collectors of great classical piano playing, this contains nine examples of keyboard wizardry mainly from the days of 78 r.p.m. recording, and although several have been reissued in some form on LP, three have not. The artists include Rachmaninoff, Paderewski, Bauer, de Pachmann, Gabrilowitsch, Lhevinne, Rosenthal, Levitzki and William Kapell. These names alone are enough to sell this disk, apart from the extraordinary music.

Children

THE SOUPY SALES SHOW



Reprise R-6010—Soupy Sales has a top-rated TV children's show on the West Coast, and this package should step out briskly in that area. It also has solid appeal for the market nationally. Sales cavorts enjoyingly with his puppet characters White Fang, Black Tooth, Pookie and Hippie and warbles some entertaining comedy ditties.

THE WIND IN THE WILLOWS



Various Artists. London OSA 1216—A hugely amusing, entertaining and dramatic version of the fine children's story by Kenneth Grahame. The readings of the parts, with Richard Goolden as Mole, Frank Duncan as Rat, Tony Church as Badger, and narrator Patrick Waymark, along with the rest of the players are exceptional. This two-LP set makes magnificent giving at Christmas or any other time.

Comedy

PAT HARRINGTON JR., AS GUIDO PANZINI AND BILL DANA AS KOOKIE AS EVER



Roulette R25162—Pat Harrington and Bill Dana offer some hilarious impromptu characterizations of this re-release of tapes originally issued under the Signature label. In the Guido Panzini interpretations, Harrington does great dialogs with Dana in "The Dockside Interview," "Baseball Lesson" and "English Bit." Steve Allen does the introductions for the two funnymen.

(Continued on page 36)

★★★★ STRONG SALES POTENTIAL

★★★★ CANT STOP TWISTIN'
The Adventurers. Columbia CS 857
 Another in the flurry of Twist albums, this one by a group called the Adventurers. The beat is just right for Twisting while vocals come from the boys who are supported by some grinding tenor sax work and rambunctious guitar work in the accompanying combo. Besides the Twist, one band is dedicated to performance of "The Shake" and another is a recitation of "The Slide." Another two titles included are "The Twist" and "Can't Stop Twistin'."

★★★★ OLD GOLD
King Curtis. Tro-Sound 1500—An exceedingly tasteful package of oldie instrumentals done with a smart, up-to-date touch while retaining the basic charm of the original material. There are blues, ballads and swingy rhythm pieces here—such as "Honky Tonk," "Tuxedo Junction," "You Came a Long Way From St. Louis," "The Hucklebuck," etc. Curtis' horn—sometimes lyrical and sometimes soulful—is a pleasure.

★★★★ HAVE A GOOD TIME WITH JOE WILLIAMS

Harry (Sweets) Edison and Ork. Roulette R52071—Blues man Joe Williams turns strongly in the pop direction with this collection of easy listening, familiar oldies. Including and done in Williams' solid, relaxed style, are "Sposin'," "Moonlight in Vermont," "Old Folks," "Sometimes I'm Happy," etc. The big band, batoned by "Sweets" Edison, plays the inventive Ernie Wilkins arrangements in fine style, lending a solid assist to the Williams vocals. Set is another in the label's Birdland series.

★★★★ ENCORE OF FOOT STOMPIN' HITS

The Flares. Press PR 73001—The four boys-one girl group have had a chart maker with "Foot Stompin'," an infectious dance number, and figuring to stay with a good thing, they remain on the dance kick here with bright, beat-loaded renditions (with organ and sax of "The Twist," "The Stroll," "The Pony," "Hully Gully," "Huckle-Buck," and numerous others. The group has a catchy quality and the kids will find this a great terp set. It can also grab deejay attention.

★★★★ THE SPARKLING TOUCH

Ken Griffin. Columbia CL 1709—This Ken Griffin album features a group of melodic standards, played on the organ in the familiar Ken Griffin style. The tunes include "Ferryboat Serenade," "Scatterbrain," "So Long" and "Parade of the Wooden Soldiers." A set sure to appeal to the many, many Griffin fans.

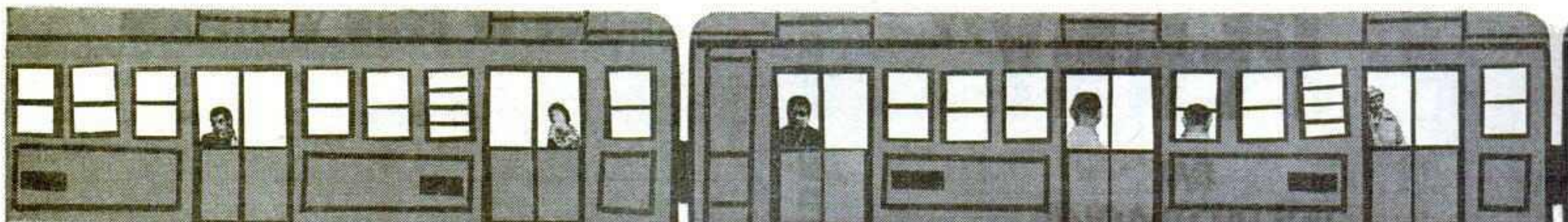
★★★★ DANCE THE BIG TWIST

Ray Bryant and His Combo. Columbia CS 85—Ray Bryant and his combo have an unusual twist album here that combines jazz and the Twist rhythm in equal measure. Even those who don't dig the Twist will enjoy this set. The performers include Ray Bryant, Joe Newman, Matthew Gee, Buddy Tate, and, on a couple of tunes, Harry Edison, Gus Johnson, Ben Richardson, Ray Baretto and Jimmy Rowser. Tunes include "Twist City," "Big Suzie," "Fast Twist," "Twist On" and "Mo-Lasses." Lots of good jazz here that twisters, too, will dig for dancing.

★★★★ SWING ALONG WITH MAVIS

Mavis Rivers. Reprise R-2009—Here's a spinnable package of oldies (including some rarely recorded items with sock spin value.

(Continued on page 36)



JAZZ FROM "SUBWAYS ARE FOR SLEEPING" INTRODUCING

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

SINGLES REVIEWS

Pop

DAVE APPEL
HAPPY JOSE (Landsdowne, ASCAP) (2:24)—This happy tune, already getting some action via the Jack Ross version on Dot, gets a swinging, lively instrumental reading here. It has enough excitement to take off. Flip is "Noivous" (Woodcrest, BMI) (2:10). **Cameo 207**

TEDDY MERTENS
REVERIE FOR JOHNNY (Zodiac, BMI) (2:19)—A pretty instrumental is handled smartly, with a trumpet lead over insinuating ork backing. Tune has a melodic flavor that could help it move. Flip is "Velvet Night" (Zodiac, BMI) (2:15). **Palette 5087**

LARRY FINNEGAN
DEAR ONE (Maureen, BMI)—Singer comes through with a first-rate performance of a bouncy rocker, in which he tells about his "Dear John" letter, aided by an unbilled gal singer. Cute side. Flip is "Candy Lips" (Maureen, BMI). **Old Town 1113**

Country & Western

COWBOY COPAS
SAL (Starday, BMI) (2:08)—A THOUSAND MILES OF OCEAN (Starday, BMI) (2:10)—The great chanter has two more winning sides. On top is a bright novelty in the "Alabam" tradition, while the flip is a well-handled weeper ballad. Either way here. **Starday 573**

with a touch of built-in nostalgia from Stanley Kramer's new film, "Judgment at Nuremberg." It's done in slow tempo, with strings and a glowing trumpet solo. This has a real chance. Watch it. (United Artists, ASCAP) (2:30)

★★★★ **Lili Marleen**—The familiar German melody is done with a rolling drums, martial touch employing a lyricless chorus. Side builds nicely and also rates a good listen. (Apollo, GEMA) (2:52)

FREIDEL WENDE

★★★★ **All My Pretty Ones**—CADENCE 1413—A pretty melody with horns used in effective harmony passages. A chorus sneaks in subtly. Good sound from the German maestro and it could grab deejay attention. (Morris, ASCAP) (2:35)

★★★★ **Liebchen**—Another strong melody with an opening lead of harmony trumpet sounds. A colorful sound here with an organ and chorus also heard. Two easy-listening sides. (Morris, ASCAP) (2:35)

EDDIE HODGES

★★★★ **Mugmates**—CADENCE 1410—Here's a cute story about a couple who like to drink coffee together. It's done in a breezy rock tempo and it can grab spins. (Whitcup, ASCAP) (2:05)

★★★★ **Bandit of My Dreams**—An up-tempo rocker neatly handled by Hodges. Side also has a chance for spins. (Arch, ASCAP) (2:05)

THE MIRACLES

★★★★ **I've Been Good to You**—TAMLA 54053—A ballad with triplets done with deep feeling by the lead. The gal back-up chorus lends a good sound too. Side could follow-up their current hit, "Everybody Gotta Pay Some Dues." (Jobette, BMI) (2:41)

★★★★ **What's So Good About Goodbye**—A strong lead performance on a ballad question song. Singer really gets wound up and gets solid support from the group and the band. Strong wax that could step out. (Jobette, BMI) (2:20)

CLARENCE HENRY

★★★★ **A Little Too Much**—ARGO 5408—A bright medium-rhythm tune with triplets and a vocal by Henry much in the Fats Domino tradition. Cute lyrics help make the side along with a good arrangement. Watch this one. It can go. (Bar-Mar, BMI) (1:)

★★★★ **I Wish I Could Say the Same**—A cute ditty with a good rhythmic bounce. Henry handles it well but flip may have an edge. (Sunflower, ASCAP) (2:01)

BEN DI TOSTI

★★★★ **Let's Get Together**—PACIFIC RECORDS 332—Attractive piano side; composition is a simple bit of writing which is worked through a series of modulations. (Wonderland, BMI) (2:27)

★★★★ **THEME FROM CARNIVAL**—Side is from the album "Carnival." Ben Di Tosti's keyboarding is deft, precise and uncluttered (Robbins, ASCAP) (2:35)

THE RAGING STORMS

★★★★ **Drizzle Twist**—Warwick 677—A good rockin' side, employing a swingin' Twist rhythm. Good lead voice is abetted

by a femme chorus on a "round and round and round" kick. Side has a chance on boxes. (Salma, BMI) (1:35)

★★★ **Hound Dog**—(Salma, BMI) (2:42)

DOTTIE WEST

★★★★ **My Big John**—STARDAY 574—Here's another answer to Jimmy Dean's big hit "Big Bad John." This is the story taken from the standpoint of "the Cajun queen," for whom John killed a man in New Orleans. An interesting approach and it could get play. Gal does it with sincerity. (Sigma, BMI) (2:58)

★★★ **Men With Evil Hearts**—Starday, BMI) (2:02)

CHARLIE DRAKE

★★★★ **My Boomerang Won't Come Back**—UNITED ARTIST 398—A catchy Australian novelty tune. Drake and his cohorts have a real cute hunk of material and the Down Under dialect to boot. The chanter has something of the sound of Lonnie Donegan. Side can grab exposure. (Picadilly, BMI) (2:3)

★★★ **She's My Girl**—(Picadilly, BMI) (2:45)

JERRY JACKSON

★★★★ **If I Had Only Known** (How to Keep Her)—KAPP 438—Jerry Jackson handles this big ballad with a lot of taste and warmth supported smartly by a Belford Hendricks arrangement. Side has a good sound and it has a chance. Watch it.

★★★ **Till the End of Time.**

ANITA AND THE SO-AND-SO'S

★★★★ **Joey Baby**—RCA VICTOR 7974—Listenable ballad is sung with feeling by the lass aided by a chorus in the backing. Side could get some action. (Tree, BMI) (2:26)

★★★ **Rinky Tinky Rhythm**—(Tree, BMI) (2:00)

EDDIE BO

★★★★ **I Got to Know**—RIC 985—Swinging side is handed a sock performance by Bo over a bright and catchy arrangement by the band. It moves, man, and the side has solid teen appeal. (Ron, BMI) (2:31)

★★★ **Bless You Darling**—(Ron, BMI) (2:19)

TOMMY BOYCE
 ★★★★★ **You Look So Lonely**—RCA VICTOR 7975—Tommy Boyce makes a good debut on the label with a bright performance on a snappy hunk of novelty material. Side has a chance to make it. (Calboy, BMI) (1:50)

★★★ **Along Came Linda**—(Calboy, BMI) (2:10)

LOUIS PRIMA

★★★★ **Oh Ma Ma Twist**—DOT 16301—The old Italian ditty "Che la Luna" receives a wild twist-styled performance here from Prima and the crew. It could get some coins during the twist cycle. (K&L, BMI) (2:27)

★★★ **The Continental Twist**—(Roosevelt, BMI) (2:04)

THE DEEP RIVER BOYS

★★★★ **The Vanishing American**—WAND 117—Catching novelty with a flock of non-sense lyrics about the vanishing American, the original Indian, is sold brightly here by the Deep River Boys. Could happen—watch it. (Bennie Benjamin, BMI) (2:13)

★★★ **Are You Certain?**—(Bennie Benjamin, BMI) (2:33)

FRED CARTER

★★★★ **I Can't Learn a Thing About Love**—DECCA 31345—The boy has an interesting voice which he uses to good effect on this medium tempo swinger. There are spots of multi-tracking, good guitar work and a fine beat. (Cedarwood, BMI) (2:15)

★★★ **This Time Tomorrow**—(Cedarwood, BMI) (2:24)

THE PASTEL SIX

★★★★ **Twitchn'**—DOWNEY 101—boogie-based instrumental built on a simple theme and progressing through a series of modulations; picks up interest as instruments are added (Downey, BMI) (1:57)

★★★ **Wimo Stomp**—(Downey, BMI) (2:13)

SOUPY SALES

★★★★ **Hippy's Cha Cha Hips**—REPRISE R-20,041—From the new Soupy Sales album comes this bright side featuring a cute song about Hippy the Hippopotamus sung by Soupy Sales. Could appeal to both the teen and kid audiences. (Bayer, ASCAP) (2:57)

★★★ **White Fang**—(Bayer, ASCAP) (2:28)

SPECIAL MERIT SINGLES

Pop

CALVIN CARTER
 ★★★★★ **WHAT'D I SAY** (Progressive, BMI) (2:31) Vee Jay 419

RALPH MARGERIE ORK
 ★★★★★ **SCHWALBENWINKEL** (United Artists, ASCAP) (2:30)
 ★★★★★ **LILI MARLEEN** (Apollo, GEMA) (2:52) United Artists 409

Country Talent

SONNY BURNS
 ★★★★★ **PATCHES ON MY HEART** (Glad, BMI) (2:10)
 ★★★★★ **BLUE HOUSE PAINTED WHITE** (Glad, BMI) (2:40) United Artists 395

GEORGE RIDDLE
 ★★★★★ **I'LL NEVER LET GO OF YOU** (Glad, BMI) (2:24)
 ★★★★★ **LONESOME OLD TOWN** (Glad, BMI) (1:55) United Artists 393



STRONG SALES POTENTIAL

CALVIN CARTER
 ★★★★★ **What'd I Say**—VEE JAY 419—The Ray Charles tune receives a pounding performance from the Carter combo here and the instrumental make a fine side for the boxes. Two strong sides. (Progressive, BMI) (2:31)

by the Calvin Carter crew, with horns and the piano in the lead. Big band backing and strong adds excitement. Watch it. (Lastar-Bloor H. H., BMI) (2:39)

RALPH MARGERIE AND ORK
 ★★★★★ **Schwalbenwinkel**—UNITED ARTISTS 409—Here's a strongly appealing theme

★ ★ ★
MODERATE SALES POTENTIAL

BETTY ROGERS
 ★★ **When I See You Through My Window** (Copar-Forrest, BMI)—★★★ **If I Had My Way** (Copar-Forrest, BMI). BRIAR 122.

THE SHADES
 ★★ **Shady Lady** (Sharina, BMI) (2:08). —★★★ **Moonlight Sonata** (Sharina, BMI) (2:36).

FRANKIE ERWIN
 ★★ **Such a Fool** (Blue Indigo, BMI) (2:30) —★★★ **Detour** (Hill & Range, BMI) (2:17)

THE TOPPERS
 ★★ **All Around** (Lucky Eight, BMI) (2:17) —★★★ **Tell Me Why** (Lucky Eight, BMI) (1:53).

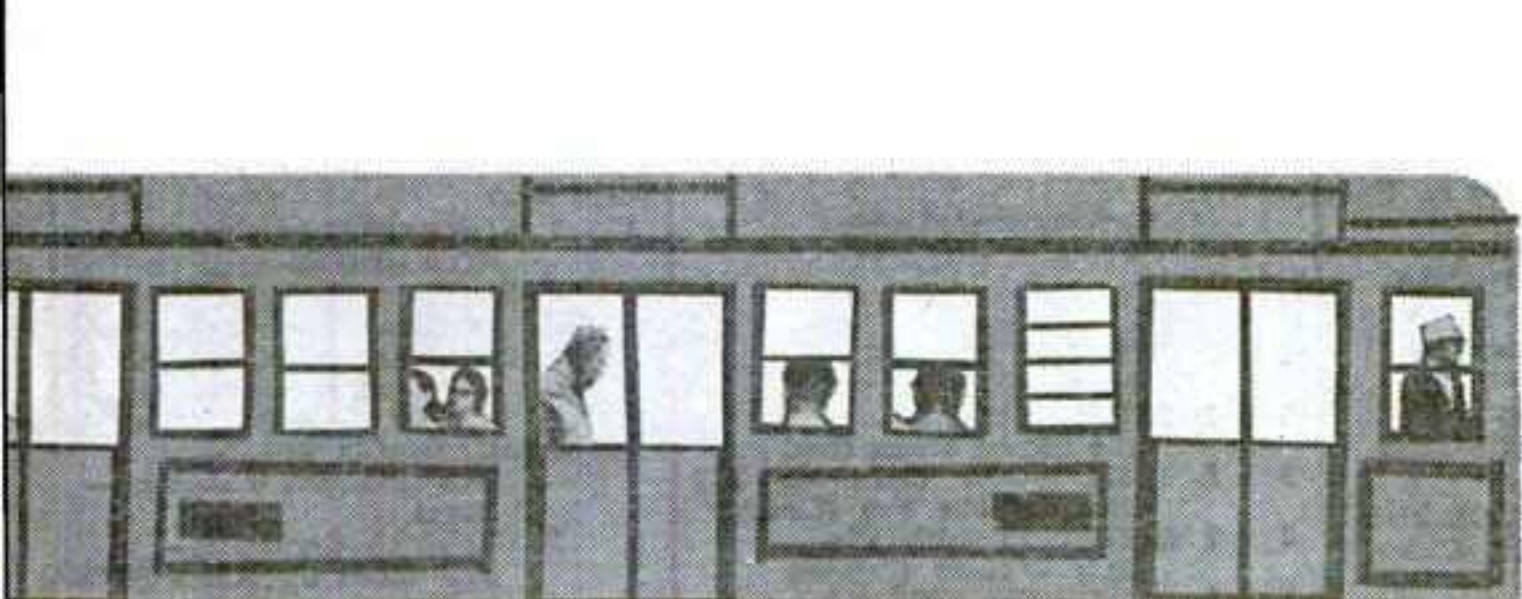
THE ROOSTERS
 ★★ **Pretty Girl** (Siegfried-Charles, BMI) (2:22) —★★★ **Let's Try Again** (Siegfried-Charles, BMI) (2:21).

CHUCK BRADFORD
 ★★ **Say It Was a Dream** (Fast, BMI) (2:05) —★★★ **You're Going to Miss Me** (When I'm Gone) (Fast, BMI) (2:33). FIRE 595.

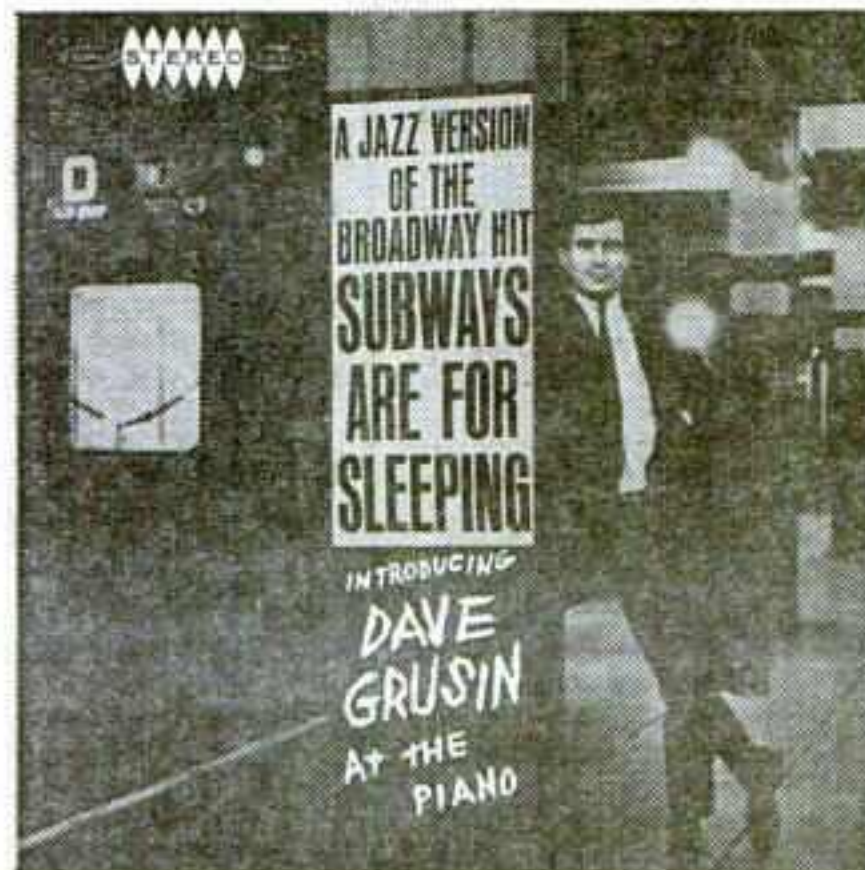
BLAZER BOY
 ★★ **New Orleans Twist** (Travis) (1:59) —★★★ **That's Where It's At** (Travis) (2:24). IMPERIAL 5801.

MODESTO'S CHARANGA KINGS
 ★★ **Ven, Vida Mia, a Ballar** (Hall of Fame, ASCAP) (3:14)—★★★ **Quiet Village Cha Cha** (Baxter-Wright, BMS) (2:39). PACIFIC RECORDS 334.

(Continued on page 40)



DAVE GRUSIN AT THE PIANO



LN 3829 / BN 622*

AN EXCITING JAZZ VERSION OF THE NEXT BIG BROADWAY HIT... PLAYED BY A SWINGING NEW PIANIST!



*Stereorama

BILLBOARD MUSIC WEEK

HITS OF THE WORLD



Europe

BRITAIN

(Courtesy New Musical Express, London)

*Denotes local origin

- 1 1 *TOWER OF STRENGTH—Frankie Vaughan (Philips)—Chappell
2 2 *MOON RIVER—Danny Williams (HMV)—Chappell
3 3 TAKE GOOD CARE OF MY BABY—Bobby Vee (London)—Nevins-Kirshner
4 8 *MIDNIGHT IN MOSCOW—Kenny Ball (Pye)—Tyler
4 11 *STRANGER ON THE SHORE—Acker Bilk (Columbia)—Sherwin
6 7 *I'LL GET BY—Shirley Bassey (Columbia)—Francis, Day & Hunter
7 18 JOHNNY WILL—Pat Boone (London)—Spoon Music
8 — LET THERE BE DRUMS—Sandy Nelson (London)—Commodore-Imperial
9 4 HIS LATEST FLAME—Elvis Presley (RCA)—Aberbach
10 23 *MY FRIEND THE SEA—Petula Clark (Pye)—Sydney Bron Music
11 6 TAKE FIVE—Dave Brubeck (Fontana)—Burlington Music
12 10 *WALKIN' BACK TO HAPPINESS—Helen Shapiro (Columbia)—Filmusic
13 9 *THE TIME HAS COME—Adam Faith (Parlophone)—Essex
14 5 BIG BAD JOHN—Jimmy Dean (Philips)—Acutt-Rose
15 — SO LONG BABY—Del Shannon (London)—Vicki
16 13 *THE SAVAGE—Shadows (Columbia)—Harms-Witmark
17 14 *I CRIED FOR YOU—Ricky Stevens (Columbia)—Darewski
17 18 DON'T BRING LULU—Dorothy Provine (Warner Bros.)—Francis, Day & Hunter
19 24 *TOY BALLOONS—Russ Conway (Columbia)—Jewel Music
20 — HAPPY BIRTHDAY, SWEET SIXTEEN—Neil Sedaka (RCA)—Rogers
21 — *I'D NEVER FIND ANOTHER YOU—Billy Fury (Decca)—Nevins-Kirshner
21 15 *CHARLESTON—Temperance Seven (Parlophone)—Chappell
24 — *MRS. MILLS MEDLEY—Mrs. Mills (Parlophone)—Various
25 28 *BAMBINO—Springfields (Philips)—Chappell
26 — BABY'S FIRST CHRISTMAS—Connie Francis (MGM)—Leeds
27 17 ONLY GOOD THING THAT'S HAPPENED TO ME—Jim Reeves (RCA)—Frank
27 — *I LOVE HOW YOU LOVE ME—Jimmy Crawford (Columbia)—Nevins-Kirshner
29 — SEPTEMBER IN THE RAIN—Dinah Washington (Mercury)—Feldman
30 25 *GIRL IN YOUR ARMS—Cliff Richard (Columbia)—Leeds
30 — *TALL DARK STRANGER—Rose Brennan (Philips)—Flamingo

ITALY

(Courtesy Musica e Dischi, Milan)

*Denotes local origin

- 1 1 *NATA PER ME—Adriano Celentano (Jolly)
2 2 LA NOVIA—Tony Dallara (Music); Domenico Mudugno (Fonti); Antonio Prieto (RCA)
3 4 *LA BALLATA DELLA TROMBA—Nini Rosso Titanus)
4 5 BRIGITTE BARDOT—Roberto Seto (Vogue); Michelino (Primary)
5 7 AIMEZ VOUS BRAHMS—Ferrante and Teicher (UA); Pino Calvi (Columbia)
6 3 EXODUS—Ferrante and Teicher (UA); Pino Calvi (Columbia)
7 10 *QUANDO—Peppino Di Capri (Carisch); Luigi Tenco (Ricordi)
8 11 *L'ULTIMA LETTERA—Gianni Meccia (RCA)
9 8 BESAME MUCHO—Ray Conniff (Philips)
10 9 *BAMBINA, BAMBINA—Tony Dallara (Music)
11 12 *CERCAMI—Ornella Vanoni (Ricordi)
12 6 PEPITO—Los Machucambos (Decca); Cocky, Mazzetti (Primary)
13 — LET'S TWIST AGAIN—Peppino Di Capri (Carisch); Chubby Checker (Galleria del Corso)
14 13 *COME NASCE UN AMORE—Nico Fidenco (RCA)
15 14 *PERA MATURA—Pino Donaggio (Columbia)

GERMANY

(Courtesy Automaten-Markt, Braunschweig)

- 1 1 PEPITO—Los Machucambos (London); Yvonne Carre (Decca) Peer
2 2 WEISSE ROSEN AUS ATHEN—Nana Mouskouri (Fontana)—Kassner
3 3 TANZE MIT MIR IN DEN MORGEN—Gerhard Wendland (Philips); Melodie der Welt
4 4 MEXICO—Bob Moore (London)—R. M. Siegel
5 5 AM MISSOURI—(Michael)—Die Fellows (Decca); Die Tramps (Polydor); The Highwaymen (United Artists)
6 15 SCHWARZE ROSE, ROSE-MARIE—Peter Kraus (Polydor)—Gerig
7 10 KOMMT EIN SCHIFF NACH AMSTERDAM/Ich mach mir nix—Caterina Valente (Decca); 1. Intro, 2. Schaeffers
8 6 OH BILLY, BILLY BLACK (Harry Lime Theme)—Gerd Botlicher und Detlef Engel (Decca)—Seith
9 9 IN HONOLULU—Die Musketiere (Carina); Die Gassenhauer (Golden 12)
10 14 SWEETHEART GUITAR—Jimmy Makulis (Ariola)
11 7 WARTE, WARTE NUR EIN WEILCHEN—Spree City Stompers (Vogue)—Sikorski
12 16 BEIM CANDLELIGHT—Die James Brothers (Polydor)—Melodie der Welt
13 8 DER MANN IM MOND—Gus Backus (Polydor)—Busse
14 17 DIE BLAUE SEE—Blue Diamonds (Fontana)—Capricchio
15 12 EINMAL KOMM ICH WIEDER—Connie Francis (MGM)—Viktoria
16 13 LA PALOMA—Freddy (Polydor)—Esplanade
17 19 MY BONNIE—Ria Valk (Fontana)
18 — KEINER WEIB, OB SIE SICH WIEDERSEH'N—Peggy Brown (Telefunken)—Busse
19 18 SCHADE, SCHADE—Siv Malmkvist (Metronome)—Futro
20 — VIOLETTA/High Noon—Jorgen Ingmann (Metronome)

EIRE

(Courtesy Dublin Evening Mail)

- 1 1 HIS LATEST FLAME—Elvis Presley (RCA)—Aberbach
2 5 THE TIME HAS COME—Adam Faith (Parlophone)—Essex
3 4 BIG BAD JOHN—Jimmy Dean (Philips)—Acutt-Rose
4 2 THE GIRL IN YOUR ARMS—Cliff Richard (Columbia)—Leeds
5 7 WALKIN' BACK TO HAPPINESS—Helen Shapiro (Columbia)—Filmusic
6 3 YOU'LL ANSWER TO ME—Cleo Laine (Fontana)—Shapiro-Bernstein
7 — MIDNIGHT IN MOSCOW—Kenny Ball (Pye)—Tyler
8 6 THE IRISH PATROL—Patrick O'Hagan (Beltona)—142 Music
9 8 YOU MUST HAVE BEEN A BEAUTIFUL BABY—Bobby Darin (London)—Feldman
10 9 GRANADA—Frank Sinatra (Reprise)—Latin-American

FRANCE

*Denotes local origin

- 1 2 *LET'S TWIST AGAIN—Johnny Halliday (Philips); Richard Anthony (Columbia); Chubby Checker (Columbia); Golden Guitars (Ricordi)—Salvet
2 3 *IL FAUT SAVOIR/TU T'LAISSES ALLER—Charles Aznavour (Barclay)—French Music
3 1 HIT THE ROAD JACK/WHAT'D I SAY—Ray Charles (Vega)
4 4 *DACTYLO ROCK/HEY PONEY—Les Chaussettes Noires (Barclay); Les Chats Sauvages (Pathe)—Barclay
5 7 *PEPITO/LA BAMBINA—Los Machucambos (Decca)—Francis Day
6 9 *SO GLAD YOU'RE MINE/SHAKING ALL OVER—Vince Taylor (Barclay)—Tutti
7 10 *ROMEO/MARIN—Petula Clark (Vogue)—Raoul Breton
8 — YOU DON'T KNOW—Helen Shapiro (Columbia)—Pathe Marconi
9 — KON TIKI—The Shadows (Columbia)
10 — *LA MARMITE—Dario Moreno (Fontana); Compagnons de la Chanson (Columbia)

SPAIN

(Courtesy Discomania, Madrid)

*Denotes local origin

- 1 4 TA GRISA MATAKIA—Alecio Pandas (Belter)—Canciones del Mundo
2 2 MOLIENDO CAFE—Lucho Gatica (La Voz)—Hispavox
3 11 CARINO MIO—Vicente Parra (RCA)—Redola
4 3 TONIGHT MY LOVE, TONIGHT—Paul Anka (Hispavox)
5 1 QUISIERA SERA—Duo Dinamico (La Voz)—Musica del Sur
6 5 MARY CARMEN—Duo Dinamico (La Voz)—Musica del Sur
7 13 MICHAEL—The Highwaymen (Hispavox)—Hispavox
8 6 DANCE ON LITTLE GIRL—Paul Anka (ABC-Hispavox)—Hispavox
9 — HOROSCOPE—Lolita Garrido
10 9 DANS LE CREUX DE TA MAIN—Robert Jeantal (Philips)

FRENCH (WALLOON) BELGIUM

(Courtesy Juke Magazine)

- Two Weeks Ago
1 3 VIENS DANSER LE TWIST—LET'S TWIST AGAIN—Johnny Halliday (Philips); Chubby Checker (Columbia)—Belinda Music
2 1 ROMEO—Petula Clark (Vogue)—Raoul Breton
3 5 DANG DANG—The Cousins (Palette)—World Music
4 4 LES MILLIONS D'ARLEQUINS—Francis Lnel (Ricordi)—Raoul Breton
5 2 BRIGITTE BARDOT—Roberto Seto (Vogue); Jorge Veiga (Barclay)—Eds. P.P.P.
6 8 LAST NIGHT—The Mar-Keys (Atlantic)
7 6 IL FAUT SAVOIR—Charles Aznavour (Barclay)—French Music
8 — MICHAEL—The Highwaymen (London)
9 7 WHEELS—The Strings-A-Longs (London)—Bens Music
10 — DANIELA—Les Chaussettes Noires (Barclay)

HOLLAND

(Courtesy Platennieuws, Amersfoort)

- 1 3 I'M GONNA KNOCK ON YOUR DOOR—Eddie Hodges (Cadence)—Belinda
2 2 BRIGITTE BARDOT—Jorge Veiga (Barclay)—Ed. Climax
3 6 LITTLE SHIP—The Blue Diamonds (Decca)—Belinda
4 1 OCH, WAS IK MAAR—Johnny Hoes (Philips)—Benelux Music
5 — MAMA—Robertino (CNR)—Les Ed. Basart
6 4 LA PALOMA—Freddy (Polydor)
7 5 HELLO, MARY LOU—Ricky Nelson (Imperial)—Les Ed. Basart
8 — LA NOVIA—Tony Dallara (Delta)—Ed. Altona
9 9 PEPITO—Los Muchucambos (Omega)—Fr. Day
10 10 MICHAEL—The Highwaymen (United Artists)

NORWAY

(Courtesy Verdens Gang, Oslo)

*Denotes local origin

- 1 1 GIRL IN YOUR ARMS—Cliff Richard (Columbia)—Stockholms
2 2 MICHAEL—Highwaymen (United Artists)—Norsk
3 3 WALKIN' BACK TO HAPPINESS—Helen Shapiro (Columbia)—Norsk
4 4 I'M GONNA KNOCK ON YOUR DOOR—Eddie Hodges (Cadence)—Belinda
5 7 PUTTI PUTTI—Jay Epae (Philips)—Musikhuset
6 8 BIG BAD JOHN—Jimmy Dean (Philips)
7 6 HIS LATEST FLAME—Elvis Presley (RCA)—Belinda
8 10 THIS TIME—Troy Shondell (London)
9 5 *VIOLETTA—Ray Adams (Manu)—Stockholms
10 9 LITTLE SISTER—Elvis Presley (RCA)—Belinda

AUSTRALIA

(Courtesy Music Maker, Sydney)

- 1 1 MY BOOMERANG WON'T COME BACK—Charlie Drake (Parlophone)—Leeds
2 2 YOU'RE THE REASON—Bobby Edwards (Top Rank)—Alberts
3 3 CRYING—Roy Orbison (London)—Acutt-Rose
4 4 GOODBYE CRUEL WORLD—James Darrin (Pye)—Tucon
5 6 HIT THE ROAD JACK—Ray Charles (Ampar)—Leeds
6 10 TAKE FIVE—Dave Brubeck (Coronet)
7 7 SAD MOVIES—Sue Thompson (Hickory)—Acutt-Rose
8 8 RUNAROUND SUE—Dion (Top Rank)—Tucon
9 9 ROCKABYE YOUR BABY—Aretha Franklin (Coronet)—Davis
10 5 BIG BAD JOHN—Jimmy Dean (Coronet)—Acutt-Rose
11 11 FIVE FOOT TWO—Bryan Davies (HMV)—Allans
12 — TONIGHT—Ferrante & Teicher (UA)—Chappells
13 12 MEXICO—Bob Moore (London)—Acutt-Rose
14 13 A WONDER LIKE YOU—Ricky Nelson (London)
15 14 KON TIKI—The Shadows (Columbia)—Alberts

NEW ZEALAND

- 1 1 WALKING BACK TO HAPPINESS—Helen Shapiro (Columbia)—Col Control
2 2 HIT THE ROAD JACK—Ray Charles (Ampar)—Leeds
3 4 I'M COUNTING ON YOU—Johnny O'Keefe (Leedon)—Leeds
4 3 BIG BAD JOHN—Jimmy Dean (Coronet)—Acutt-Rose
5 6 YOU MUST HAVE BEEN A BEAUTIFUL BABY—Bobby Darin (London)—Sterling
6 — FOOL #1—Brenda Lee (Festival)—Palings
7 10 EVERY BEAT OF MY HEART—The Pips (Top Rank)—Cop Control
8 — MOON RIVER—Jerry Butler (Top Rank)—Cop Control
9 — HOLLYWOOD—Connie Francis (MGM)
10 7 MORE MONEY FOR YOU AND ME—The Four Preps (Capitol)

JAPAN

(Courtesy Utamatic, Tokyo)

*Denotes local origin

- 1 1 *KOSHU—Matsushima Akira (Victor)—Victor
2 4 *UEO MUIE ARUKOO—Sakamoto Kyu (Toshiba)—Toshiba
3 2 MOLIENDO CAFE—Hugo Blanco (Polydor)—Grammophon; Nishida Sachiko (Polydor)—Grammophon
4 3 *KIMI KOISHI—Frank Nagai (Victor)—Victor
5 5 KISSIN' ON THE PHONE—Paul Anka (ABC-Paramount)—King
6 9 *HOKKIKO—Mahina Stars (Victor)—Victor; Bonny Jacks (King)—King
7 12 *AME NO HANAZONA—Nakasono Miki (King)—King
8 7 RUNAWAY—Del Shannon (Atlantic)—Victor; Iida Hisahiko (Columbia)—Columbia
9 10 *YAMA NO ROSARIA—Three Graces (Columbia)—Columbia; Inoue Hiroshi (Columbia)—Columbia
10 11 WOODEN HEART—Elvis Presley (Victor)—Victor

HONG KONG

- 1 2 JUST LET ME DREAM—Pat Boone (Dot)
2 1 SAD MOVIES—The Lennon Sisters (Dot)
3 5 TAKE GOOD CARE OF MY BABY—Bobby Vee (Liberty)
4 7 SLEEPLESS NIGHTS—Tony Williams (Reprise)
5 3 A WONDER LIKE YOU—Ricky Nelson (Imperial)
6 8 THE ONE I LOVE BELONGS TO SOMEBODY ELSE—Frank Sinatra (Reprise)
7 9 TOO MUCH LOVE—Johnny Nash (ABC-Paramount)
8 — DONDE ESTA SANTA CLAUS—Augie Rios (MGM)
9 — MR. MOON, MR. CUPID AND I—Gene Pitney (UA)
10 — EVERY OTHER NIGHT—Brian Hyland (Kapp)

SOUTH AFRICA

(Courtesy Lourenco Marques Radio)

- 1 1 LITTLE SISTER—Elvis Presley (RCA)—Aberbach
2 2 SEND ME THE PILLOW YOU DREAM ON—Pat Boone (Dot)—M.C.P.S.
3 3 MICHAEL—The Highwaymen (Renown)—Southern
4 5 BIG COLD WIND—Pat Boone (Dot)—M.C.P.S.
5 4 SWEET LITTLE SIXTEEN—Mickie Most (Rave)—Arc
6 8 BUT I DO—Clarence (Frogman) Henry (Parlophone)—Arc
7 — NO MORE—Elvis Presley (RCA)—Aberbach
8 — TEA FOR TWO—Cliff Richard (Columbia)
9 9 HIS LATEST FLAME—Elvis Presley (RCA)—Aberbach
10 7 A GIRL LIKE YOU—Cliff Richard (Columbia)—Francis Day & Hunter

INDIA

(Courtesy The Voice, Calcutta)

- 1 TOGETHER—Connie Francis (MGM)
2 BOBBY—Ricky Valance (Columbia)
3 JUST COULDN'T RESIST HER WITH HER POCKET TRANSISTOR—Alma Cogan (HMV)
4 NOW'S THE TIME TO FALL IN LOVE—Cliff Richard and the Shadows (Columbia)
5 A SCOTTISH SOLDIER—Andy Stewart (JAR)
6 BLUE TOMORROW—Billy Vaughn (London)
7 WHEELS—Cha Cha-Joe Loss & His Orchestra (HMV)
8 BREAKIN' IN A BRAND NEW BROKEN HEART—Connie Francis (MGM)
9 CALCUTTA—The Four Preps (Capitol)
10 PEPITO—Los Machucambos (Decca)

The Americas

ARGENTINA

(Courtesy Escalera a la fama)

*Denotes local origin

- 1 1 AND THE HEAVENS CRIED—Tony Vilar (Columbia); Raul Lavie (Victor)—Rag-Smart
2 3 ESCANDALO—Roberto Yanes (Columbia); Antonio Prieto (Victor); Olga Guillot (Odeon)—Pam-Edami
3 2 WHEELS—Billy Vaughn (Dot-Sicamericana)—Dundee Music-Korn
4 4 HIGH CLASS BABY—Teen Tops (Columbia); Johnny Tedesco (Victor)—Kalith-Fermata
5 5 *DEL TIEMPO I MAMA—Los Chalchaleros (Victor); Quilla Huasi (Philips); Salavina (Sicamericana); Tomas Campo (Columbia)—Korn
6 9 NO EXISTE EL AMOR—Adriano Celentano (Microfon)—E.A.R.—Fortissimo
7 6 RUNAWAY—Del Shannon (London)—Vicky-Fermata
8 7 NOCHE DE BRUJAS—Ginn Fizz (Columbia)—Korn
9 8 QUIERO AMANECER—Sarla Lascarro (Victor); Lucio (Columbia)—Korn
10 — PLUMINARIAS—Los Angeles (Sicamericana); TNT (Victor); Sundamericanos (Columbia)—Fermata

MEXICO

(Courtesy Audiomusica, Mexico)

*Denotes local origin

- 1 1 POPOTITOS—Los Teen Tops (Columbia)—Pending
2 4 EL LOCO—Javier Solis (Columbia)—Pham
3 10 CREO ESTAR SONANDO (I Must be Dreaming)—Hnos Carrion (Dimsa)—Pending
4 2 *ACAPULCO ROCK—Los Hooligans (Columbia)—Pham
5 3 *POLVORA (Dynamite)—Los Locos del Ritmo (Orfeon)—Pham
6 6 *MUCHO CORAZON—Amalia Mendoza (RCA)—Pham
7 8 *ELODIA—Carlos Campos (Musart)—Pham
8 9 *ENORME DISTANCIA—J. A. Jimenez (RCA)—Pham
9 7 *AGUJETAS, COLOR DE ROSA (Pink Shoelaces)—Los Hooligans (Columbia)—Pham
10 5 *BESOS POR TELEFONO (Kissin' on the Phone)—Cesar Costa (Orfeon)—Ed. Brambila

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ARGENTINA

**Stampone Waxes
New Tango Album**

By RUBEN MACHADO
Lavalle 1783, Buenos Aires

Atilio Stampone, author and composer of the music of the film, "La Mano En La Trampa," a prize winner of Cannes, has recorded a tango LP in stereo. Two years ago Audio Fidelity released a long play tango disk by Atilio Stampone in the U. S. . . . About the middle of 1962, Les Elgart will come to Buenos Aires. He is known in Argentina through his recordings.

Buenos Aires' Tabaris, noted night club, is closing its doors because the building is being demolished. . . . In "Europa De Noche" and "America a Media Noche" style, a film will be produced in Argentina under the title of "Buenos Aires a Medianoche." Cameras will go throughout the best known amusement places and will present the most important musical shows in the country. Lucio Milena will be musical conductor.

Travel Notes

Hera Geller is coming back to Argentina to establish residence in Buenos Aires. Geller performed some weeks ago with Benny Goodman's orchestra. . . . There is expectation that Count Basie's coming has not been confirmed as yet.

New Sides

Several new titles compete to win favor. "Luminarias," a Chilean number, recorded by Los Angeles, Los Tnt and Los Tres Sudamericanos. An Italian work also moves rapidly: "No Existe El Amor," recorded by Adriano Celentano. And the recording of D'Arienzo and Antonio Prieto, the tango "La Calle del Pecado."

AUSTRALIA

**Aussie Trade
Greets Sinatra**

By GEORGE HILDER
19 Todman Ave., Sydney

Pye Records held a reception in honor of Frank Sinatra's visit to this country and to announce officially the opening of Reprise Records here. Guests invited were the press, radio and television. Harry Sutcliffe, general manager of Pye Records, stated that the Reprise label would come on the market December 7 and the first release would include three singles, "I'll Be Seeing You" by Sinatra, "Cuff Links and a Tie Clip" by Nancy Sinatra and "There Is a Tavern in the Town" by Sammy Davis Jr. The first album "Sinatra Swings," will be released the following week. Earlier, Sinatra confirmed that Dean Martin would join the label in January. Sinatra left Australia December 3.

Disk News

Bob Rogers, Sydney disk jockey mentioned that several months ago a listener who had spent some time in Russia brought him a recording of a tune which has been No. 1 in the Soviet Union for the past two years. It is called "Moscow Nights." Festival Records is investigating the copyright position for an Australian version. Meanwhile Kenny Ball, the English "trad" leader, has recorded an instrumental version to be released on Pye.

Festival Records is rushing out Ray Charles' "Unchain My Heart," under its Am-Par banner. Also Dion's Top Rank single "The Majestic." . . . W & G Records are releasing three versions of "Brigitte Bardot" by Joseph Tomes, Michelino and Digno Garcia.

Top Rank of New Zealand is also releasing a version by Rolf Peer and the Ping Pongs. . . . RCA rush released Elvis Presley's single "Rock-A-Hula Baby" b-w "Can't Help Falling in Love," November 28. . . . For its album of the week RCA issued "Lena at the Sands" plus three singles including "Jonah" by the Limlitters and "Broken Wings" by Sonny James.

Disk Shorts

As Festival Records plan not to release the sound track version of "The Flower Drum Song" until the new year, Coronet is scooping the pool with the stage version.

Another small label has come into being this week promoted by Peter Haramis, a prominent restaurant owner of Sydney. His first release on the El Morocco label is a single, "Boy on a Dolphin" sung by Jill McInnes. . . . Festival Records is rushing out the Decca album "All the Way" by Brenda Lee on the Festival label for release December 22 plus a new single from local girl Patty Markham who has had success recently with her revival of "Blue Star." The new disk is entitled "To Have and to Hold."

AUSTRIA

**Austria Going the
Way of All Twist**

By FRED ZILLER
Mollwaldplatz 1, Vienna

"Twist-Twist," a real American Christmas present, arrived in Austria a few days ago. Producer Gerhard Mendelson created a new group in Vienna, the Twist Boys. They're doing their first twist job on the Polydor label, "Twist-Twist." Other Twists are planned in near future, like "The Madison Twist" and the "Raunchy Twist" with steps and calls in German. Peter Kraus, German teen-age idol, will follow with a new series of twists accompanied by Austria's Big Band of Johannes Fehring.

The Blue Diamonds are still speeding with their "Red Sails in the Sunset" as well as with the original German version "Ein Schiff fahrt nach Shanghai" and are also now cruising their "Little Ship" (with flip side, "Jealousy") into the harbor of best sales for the Fontana label. . . . Same label just released 10 EP's from the "Poll Winners Jazz Series" starring Art Blakey, Miles Davis, Cannonball Adderley, Zoot Sims, Dave Brubeck and many others.

Die Tramps, a German singing group, Polydor best sellers with "Am Missouri" (Michael), suddenly have got another group with same name in Holland, the Tramps. Their first record released over here (Fontana) is "Murder." A blood-stained cover does the job, including the last sentence on the disk: "OK, we got him—peng, peng, peng." It's a hard time for Austrian dealers to start a Christmas sale with "Murder," especially when "The F. B. I. Story" (on Philips) is still getting good sales.

Jimmy Dean singing "Big Bad John" on the Philips label over here is a great success during Christmas sale. . . . On same label Greek singer George Dimu starts his first record "Fengari," a Greek-styled number from film "Die tollen Tanten" (The Naughty Aunts) written by Erwin Halletz. . . . Ray Charles and his ork starting with "Hit the Road, Jack" on ABC-Paramount. . . . "Frankie and J.anny" sung by Brook Benton and "I'll Be There" sung by Damita Jo are the latest Mercury records released by Philips in Austria.

Following records entered the hit category over here: "Schiff aus Amsterdam" (Ship From Amsterdam) sung by Catharina Valente on Decca, "Little Sister" sung by

Elvis Presley on RCA, and the German version of "The Cricket Song" (Das Spatzenlied—The Sparrow Song) with lyrics by Lorraine Hillman, sung by Marcel Amont on the Polydor label and the Platters with "I'll Never Smile Again" on Mercury and the Blue Diamonds singing "Little Ship" and "Jealousy" on the Fontana label.

BELGIUM

**Brenda Lee Set
For Belgian Trip**

By JAN TORFS
Stuivenbervaart 37, Mechelen

Brenda Lee will be in Belgium January 17-25, following the recent release of her new 12-inch LP here. The release includes some of her biggest hits—"Dum, Dum," "Eventually" and "You Can Depend on Me."

Conny Froboess, German teenager, is here to promote her latest picture, "Mariandl." The record from this film still enjoys heavy sales.

Disk News

Considering the success of the Four Aces' "Rosita" and "Tell Me Why," Siemens plans to release two other oldies by this vocal group. Titles are "A Woman in Love" and "I'm Yours." The label is Brunswick.

Polydor has recorded the Belgian singer, Ren Collins, in "Red-Haired Twist" and "I Am a Rambler." . . . "Loin de Moi" by Richard Anthony is the French version of "Without You" by Johnny Tillotson, while "Tu ne Sais Pas" is a translation of Helen Shapiro's "You Don't Know."

Belgian singer Angele Durand, much in demand in Germany, has moved from the Electrola label to the Ariola label. Her first recordings are "Ja, Ich Bin Die Tolle Frau" and "Es Fahrt ein Schiff Nach Java."

The Belgian group, Les Chakachas launched the Twist in Germany during its three-week stay at the Bayerischer Hof, the smartest nightclub in Munich. After having heard their composition: "Twist, Twist," the German producer Gerhard Mendelson rushed to a studio a hastily assembled group labelled Twisters. The result did not satisfy him, and he finally included in the Twisters everyone present at the session including Gina Dobra, Peter Kraus, Charly Niessen, recording director Gerhard Heinz, musical director Bill Grah and also Stefan von Baransky. We await impatiently this most unusual recording!

BRITAIN

**Dick Rowe Heads
Decca Singles**

By DON WEDGE
News Editor, New Musical Express

In a move clearly designed to place Decca's British recorded singles more prominently and frequently in the charts, Chairman Sir Edward Lewis has put Dick Rowe in charge of pop singles production. Rowe has been part of the Decca a.&r. team since 1948 apart from a two-year spell as Rank's British recording manager. Reporting direct to Lewis, Rowe heads a team including Tony Meehan, until October a member of Britain's leading rock group, the Shadows. A few years ago, the Decca label was consistently high on the charts with British-made disks. At present there is only one entry—Bill Fury's "I'd Never Find

Another You." . . . Meanwhile, Electrical and Musical Industries has set up a new executive of "divisional directors," reporting to the main board. It consists of six members — among them L. G. Wood, managing director of EMI Records (the British operation); E. G. Hurst, a leading executive of the records and international division, and N. E. Tomlinson, the group treasurer.

Visitors

Visiting U. S. songwriter Sharon Sheeley has recorded as a singer for Decca. . . . Chubby Checker, due here at the weekend for promotional work, found late obstacles over TV appearances because of the Equity dispute with program contractors. . . . The Four Aces flew in, without any previous publicity, for a Granada-TV special. . . . The Hi-Lo's are set for London concerts January 14 with the Ted Heath band. . . . Brenda Lee, Gene Vincent and Jerry Lee Lewis start a tour April 1. . . . Back in London is Pye Records joint General Manager Louis Benjamin after visits to Los Angeles, Sydney, New York and Toronto. He found Pye's Australian subsidiary able to get its first Reprise release on the market 10 days after the deal had been finalized, by Pye Chairman J. A. Drum and himself, in Los Angeles.

Publishing

Burlington Music has acquired U. S. rights from Apollo Music to "Kiss for Christmas," recorded (on Decca) and composed by Lionel Bart. . . . Bart will personally direct his next legit musical, "Blitz." . . . Long-running stage comedy "Seagulls Over Sorrento" becomes a musical, "Scapa Flow," in February.

Disk Business

Through its New York representative, Irving Chezar, Pye Records has licensed one of its current Top 10 disks, "Midnight in Moscow" by Kenny Ball's Jassmen, to Kapp. Ball had a previous U. S. release, "Samantha," with Jamie. . . . EMI-Columbia covered John D. Loudermilk's (RCA) "Language of Love" with the King Brothers. It was EMI's only pop release last weekend — all firms but Decca halting new releases until January. . . . In a tie-in with the Arthur Murray dance school, HMV includes with copies of the Joe Loss ork's "Twistin' the Mood" disk a dance instruction leaflet and gift voucher for a \$15 lesson. . . . In the current British Top 30, 11 of the disks are the responsibility of two EMI a.&r. men, Norman Newell and Norrie Paramor. . . . Andy Stewart discussing another album — his third — with EMI. . . . "Pick of the Pops," for four-years BBC radio's leading Top 20 disk show, being switched from late Saturday to Sunday afternoons from January 1. . . . Ambrose, retired as a band leader, is discussing a comeback on radio and disk; he already has a Christmas Day BBC radio feature. . . . Saga has issued six of its Dandy children's line on tape retailing at \$1.39. . . . Moving toward the chart are the Highwaymen: "Gypsy Rover" (HMV) and Gene Pitney: "Town Without Pity" (JMV).

EIRE

**Sammy Davis Jr.
May Do Show**

By KEN STEWART
Dublin Evening Mail

According to a report in a national Sunday newspaper, Sammy Davis Jr. is coming to Dublin to do a charity variety show. A former Variety Club chief barker, Rick Bourke, met him in Las Vegas two years ago. They came together again a few weeks ago and

Bourke suggested that the entertainer come to Ireland for a show. As a result of the meeting, Davis has promised to come, if he can make it, next March.

An Irish girl has persuaded Cliff Richard to come here for a show in January. The British singer will appear at the massive Theater Royal. . . . According to dealers, pre-Christmas business is soaring. . . . Judging by the present demand, it seems quite likely that "You're the Only Good Thing" (RCA), by Jim Reeves, will become a big hit in this country. Strangely enough, the disk was voted a unanimous "miss" on a radio program recently.

FRANCE

**Labels Launch
Xmas Packages**

By EDDIE ADAMIS
92 quai du Marechal Joffre
Courbevoie (Seine)

Major labels have launched their Christmas packages. It is expected that sales will climb between 60 and 80 per cent over the average monthly sales.

More Twisters

An uninterrupted flood of Twist records have flooded the market. On the back of many EP's is a chart showing how to do the Twist.

Twist records have had such sales that many labels take a lot of old and new rock and roll numbers and package them under the Twist label. Many record dealers report that the Twist craze had proven a great boom to the disk business.

Many recordings are reported to be headed for the top of the chart. Chubby Checker's various Twist recordings are selling very strongly. Chubby Checker has just recorded in French "Twistin' USA," already recorded by Johnny Halliday, who is reported to have sold 30,000 records in one week. Halliday is still without any doubt the top seller on the teen market. Reports indicate that he will soon record in Germany and in the U. S. A.

Gold Disks

Marcel Amont will receive two golden disks for the sale of two million EP's. He records for Polydor in French and in German. . . . Jean Siegfried (formerly on Barclay) has been signed by the Polydor label.

Publishing

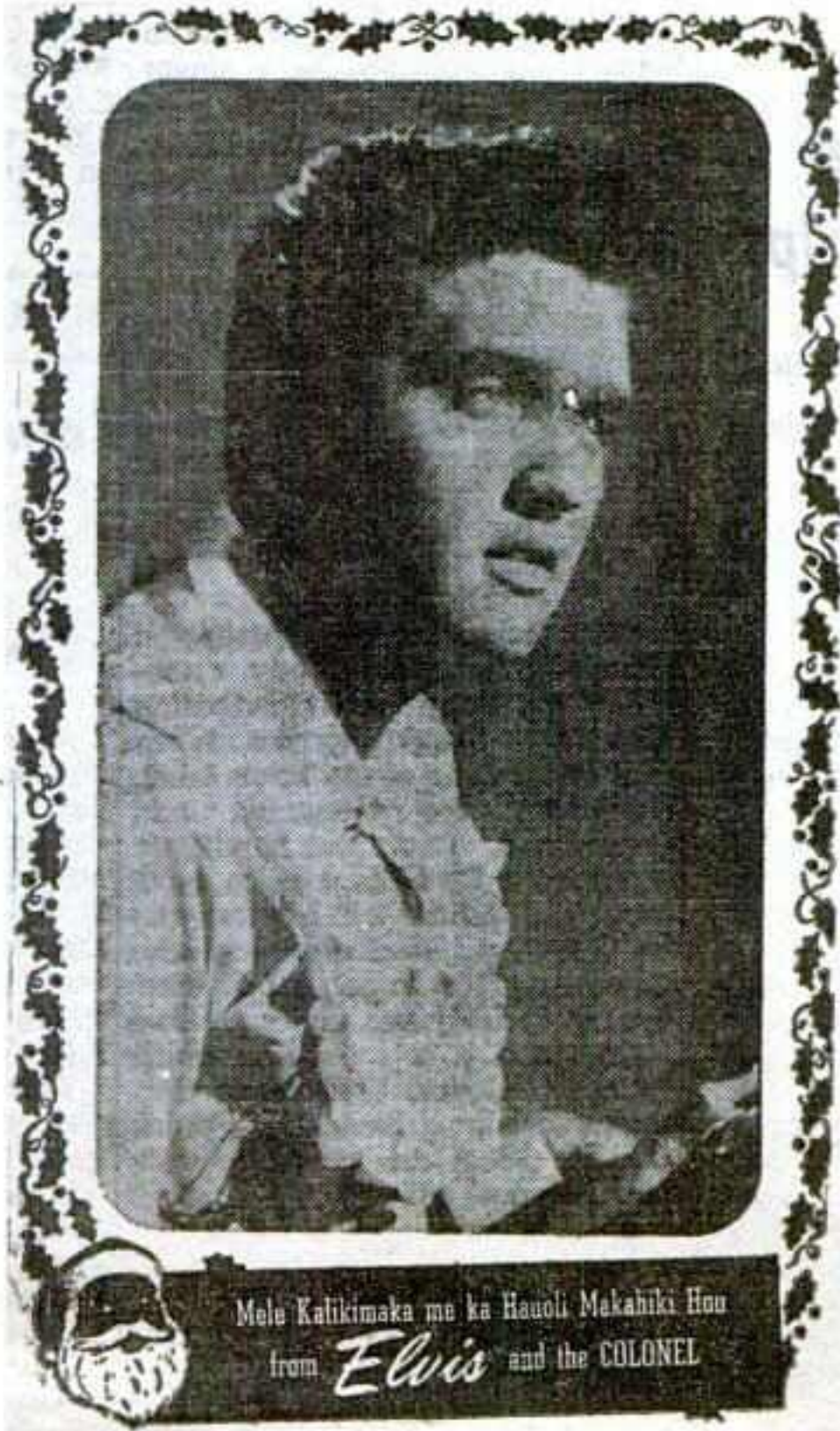
A new trend in the French music business is the joint promotional campaign undertaken by record labels and publishing firms to launch either a tune or a singer. Latest move in that respect is the launching of r.&r. singer Sydney Michel by publishing firms Chappell and Bagatelle with Vogue Records. First EP issued is comprised of "Falling Teardrops," "My Happiness" and "Poor Fool."

GERMANY

**Mendelson Has
Big Hit Score**

By JIMMY JUNGEMANN
102 Ismaninger Street, Munich 27

The most successful German producer these days is Gerhard Mendelson with seven out of 15 top records of the Polydor label: "Black Rose" by Peter Kraus, "The Man in the Moon" by Gus Backus, "An Island for Two" b.w. "Too Many Rules" by Connie Francis, "Samoa" by Lolita, "Candlelight" by the James Brothers, "Schoner Fremder Mann" and "Einmal Komm Ich Wieder" by Connie (Continued on page 32)



GERMANY

• Continued from page 30

Francis. Outside the States, Miss Francis has the most success with her German records produced by Gerhard Mendelson. And there is one more record coming strong, Gus Backus singing the "Sauerkraut Polka."

Starting next year, Italy's Mina and England's Petula Clark will also sing in German for Polydor.

German Stars for the States

The German-language radio station in Chicago invited Gerhard Wendland to guest star next year. His record "Tanze Mit Mir in Den Morgen" is high in the charts. . . . The Kessler Twins will star in a series of 12 shows for U. S. TV firm Intertel.

The German version of "My Fair Lady" on Philips LP starring Paul Hubschmid, Karin Hubner, Alfred Schieske, Rex Gildo, Friedrich Schonfelder, ork conducted by Broadway's Frank Allers, has been sold some 12,000 times after 10 days.

The 500,000th copy of Nana Mousouri singing the German version of the new Greek hit "Weisse Rosen Aus Athen" will be issued with an invitation for a holiday trip to Athens. One of these days one of the record buyers will be happy when he gets record No. 500,000.

German mag "twe" offers as record No. 4 in their new series Leonard Bernstein and his "Fun With Music" featuring the New York Philharmonic.

Polydor issues 10 LP's of the

"Command Stereo" series under the trade-mark "The Stereo Sensation."

By BRIGITTE KEEB
Music Editor, Automaten-Markt

Another two million hits are coming up here with two American tunes: As reported earlier, Billy Vaughn is to receive the golden disk for one million sales of his instrumental "Wheels," being at the same time the No. 1 German best selling title of 1961. Vaughn will come to Germany at the beginning of next year to receive the award by Teldec, distributor of his Dot recordings on the London label. The band leader is currently climbing the charts with two titles especially suggested and produced for the German market: "Lilli Marlen" and "Zwei Gitarren am Meer." The other million seller is Ger-

man version of "Babysitter Boogie" by Ralf Bendix on Electrola, who just returned from an eight-day appearance in the Las Vegas Flamingo Hotel. Tune has sold more than 900,000 already. Electrola's Sales Director Rolf Engleder hopes the million will be reached by the end of January 1962. Bendix will be the third Electrola artist to receive the traditional Golden Dog (symbolic of "His Master's Voice") for one million sales.

New Singles

Lale Andersen ("Ein Schiff wird kommen"/"Never on Sunday") has recorded Connie Francis' current hit "When the Boy in Your Arms" (with a German lyric entitled "Roter Rubin") for Electrola. Lyrics were written by Kurt Feltz. Producer was Heinz Geritz. Tune is published by Gerig, Cologne, and will be released January 1962. . . . Bert Kaempfert has recorded two new instrumentals for Polydor, "Midsummernight in Gotland" and "Holidays in Scotland." . . . Bob Moore's "Mexico" will be covered by a German version to be released on Decca. Lyrics, entitled "Jana, schone Mexicana" were written by Ralph Maria Siegel.

Distribution

The Swiss-German Austroton Company, which recently established the Austroton-Distribution Company, Frankfurt, has taken over distribution of the Triola label, exclusively for Germany, and Switzerland. Triola was heretofore represented by Bella Musica (now itself distributed by Metronome) in Germany. Austroton has also taken over the Italian label Jukebox exclusively for Germany and Switzerland. . . . Ariola, which formerly released French and German recordings from the French Barclay label under the Ariola label, is now offering the original French Barclay repertoire under the Barclay label in Germany. . . . By contract with the Milano firm Gurtler, Deutsche Vogue Schallplatten Company, Frankfurt (representing the French Vogue and pop labels, English Pye and Italian Durium in Germany), has taken over distribution of another four Italian labels: Music, Jolly, Celson and Stella. The Frankfurt firm of Schallplattenimportdienst Bernhard Milkowski (exclusive distributor for several jazz labels including Verve, Bluenote, Riverside, Contemporary), starts a "buy five, get one" sales plan December 1 through January 31.

Frankie Avalon, whose Chancellor Records are now released by Sonet-Storyville (itself distributed by Metronome), will star for the first time in German TV, January 2, 1962. He will be shown during an interview with a German TV man, Werner Becker, in New York, on "Broadway Melody, 1962."

fulfill a contract at the Sands Hotel in Las Vegas.

Next January Columbia will release here the new LP by Cliff Richard and the Shadows, "The Young Ones." The new Shadows' single, "Savage," is selling well during the holiday season. There is a peak in record sale business at Phonogram, Bovema and other distributors. For instance "Little Ship" by the Blue Diamonds on Decca is still selling about 2,000 copies a day. Bob Moore's "Mexico" is also doing well.

HONG KONG

Bobby Rydell
Concerts Due

By CARL MYATT
44 Mount Kellett Road, the Peak

Bobby Rydell will give two concerts in Hong Kong during his Far Eastern tour. He will be the first headline artist to perform here in years. His two concerts are being sponsored by Frances da Silva, of the Diamond Music Company, agent for some of the leading U. S. labels. Tentative dates for the two concerts are January 29 and 30.

Plans are also under way for staging a concert by Riem and Rudy de Wolff, better known as the Blue Diamonds. Their current tour, which is being organized by Philips, for whom they record, will also take in Japan, Manila, Singapore and Malaya. It will be their first visit to Hong Kong. While here they will also make TV, radio and night club appearances.

Over 200 people, representing 80 radio dealers, attended the 1961 Philips Radio Convention in Hong Kong's Ambassador Hotel on November 28. H. A. W. Ackerstaff, managing director of Philips Gloeilampenfabrieken Holland, was among those who addressed the gathering. Ackerstaff said on his arrival from Kuala Lumpur that the Japanese had invaded the market in Malaya with their cheap radios, but added that the situation was more serious in Hong Kong. He said that the only way to combat this threat was to manufacture products of high quality.

The convention address was delivered by M. J. Mulder, managing director of Philips, Hong Kong. On the show were a splendid range of Philips radios, tape recorders and musical equipment of the latest models. What created the greatest interest among dealers was perhaps the demonstration of the Philips closed-circuit television equipment.

HOLLAND

Robertino Makes
Dutch TV Scene

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

Italian singer Robertino visited Holland and did a TV performance. His records are distributed by L. C. Rood, Rijswijk.

Disk News

Popular Dutch Latin-American singer Maria Zamora was badly hurt in a car crash. . . . Bovema's President Gerry Oord honored the H. . . . star Toon Hermans with the Golden Nipper award, which has only once been given to another star, German singer Rudolf Shock. Oord also handed Toon Hermans the first 12-inch album of his "One Man Show 1961," which will be released toward the end of this year.

Pia Beck, the Flying Dutchess of the Piano, signed a three-year contract with Bovema's His Master's Voice label. Pia, who just returned from a trip to Portugal and Israel, will fly to the U. S. in March to

ITALY

14 Songs Left
In Canzonissima

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

With 14 songs from the original 55, RAI-TV is now in the semi-finals of "Canzonissima," which is tied to a national lottery in which the top prize is \$240,000. Each of the 14 final lists will be heard twice during the next four weeks, with the final competition taking place January 6.

Steve Morris, assistant to Sid Shemel, and Norman Land, European director for UA, looked in their Milan distributor and Rome headquarters. . . . Dimitri Tiomkin here to score "Sodom and Gomorrah." . . . Galleria del Corso is having a big hit with "The Twist" by Chubby Checker. . . . New headliner for CGD is Piero Litaliano whose name means "Peter the Italian."

Lo. of "Brigitte Bardot" news—International has the original rendition from the Rio carnival by



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the December 25 issue.

Antonio del Playa, while Rifi has presented both **Rubito Dallas** and **Michelino** in different versions. . . . **Carlo Savina** has taped final chapters of RAI's "Little Concert" and gone off to Hollywood to score a film for Warner Bros. . . . **The Brutos** are back from pa.'s in Las Vegas and Hollywood. . . . **Mina** was voted top performer of the year in every category by "Tele-tutto" juries. In all, 46 singers received votes, with **Domenico Modugno**, **Milva** and **Nico Fidenco** the runners-up. . . . **Johnny Dorelli** off to appear at the Paris Olympia. While he is in France he will do his top-selling "Letters to Pinocchio" in French.

Bringing up the Christmas season, Fonit has issued a seasonal catalog topped by an LP, "Luminous Night" sung by **Fausto Cigliano** and **Achille Millo**. . . . **Gino Latilla** quits as a singer and goes into TV production with the end of 1961. . . . **Pietro Garinei** and **Sandro Giovannini** have a second smash musical hit on their hands with "Enrico '61," which has opened in Milan with **Renato Rascel**, star and composer. Meanwhile the other hit, "Rinaldo on the Battlefield," continues in Rome. . . . Next big TV show begins January 20, with **Gorni Kramer** sharing spotlight with **Xavier Cugat** and **Abbe Lane**. . . . Graz, lots!

JAPAN

Drifters Singing At Tokyo Movie

By **J. FUKUNISHI**
108 Kakinokizaka, Meguroqu, Tokyo

The **Drifters** are at New Latin Quarter and the Nichigeki Theater, the largest movie house in downtown Tokyo.

Diskeries
Toshiba Records cut **Francisco Canaro's** ork in stereo. Recordings include "Canaro en Japon," his latest composition, and other popular Japanese numbers. . . . Toshiba Records, affiliate of Angel and Kapp, for the first six-month term of 1961 (April 1 to September 30) achieved total sales of \$6,196,025 with a net profit of \$7,430. The sales showed an increase of nearly 100 per cent over the same period last year. Upsurging sales of Sonorama-like vinyl sheet disks and electric organs contributed. Business for the next period is expected to increase sales by about \$2,800,000.

Osaka Festival
The fifth Osaka Music Festival will raise the curtain with **Concertgebouw Orchestra** on April 12 and close with **Comedie Francaise** on May 2, 1962. The Dutch orchestra will perform five concerts under the direction of **Euge Jochum** and **Virtuosi Di Roma**.

Best Seller
The current smash hit here is a disk from Venezuela, entitled in Japanese, "Coffee Rhumba." Originally titled "Ground Coffee," the Spanish disk was released by **Palacio Records** in Caracas featuring **Ugo Branco's** Indian harp. The record was marketed by **Nippon Grammophon**.

Diskeries
Nippon Victor's business result for the first six months of 1961 (April 21 to September 20) was \$26,360,292 in total sales, with a net profit of \$210,770. The dividend is 20 per cent per annum. The sales proportions of products are: records, 16.8 per cent; radios, 9.2 per cent; phonographs, 28.2 per cent; television receivers, 33.8 per cent, and other, 2 per cent. Exports for the same term came to around \$3,400,000.

Teichiku, affiliate of **Decca Records**, held a general shareholders' meeting on November 20. The total sales for the year September 21, 1960, to September 20, 1961, were \$1,731,869, with a net profit of \$169,354. This indicates an in-

crease of 20 per cent both in sales and profit. The sales target for the next year was set at \$2,200,000. **K. Nanko**, president, resigned in connection with **Matsushita Electric's** ("National" brand) recent investment, and one director of **Matsushita** joined **Teichiku** as an auditor. The present capital of 8,450,000 yen (\$23,500) will be doubled, with **Matsushita** owning the increased portion. **Matsushita** is to further purchase additional 10 per cent shares from one of **Teichiku's** directors to make its total holding 60 per cent. **Teichiku** has about 300 employees and its sales comprise 80 per cent Japanese and 20 per cent International (**Decca** and **Fonit**) records.

Nippon Grammophon, affiliate of **Deutsche Grammophon**, announced its total sales for the first fiscal six months of 1961 (April 1 to September 30) were \$1,007,005, and net profits \$67,294. This indicates an increase of \$416,666 in total sales and \$6,288 in net profits over the same term last year. It is expected the projected production of stereo phonographs for the next term will help further promote business of this firm. Unions of major recording companies are now in stiff negotiations with companies to determine the amount of year-end bonus. The amount per capita to be seemingly agreed upon will probably be between \$127 to \$146.

Publishers: Eastern music was established to represent **Robbins**, **Leo Feist**, **Miller Music**, **Lion** and **Pineridge** in Japan.

By **TEN KATTORI**
Yokohama Correspondent

Recent moves in the industry in the U. S. has created a stir here in Japan over the waves in the Pacific, with **ABC-Paramount's** taking over **Westminster** label, the latter label will be distributed in the future by **King Records**, Japanese affiliate of **ABC-Paramount**.

MEXICO

Ranieri Waxes 'Regrets' Tune

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

After finishing a three-week engagement last week at the **Terrazza Cassino**, **Katyna Ranieri** recorded at the **Musart studios** "No Regrets" and "Come Back to Rome" for **MGM**. On December 21 the Italian songstress will fly to Rome and spend Christmas at her home before starting her next year's tour through the U. S.

Best selling orchestra **Sonora**

Santanera renewed its contract with **Columbia** for five years. . . . **Chilian composer Joaquin Prieto**, author of the international hit "La Novia" (The Bride), which he claims has earned him up to now \$60,000 in royalties, arrived last week from Buenos Aires. He is finishing the orchestral arrangements of 11 melodies by **Maria Grever**, which will be recorded by **Musart** in January by Cuban **Olga Guillot**, conducting **Jose Sabre Marroquin**.

A famous tango orchestra, led by veteran conductor **Miguel Calo**, arrived from Buenos Aires and is appearing in night clubs and TV. **Musart** will issue an LP next year with eight Brazilian melodies in tango rhythm and four Argentinian tangos, recorded by **Musart's** associates **Odeon** of Rio and Buenos Aires. . . . **Wladimir Lakon**, manager of **Southern Music (Peer)**, is expected next year (January 2) by his Mexican affiliates **Pham** and **Emmi**. . . . Shortly before Christmas (20 and 22) **Igor Stravinsky** will conduct two concerts of the **National Symphony** in a program of own works.

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

After having finished the recording of their fourth LP for **RCA**, the seven-man group of **Lobo Y Melon** ("Wolf and Cantaloupe"), left for a Japanese tour. . . . Practically all Mexican companies will start the new year with recordings of the twist. . . . At the **Dimsa-Orfeon studios**, **Cesar Costa**, the "Mexican Paul Anka," recorded his second LP, and Puerto Rican tropical singer **Estrellita Salinas** is finishing her first LP, which will be issued simultaneously in Mexico, Argentina, Puerto Rico and the U. S. A.

Van Cliburn, **Isaac Stern**, **Byron Janis** and cellist **Leonard Rose** are the American soloists engaged by the **National Symphony Orchestra** for its next season, beginning in April. One of its concerts will be conducted by **Aaron Copland**.

NEW ZEALAND

Keil Isles Cover Chubby's 'Twist'

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

Chubby Checker's "Twist" has been covered by the **Keil Isles** (who also covered U. S. Bonds' hit, "Quarter to Three") for the **Viking** label, and has been bought by **NZBS** for all radio stations. Another version of "The Twist" is offered by **HMV** by **Ernie Free-**

man. **HMV** has also covered **Dion's** "Runaround Sue" with a version by **Doug Sheldon** on **Decca**.

New Releases
Other release from **HMV** include "Transistor Sister" by **Bob Storme**, hot seller **Donnie Brooks** doing "Wishbone," a newie by the **String-A-Longs** called "Scottie" and **Al Terry's** "Miss Me, Miss Mary Ann."

La Gloria has local offerings this week and the first is by the highly successful **Howard Morrison Quartet** doing "Christmas" and "Seri Si Mandolino."

The new **Coachmen** vocal trio has cut the **Cumberland Four's** "Johnny Reb."

Viking has acquired the rights to material from U. S. Chancellor and has two LP's out by **Fabian** and **Frankie Avalon** respectively. . . . **Philips** has smash material in its original cast recording of "The Sound of Music" and have "The Flower Drum Song" coming up. Others from **Philips** include the U. S. chart climber "Take Five" by **Dave Brubeck** (who makes another trip here next April for **Kerridge Odeon, Ltd.**). **Philip's Peak** label has imported a batch of material from the U. S. jazz label, **Candid**. . . . **Bobby Rydell** arrives here next January for a five-day visit.

Disk News
Viking Records discovered a great new talent in 15-year-old thrush **Lynn Barrett** who hails from **Wellington City**. **Lynn** is a cutie little number with a voice of her own and unlike many local singers her phrasing is strictly Stateside. **Viking** now wants original material for her.

Another local find, and one that might have success overseas, is the **New Zealand** composition "Little Red Snowman," a **Southern** publication. It is already featured on all hit parades in the country, out on two labels, **Pye & Kiwi** here, **W & G** in Australia and selling like a **BMW** chart topper. This looks like being the biggest Christmas single since "Rudolph the Red-Nosed Reindeer" and is not just localized to **New Zealand**. **Southern** shipped samples to many of the major distributors in Australia who unfortunately are wary of Christmas material. **W & G** saw the potential and put it out.

Another local chick scoring overseas on LP releases is **Daphne Walker**, her **Polynesian** LP "Sea Breeze" has just had release in Canada on the **Quality** label. As reported earlier **Polynesian** records are hot items here, top six sellers are four from **Viking**, one from **Capitol** and one from **Festival**. **Viking** has about 10 LP's to offer overseas agents.

Top Rank is having a rough spin on their hits. All these are rejected from **NZBS** (radio stations): **Chubby Checker's** **Twist** disks, **Dion's** "Runaround Sue," top English hit "Wild Wind" by **John Leyton** and

also distributed by **Rank's** agents, and "Temptation" on **WB** by the **Everly Brothers**. Consequently these will not be heard on **NZ** radio and sales will be badly affected.

NORWAY
Music Composers Honor Thommesen

By **ESPEN ERIKSEN**
Verdens Gang, Akersgaten 34, Oslo

Nopa—the organization of Norwegian pop music composers—honored the Norwegian waltz king, **Reidar Thommesen**, with 1,000 kr. given by music publisher **C. C. Boyesen**, manager of **Harmonyforlaget**.

Jim Reeves
Suddenly a track on the **Jim Reeves RCA** record, "The Intimate Jim Reeves" — namely the song "You Are the Only Good Thing"—has become very popular in Norway. **Radio Luxembourg** has played the track often, and **RCA** of Norway now has to make a special pressing for the home market.

Disk Shorts
The first two single releases from a new music organization, **Viking Music A/S**, will be issued shortly. They feature the voice of young Bergen-born songstress **Laila Dahlseth**.

Brubeck's latest record, "Take Five," issued on **Fontana** label, is beginning the march upward here, as it did in **Great Britain**. A columnist calls the record a refreshing variation from the usual pop sounds.

The Danish composer **Kjeld Jorgensen** has written a march, "Hilsen til Norge" ("Greetings to Norway") and dedicated it to Norway's King **Olav**. The Norwegian King has accepted the dedication.

PHILIPPINES

Manila Fans Flip Over Paul Anka

By **LUIS MA. TRINIDAD**
264 Escolta, Manila

"This is a truly wonderful reception—one of the best I ever got," exclaimed **Sampaguita lei-laden Paul Anka** as he waded through a shrieking sea of 6,000 fans at the newly inaugurated, plush **Manila International Airport** Thursday, November 30.

The star, who recently signed with **RCA**, will visit every major (Continued on page 35)

This complete issue is being read by over two and half times more international readers all over the world than all other U. S. music trade publications combined.

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THE NATION'S TOP TUNES

HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING DECEMBER 24

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 PLEASE MR. POSTMAN | By Dobbins-Garrett-Brianbert—Published by Jobete (BMI) | 7 |
| 2 | 7 | 7 THE LION SLEEPS TONIGHT | By Weiss-Pereti-Creatore—Published by Folkways (BMI) | 3 |
| 3 | 4 | 4 MOON RIVER | By Mancini-Mercer—Published by Famous (ASCAP) | 6 |
| 4 | 6 | 6 THE TWIST | By Hank Ballard—Published by Jay & Cee-Armo (BMI) | 20 |
| 5 | 8 | 8 RUN TO HIM | By Keller-Goffin—Published by Aldon (BMI) | 5 |
| 6 | 5 | 5 WALK ON BY | By Hayes—Published by Lowery (BMI) | 4 |
| 7 | 3 | 3 GOODBYE CRUEL WORLD | By Shayne—Published by Aldon (BMI) | 7 |
| 8 | 2 | 2 BIG BAD JOHN | By J. Dean—Published by Cigma (BMI) | 11 |
| 9 | 10 | 10 LET THERE BE DRUMS | By Nelson-Podolor—Published by Travis (BMI) | 5 |
| 10 | 9 | 9 TONIGHT | By Sondheim-Bernstein—Published by Schirmer (ASCAP) | 6 |
| 11 | 12 | 12 HAPPY BIRTHDAY, SWEET SIXTEEN | By H. Greenfield-N. Sedaka—Published by Aldon (BMI) | 4 |
| 12 | 13 | 13 PEPPERMINT TWIST | By Joey Dee-Henry Glovers—Published by Impact-Ware (BMI) | 3 |
| 13 | 11 | 11 RUNAROUND SUE | By Ernie Maresca-Dion DiMucci—Published by Schwartz-Disal (ASCAP) | 12 |
| 14 | 20 | 20 I DON'T KNOW WHY | By Ahlert-Turk—Published by Ahlert & Cromwell (ASCAP) | 3 |
| 15 | 22 | 22 WHEN I FALL IN LOVE | By Victor Young-Edward Heyman—Published by Northern (ASCAP) | 2 |
| 16 | 14 | 14 FOOL #1 | By Kathryn Fulton—Published by Sure Fire (BMI) | 3 |
| 17 | 26 | 26 WHEN THE BOY IN YOUR ARMS | By Tepper-Bennett—Published by Pickwick (ASCAP) | 2 |
| 18 | 15 | 15 I UNDERSTAND (Just How You Feel) | By Pat Best—Published by Jubilee (ASCAP) | 9 |
| 19 | — | 19 UNCHAIN MY HEART | By A. Jones-F. James—Published by Tee Pee (ASCAP) | 1 |
| 20 | — | 20 CAN'T HELP FALLING IN LOVE | By Wise-Peretti-Creatore—Published by Gladys (ASCAP) | 1 |
| 21 | 19 | 19 GYPSY WOMAN | By Curtis Mayfield—Published by Curtom (BMI) | 3 |
| 22 | 16 | 16 CRAZY | By Willie Nelson—Published by Pamper (BMI) | 7 |
| 23 | 24 | 24 LET'S TWIST AGAIN | By Kal Mann-Dave Appell—Published by Kalmann (ASCAP) | 9 |
| 24 | 30 | 'TIL | By Carl Sigman-Charles Danvers—Published by Chappell (ASCAP) | 2 |
| 25 | 23 | 23 BRISTOL STOMP | By Mann-Appell—Published by Kalmann (ASCAP) | 13 |
| 26 | — | 26 THERE'S NO OTHER (Like My Baby) | By Bates-Spector—Published by Bertha (BMI) | 1 |
| 27 | — | 27 YOUR MA SAID YOU CRIED IN YOUR SLEEP LAST NIGHT | By Schlaks-Glazer—Published by Seal-Lark (BMI) | 1 |
| 28 | 17 | 17 TOWER OF STRENGTH | By Hilliard-Bachrach—Published by Famous (ASCAP) | 10 |
| 29 | — | 29 REVENGE | By Benton-Hall-Ewald—Published by Raleigh (BMI) | 1 |
| 30 | — | 30 WELL I TOLD YOU | By Barrett—Published by Barret's Chantel-Trio (BMI) | 1 |

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

1. PLEASE MR. POSTMAN — Marvelettes, Tamla 54046.
2. THE LION SLEEPS TONIGHT—Tokens, RCA Victor 7954.
3. MOON RIVER—Jerry Butler, Vee Jay 405; Henry Mancini, RCA Victor 7916; Fuller Brothers, Challenge 9119; Carmen Cavallaro, Decca 31304; Calvin Jackson, Reprise 10022; Richard Hayman, Mercury 71869; Hollyridge Strings, Capitol 4631; Mantovani, London 2021; Jane Morgan, Kapp 431; Eddie Harris, Vee Jay 420.
4. THE TWIST — Chubby Checker, Parkway 811; Hank Ballard and the Midnighters, King 5171; Little Sisters, Parkway 815.
5. RUN TO HIM—Bobby Vee, Liberty 55388.
6. WALK ON BY—Leroy Van Dyke, Mercury 71834.
7. GOODBYE CRUEL WORLD — James Darren, Colpix 609.
8. BIG BAD JOHN—Jimmy Dean, Columbia 42175.
9. LET THERE BE DRUMS—Sandy Nelson, Imperial 5775.
10. TONIGHT—Ferrante and Teicher, United Artists 373; Eddie Fisher, Seven Arts 719; Jay and the Americans, United Artists 353; Ralph Marterie, United Artists 352; Felecia Sanders, Decca 31335.
11. HAPPY BIRTHDAY, SWEET SIXTEEN—Neil Sedaka, RCA Victor 7957.
12. PEPPERMINT TWIST—Joey Dee and the Starliners, Roulette 4401.
13. RUNAROUND SUE—Dion, Laurie 3110.
14. I DON'T KNOW WHY—Linda Scott, Canadian-American 129.
15. WHEN I FALL IN LOVE—Lettermen, Capitol 4658.
16. FOOL #1 — Brenda Lee, Decca 31309.
17. WHEN THE BOY IN YOUR ARMS — Connie Francis, MGM 13051.
18. I UNDERSTAND (Just How You Feel)—G-Clefs, Terrace 7500.
19. UNCHAIN MY HEART — Ray Charles, ABC-Paramount 10266.
20. CAN'T HELP FALLING IN LOVE —Four Esquires, Terrace 7502; Elvis Presley, RCA Victor 7968; Keely Smith, Dot 16298.
21. GYPSY WOMAN — Impressions, ABC-Paramount 10241.
22. CRAZY—Patsy Cline, Decca 31317.
23. LET'S TWIST AGAIN — Chubby Checker, Parkway 824.
24. 'TIL—Angels, Caprice 107.
25. BRISTOL STOMP—Dovells, Parkway 827.
26. THERE'S NO OTHER (Like My Baby) Crystals, Phillies 100.
27. YOUR MA SAID YOU CRIED IN YOUR SLEEP LAST NIGHT—Kenny Dino, Muscor 1013.
28. TOWER OF STRENGTH — Gene McDaniels, Liberty 55371.
29. REVENGE—Brook Benton, Mercury 71903.
30. WELL I TOLD YOU—Chantels, Carlton 564.

MUSIC AS WRITTEN

Continued from page 10

Dotto Records, Hollywood, stopped off at United Distributing, en route to Detroit. . . . Mary Pastor, 22-year-old thrush at Flo's Kit Kat, is an ASCAP member and has recorded eight songs, of which four were her own compositions. . . . Disk talent opening at the Playboy this week include the Diamonds (Mercury), Inman and Ira (newly signed to Columbia) and Nino Nanni (Carlton). . . . Mercury's Jack Tracy recorded Dinah Washington with Quincy Jones at Universal last week. . . . Stacy Records, new label here headed by James Gaylord, put out its first release last week. It's by the Nobles. Lead singer is Sallie McElroy, formerly with the Flamingos. . . . Oscar Brown Jr., whose "Kick & Co." created more controversy here than even Jack Paar could match, returns to Chicago's Birdhouse for two weeks with his trio.

Rocco Greco, formerly with Mercury and Variety, springs a new release on Vav-Ray. M-S handles the line. . . . LPI Wally follows the cats with a "Polka Twist" album and single on Jay Jay. . . . Sig Sakowicz is doing Christmas shows at seven veterans' hospitals this year. Stars include Smothers Brothers, Dick Gregory, Isobelle Robbins, Chet Roble and Meg Myles. . . . E. J. Abner brings Horace Silver to his Sutherland this week. . . . Personality Records has bought the master of "Crazy, Crazy Feeling" by Dough Sahn and the Spirits, a Texas tune. . . . Jack Russell has been re-elected president of the Midwest Regional Artists' Representatives Association for the ninth consecutive year. He was also named a national veep at the ARA meeting in New York. Nick Biro

Pittsburgh

Lenny Litman and Tim Tormey, head of Cosnat Records, with booker George Claire setting the acts, will present a "Twistacular" December 29 at the Civic Auditorium to cash in on the Twist rage which is sweeping this area. Set for the show are Jerry Lee Lewis, Danny and the Juniors, Frankie Sardo, the Rays, Gene Chandler and the Skyliners.

Frankie Avalon will report to John Bertera's Holiday House nightclub with Lisa Kirk and Tony Martin also set for the same room. . . . Roberta Knight will spend December 22-25 in Pittsburgh promoting his Dot recording of "Free Me." . . . Mimi Locker, daughter of Mort Locker, RCA Victor branch manager here, will marry Gene Levy, assistant TV director, whom she met while "Route 66" was filming two shows a few months ago in Pittsburgh.

Fred Waring will bring his unit for a one-nighter in March at Syria Mosque. . . . The Quotations spent a day here plugging their Verve platter, "Imagination." . . . "Bone Crackers," featuring Johnny and the Debonairs on the Fenway label, looms as a surprise hit for the local instrumental sextet. Leonard Mendlowitz.

Philadelphia

The Chetwynd in suburban Rosemont, Pa., is the latest in the area to become a modern jazz room, with Chris Conner and the Stan Free Trio first in. . . . Steve Gibson and the Red Caps take over the stand at the private membership 21 Key Club. . . . Eugene A. Canter, an executive of the Bob Heller, independent distributor, was named to the city's Board of License and Inspection Review by Mayor Richardson Dilworth. . . . Martin Ostroff and Buddy Smith are operating the reopened Ogontz Theater in the West Oak Lane section of the city as a "House of Rhythm" for rhythm and blues-styled stageshows emceed by WHAT's Rockin' Robin. . . . Bob Bunch Reed, linked with the Chancellor label, and the DePrees, recording for Twist Records here, go under the personal management wing of Jessica Morgan. Maurie H. Orodener

RADIO REVIEW

George Crater—A Funny Cat

A fellow named George Crater is pioneering as a new type of comic—a jazz comic. He's funny and he's hip, so hip in fact that he's only heard over FM radio in New York, on Saturday evenings at 6 p.m. over Station WNCN. Although he talks about anything that comes into his mind, from bomb shelters to selling Bibles from door-to-door, he isn't so far out that he's hard for the young adults to understand and enjoy, and he stays away from the sick area of comedy entirely.

Between his monologs he spins jazz records, and these are not too far out either—not the Ornette Coleman type things, but the Herman Herds or the Al Cohn-Zoot Sims stuff. Crater's real name is Eddie Sherman, but he's stuck with the pseudonym since he uses it for a Downbeat magazine column. As a jazz comic he yaks a lot about the jazz world, but not too much, and his routines are full of bright, sharp lines, which appear to be as enjoyable to him as they are to his listeners.

Crater got a little rep via his album on the Riverside label, which contained his clever routine about the windup dolls. He could gain more through his FM stint and his appearances at jazz shows around town. His material is his own. Crater's type of comedy will probably never make him a mass favorite, but his rather whimsical and satiric humor should gain him a sizable following in the East; at any rate, with the knowledgeable, jazz-oriented, young in-groups. Bob Rolontz.

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PHILIPPINES

Continued from page 33

country in the world to meet the local RCA Victor people. He will be recorded by his own record production firm, Camy Productions, and these records will be released on exclusive basis by RCA Victor throughout the world.

In general, Filipino songs and compositions become popular only in the Philippines. But an exception to this rule is the now well-known Filipino composition entitled "Dahil Sa Iyo," which in English is "Because of You."

Contrary to mistaken belief, "Dahil Sa Iyo" is not a folk song and does not belong to the public domain, but is very much private property and duly copyrighted according to law. The composer is Miguel Velarde Jr.

Aside from the fact that this song has been translated into English and is popular in the night club circuit abroad, such as in Japan, Australia and the United States, this song has been recorded by several companies.

The publishers in the Philippines and abroad is the foremost Philippine phonograph record manufacturer, Mareco, Inc., while in Japan it is handled, with proper authority, by the Japanese Society of Rights of Authors and Composers.

SPAIN

Madriguera Here To Build Revue

By PAUL MATAS

32 Av Jose Antonio, Madrid 13

Enric Madriguera came back to his native country to prepare the "Follies of Spain." The show will open in Washington, D. C., and is scheduled for Radio City Music Hall.

Cadence Records will have its own label in this country. Hispavox has been releasing the Cadence material through German Heliodor. Now Hispavox launches Johnny Tillotson, Andy Williams, Everly Brothers, the Chordettes and introduces Eddy Hodges' hit, "I'm Gonna Knock on Your Door." Luis Calvo, international manager of Hispavox, also told BMW that the Nippon Westminster Company of Tokyo will distribute its material there, beginning with disks of

Sarita Montiel and Alicia De Larrocha. Also the new "Retablo del Maese Pedro" by Renato Cesari, Teresa Turne and Pedro Lavirgen has been honored with "Gran Prix 1962" of "The National French Academy of Records."

RCA's promotion chief, Guillermo Caram, announced the coming visits of Paul Anka and Antonio Prieto to Spain at a press party. . . . Mr. Gomez from the Mexican Authors Society came to Spain to sign a deal with the same Spanish Society after several years of interrupted relations between both entities. . . . Reader's Digest Record Club is campaigning its new series—recorded by RCA—through strong press advertising. . . . Mario Clavel, the chansonnier of America, arrived in Madrid and made a triple debut; Pasapoga, radio Madrid and TV. His records (Columbia Argentina) are sold here by Philips.

SWEDEN

Anita Lindblom A Sensation

By HARRY NICOLAUSON

Orkester Journalen
Feringsgatan 22, Stockholm

Anita Lindblom has made a sensation with her gospel-styled "Sant ar livet" on Philips. "Sant ar livet" is the Swedish lyric to the American tune "You Can Have Her," which first was known here through the Lenny Welch recording on Cadence.

The Germans have made a stir about the Swedish recording of "Alpens ros" by the Violents, Swedish rock and roll quartet. Ten thousand copies of the record have been sold to Germany under the name of "Alpenrose." The Germans maintain that it is a jazzified version of the Nazi song "Horst Wessel." In fact "Alpens ros" is a very old Swedish folk song with only a very slight similarity to "Horst Wessel."

The music publisher Ake Gerhard has sold three of his tunes in the States, "Augustin," "Kara mor" and "Petter och Frida." He also has got an order from America for Swedish lyrics to "Little Sister" and three other American tunes and he is wondering which American artist is going to sing them.

NEWS REVIEW

Bunny, Kids Make Sing Along Scene

NEW YORK—Breezy the rabbit, a character close in concept and the chattering laugh sound to Bugs Bunny, makes his disk bow in a series of five kiddie song along sets turned out by Era Records. Each begins with a brief singing introduction by the rabbit (the corner of the voice is not identified) and then breaks into the particular type of song material for the album.

The current "Sing-Along With Breezy" includes "All-Time Favorites" (like "Old MacDonald," "Mary Had a Little Lamb"), 5001; "Famous Folk Songs" ("Old Smoky," "Skip to My Lou," etc.), 5002; "A Song Trip Around the World" ("Sailing Sailing," "Funiculi Funicula," etc.), 5003; "Children's Party Songs" ("Farmer in the Dell," "Polly Woolly Doodle," etc.), 5004, and "Songs of Christmas" ("Jingle Bells," "Silent Night," etc.), 5005. The rabbit sings with his children pals to organ and rhythm accompaniment on all these selections, and though the kiddie chorus seems to go out of its way at times to be off-key and disorganized, still children will catch the infectious quality of the idea. Sets are a good value at \$1.98 suggested list price. Ren Grevatt.

Tom Sarnoff NBC West Coast V.P.

HOLLYWOOD—Tom Sarnoff, youngest son of RCA board chairman, Gen. David Sarnoff, last week replaced John West as Coast vice-president of the National Broadcasting Company, with West, in turn, taking over Hal Maag's position as RCA staff vice-president in charge of the Western Division.

Maag was appointed RCA staff vice-president, heading the newly created Southwestern division, headquartered in Dallas.

Santo & Johnny's Repeat

NEW YORK — Santo and Johnny, Canadian-American Record stars, have been booked back into the El Cortez Hotel in Las Vegas. The boys just concluded a four-week stint at the nitery.

The act was booked into the El Cortez by Bob Sadoff, acting for the duo's manager, Ed Burton. The El Cortez return date is set for early next year.

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The pick of the new releases:

SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Continued from page 26

WOODY WOODBURY'S SALOONATICS

Stereoddities MW 4—Woodbury has had good sellers with at least two of his past four albums, and this one, patterned like his best ones, can do plenty of business. Like those, this is a live performance in Fort Lauderdale's beachfront Bahama Hotel and some of the best of Woodbury's gags and stories are included. The audience howls and the feeling is infectious.

Folk

TRUE RELIGION AND OTHER BLUES, BALLADS AND FOLK SONGS

Erick Darling, Vanguard VRS 9099—Erick Darling, currently a member of the Weavers, is showcased on this well-made disk as an excellent solo performer. Darling most ably accompanies himself on the banjo, guitar and 12-string guitar in a versatile program covering blues, country and folk songs, including, "Woody Knows Nothing," "Blackeyed Susie," "Diamond Ring" and "Everytime I Go to Town." Highly recommended for folk music enthusiasts.

THE SOUND OF FOLK MUSIC

Various Artists, Vanguard SRV 125—Here's an excellent opportunity for new folk music fans to enjoy a taste of many top performers in the folk field, and at a very low price. This sampler album contains exciting performances by Odetta, the Weavers, Leon Bibb, Joan Baez and Shoshana Damari, to name a few. The folk songs offered, from all over the world, include "Michael Row the Boat," "Woody Knows Nothing," "Tumba Tumba" and "Muss I Denn." Potent gift item for all folk music buffs.

SPECIAL MERIT ALBUMS

Pop

DIXIELAND WITH A TWIST

The Carpetbaggers, Chancellor CHL 5023—This album features a very novel but nonetheless natural teaming of Dixieland and Twist, since both are based on a two-beat rhythm. The set rides along in swinging fashion with much of the credit going to Russ Faith not only for his humorous arrangements but also for some powerful piano work. The Dixie band, an ebullient group, plays tunes like "Sweet Georgia Brown," "Jada" and "Carpetbagger's Twist" in rousing fashion. There's also a good-natured poke at modern jazz in treatments of "The Preacher," by Horace Silver and "All Heart No Soul."

Reviews of New Albums

Continued from page 26

The canary's tasteful vocal talents are spotlighted on "There, I've Said It Again," "On Second Thought," "Love You Madly," etc. Blithe photo of a gal swinging on a pole gives package strong display value.

★★★★ TWIST WITH STEVE ALAIMO
 Steve Alaimo, Checker LP 2981—If there is sales room for any more Twist albums, this one has the verve and beat to make it. Alaimo sings in fine rocking style on a group of Twist-tempo, danceable items. Selections include "The Twist," "The Hoochie Coochie Coo," "Let's Twist Again," "Do the Hully Gully" and "Twist All Night." Alaimo is co-writer on some of the tunes.

★★★ DOIN' THE TWIST WITH LOUIS PRIMA
 Dot DLP 2510 (Stereo & Monaural)—Prima and his exuberant aid, Sam Butera, are in sock vocal and ork form on this bouncy package of "Twist" tunes. The danceable line-up includes "The Continental Twist" (from his forthcoming Twist movie), "The Twist," "Let's Twist Again," "Tag That Twistin' Doll" and "Doin' the Twist."

★★★★ JERRY LEE'S GREATEST
 Jerry Lee Lewis, Sun LP 1265—Here's a listenable collection of sides previously issued as singles by Jerry Lee Lewis. Among them are "Great Balls of Fire," "What'd I

Say," "Hello Josephine" and "Money." LP should interest the lad's fans.

★★★★ KWAMINA
 Original Cast, Capitol W 168 (Stereo & Monaural)—Sally Ann Howes and Terry Carter lead the cast of "Kwamina" through its paces on this LP. The show, now closed on Broadway, is well represented on wax, but two of its most arresting qualities, dance and staging, of course, are missing. "The Cocoa Bean Song," "Welcome Home," "Nothing More to Look Forward To" and "Ordinary People" come across as some of the better tunes from the show.

★★★★ IT HAPPENED ONE NIGHT
 Dorothy Donegan, Roulette R 2515—A smart set of standards presented by Dorothy Donegan in her vibrant piano stylings. The LP, including such favorites as "Lazy River," "There Is No Greater Love," "September Song," "A Foggy Day" and "April in Paris," was recorded live during Miss Donegan's recent stint at the New York night club, the Roundtable. It's a very listenable package.

★★★ MODERATE SALES POTENTIAL

★★★★ THEMES FROM THE GREAT FOREIGN FILMS
 Leo Diamond, Harmonica and Ork featuring Twin Pianos, Reprise R-6009 (Stereo & Monaural)

★★★★ LET'S MISBEHAVE
 Billy Dee Williams, Lively Arts 30001

★★★★ GUITARS IN ITALY
 Various Artists, Time 8-307

BILLBOARD MUSIC WEEK HOT C & W SIDES

| This Week | Last Week | TITLE, ARTIST, LABEL & NUMBER | Weeks on Chart |
|-----------|-----------|---|----------------|
| 1 | 1 | WALK ON BY, Leroy Van Dyke, Mercury 71834 | 16 |
| 2 | 2 | BIG BAD JOHN, Jimmy Dean, Columbia 42175 | 10 |
| 3 | 4 | SOFT RAIN, Ray Price, Columbia 42132 | 11 |
| 4 | 3 | CRAZY, Patsy Cline, Decca 31317 | 6 |
| 5 | 5 | YOU'RE THE REASON, Bobby Edwards, Crest 1075 | 16 |
| 6 | 6 | IT'S YOUR WORLD, Marty Robbins, Columbia 42065 | 14 |
| 7 | 13 | HAPPY BIRTHDAY TO ME, Hank Locklin, RCA Victor 7921 | 12 |
| 8 | 12 | WALKING THE STREETS, Webb Pierce, Decca 31298 | 13 |
| 9 | 16 | BACKTRACK, Faron Young, Capitol 4616 | 12 |
| 10 | 11 | GO HOME, Lester Flatt and Earl Scruggs, Columbia 42141 | 4 |
| 11 | 8 | UNDER THE INFLUENCE OF LOVE, Buck Owens, Capitol 4602 | 20 |
| 12 | 10 | TENDER YEARS, George Jones, Mercury 71804 | 27 |
| 13 | 7 | HOW DO YOU TALK TO A BABY, Webb Pierce, Decca 31298 | 12 |
| 14 | 15 | IN THE MIDDLE OF A HEARTACHE, Wanda Jackson, Capitol 4635 | 5 |
| 15 | 18 | I WENT OUT OF MY WAY, Roy Drusky, Decca 31297 | 15 |
| 16 | 23 | PO' FOLKS, Bill Anderson, Decca 31262 | 19 |
| 17 | 9 | BE QUIET MIND, Del Reeves, Decca 31307 | 7 |
| 18 | 19 | OPTIMISTIC, Skeeter Davis, RCA Victor 7928 | 10 |
| 19 | 26 | TO YOU AND YOURS, George Hamilton IV, RCA Victor 7934 | 6 |
| 20 | 28 | ANYWHERE THERE'S PEOPLE, Lawton Williams, Mercury 71867 | 8 |
| 21 | — | TENNESSEE FLAT TOP BOX, Johnny Cash, Columbia 42147 | 1 |
| 22 | 14 | THROUGH THAT DOOR, Ernest Tubbs, Decca 31300 | 6 |
| 23 | 24 | THE COMMANCHEROS, Claude King, Columbia 42196 | 6 |
| 24 | 25 | LOSING YOUR LOVE, Jim Reeves, RCA Victor 7950 | 2 |
| 25 | 27 | THE RESTLESS ONE, Hank Snow, RCA Victor 7933 | 6 |
| 26 | — | LONESOME NUMBER ONE, Don Gibson, RCA Victor 7959 | 1 |
| 27 | 21 | DAY INTO NIGHT, Kitty Wells, Decca 31313 | 3 |
| 28 | 17 | I FALL TO PIECES, Patsy Cline, Decca 31205 | 38 |
| 29 | 22 | WHAT I FEEL IN MY HEART, Jim Reeves, RCA Victor 7950 | 2 |
| 30 | 29 | ONE GRAIN OF SAND, Eddy Arnold, RCA Victor 7926 | 10 |

★★★ Kean Robert Mersey and His Ork, Columbia 8532

★★★ LET'S DO THE TWIST FOR ADULTS
 Danny Davis and the Titans, MGM E 3997 (Stereo & Monaural)

★★★ MUSIC OF THE CAROUSEL
 Folkways FX 6128

★★★ HOW TO SUCCEED IN BUSINESS WITHOUT REALLY TRYING
 Gary McFarland Ork, Verve V 8449 (Stereo & Monaural)

JAZZ LP'S

★★★★

STRONG SALES POTENTIAL

★★★★ THE SOUND OF THE JOHNNY SMITH GUITAR
 Roost LP 22—Another fine set from one of the jazz world's most talented guitarists, Johnny Smith. Smith is in excellent form, running through nine tracks composed mostly of standards. But it's on the ballads that he shows special warmth and feeling. "Come Rain or Come Shine," "Embraceable You" and "Round Midnight" come in for special acclaim. He is supported by a superb rhythm section of Hank Jones, piano; George Duvivier, bass, and Eddie Shaughnessy, drums.

★★★★ CHICAGO AND ALL THAT JAZZ
 Various Artists, Verve V-881—Audience interest as a result of the television show on NBC bearing the same title as this album might get this added action. TV show or no TV show, the set provides some handsome and healthy excursions into that form of Dixie referred to as Chicago style. Great work by Jack Teagarden, Pee Wee Russell, Jimmy McPartland and Bud Freeman.

★★★★ A HISTORY OF JAZZ: THE NEW YORK SCENE
 Various Artists, Folkways RF-3—Jazzophiles should have a ball with this set which briefly outlines a bit of the development of jazz. Tracks (one apiece by the Original Dixieland Jazz Band, Mammie Smith, Clarence Williams, Miff Mole, Duke Ellington, Cab Calloway, Jimmy Lunceford, Coleman Hawkins and the Dizzy Gillespie-Charlie Parker Sextet are all valuable items for a jazz buyer's library.

(Continued on page 39)

BILLBOARD MUSIC WEEK HOT R & B SIDES

| This Week | Last Week | By special survey for week ending 12/24 TITLE, ARTIST, LABEL & NUMBER | Weeks on Chart |
|-----------|-----------|--|----------------|
| 1 | 1 | PLEASE MR. POSTMAN, Marvelettes, Tamla 54046 | 15 |
| 2 | 6 | TURN ON YOUR LOVE LIGHT, Bobby Bland, Duke 344 | 3 |
| 3 | 3 | GYPSY WOMAN, Impressions, ABC-Paramount 10241 | 6 |
| 4 | 4 | SOOTHE ME, Sims Twins, Sar 117 | 12 |
| 5 | 9 | THERE'S NO OTHER (Like My Baby), Crystals, Philles 100 | 4 |
| 6 | 2 | JUST GOT TO KNOW, Jimmy McCracklin, Ari-Tone 825 | 10 |
| 7 | 7 | JUST OUT OF REACH (Of My Two Open Arms), Solomon Burke, Atlantic 2114 | 15 |
| 8 | 5 | SEPTEMBER IN THE RAIN, Dinah Washington, Mercury 71876 | 5 |
| 9 | 8 | TOWER OF STRENGTH, Gene McDaniels, Liberty 55371 | 6 |
| 10 | 10 | IN THE DARK, Little Junior Parker, Duke 341 | 7 |
| 11 | 15 | THE TWIST, Chubby Checker, Parkway 811 | 2 |
| 12 | 11 | EVERYBODY'S GOTTA PAY SOME DUES, Miracles, Tamla 54048 | 5 |
| 13 | 13 | HIT THE ROAD JACK, Ray Charles, ABC-Paramount 10244 | 14 |
| 14 | 26 | I KNOW, Barbara George, AFO 302 | 5 |
| 15 | 12 | RUMAROUND SUE, Dion, Laurie 3110 | 12 |
| 16 | 16 | YA YA, Lee Dorsey, Fury 1053 | 17 |
| 17 | 14 | DON'T THROW YOUR LOVE ON ME SO STRONG, Albert King, King 5575 | 3 |
| 18 | 22 | MOMENTS TO REMEMBER, Jonnell Hawkins, Amazon 1003 | 2 |
| 19 | 20 | HEARTACHES, Marcels, Colpix 612 | 2 |
| 20 | — | LOST SOMEONE, James Brown and Famous Flames, King 5573 | 1 |
| 21 | 19 | MIND YOUR OWN BUSINESS, Eugene Church, King 5545 | 3 |
| 22 | 23 | I'M TORE DOWN, Freddy King, Federal 12432 | 9 |
| 23 | 21 | BRISTOL STOMP, Dovells, Parkway 827 | 12 |
| 24 | — | UNCHAIN MY HEART, Ray Charles, ABC-Paramount 10266 | 1 |
| 25 | 17 | THE FLY, Chubby Checker, Parkway 830 | 5 |
| 26 | — | BUT ON THE OTHER HAND, Ray Charles, ABC-Paramount 10266 | 1 |
| 27 | 18 | BIG JOHN, Shirelles, Scepter 1223 | 9 |
| 28 | 25 | JUST YOU AND ME DARLING, James Brown and the Famous Flames, King 5547 | 10 |
| 29 | 29 | THE ROACH, Gene and Wendell, Ray Starr 777 | 4 |
| 30 | 27 | OPERATION HEARTBREAK, Aretha Franklin, Columbia 42157 | 11 |

Reviews of New Albums

Continued from page 36

★★★★ BASH
The Dave Bailey Sextet. Jazz Line JAZZ 33-91—Bright, tuneful flowing for "in" jazz devotees on this LP. The tracks are filled with fine work, especially pianist Tommy Flanagan and trumpeter Kenny Dorham, two deft players in the modern, non-far out school. Leader-drummer Bailey makes things move along nicely while his cohort on bass, Ben Tucker, accomplishes his job with ease. Tenor saxist Frank Haynes and trombonist Curtis Fuller play nicely also.

★★★★ SOUL BROTHER
Harold Corbin. Roulette R 52079 — A highly listenable jazz album in the com-

mercial vein. The pianist is accompanied by a rhythm section on 11 tracks. It is the album debut for the boy who has a fine flair for the dramatic. He has learned a great deal from listening to both Erroll Garner and Ahmad Jamal and he puts his learning to good use on any number of tunes—ballads and standards mostly.

★★★ MODERATE SALES POTENTIAL

★★★ WEAVER OF DREAMS
Kenny Burrell. Columbia CS 8503

CLASSICAL LP'S

★★★★ STRONG SALES POTENTIAL

★★★★ UN BALLO IN MASCHERA (A MASKED BALL)
Georg Solti, Cond. London OSA 1328—London has made sure this set will have good buyer appeal by casting the great

Birgit Nilsson as "Amelia," and Giuletta Simonata as Ulrica in this performance of Verdi's fine works. Though performed far less than such standards as "Traviata," or "Aida," the opera maintains the lyrical,

musical touch of Verdi, and with a cast like this it should certainly enjoy a demand, especially from stereo buyers who have little else from which to choose. The three-LP set also includes an illustrated booklet with English-Italian script.

★★★★ BIZET SYMPHONY IN C MAJOR
Ernest Ansermet Cond. L'Orchestre de la Suisse Romande. London CS 208 (Stereo & Monaural)—Bizet's familiar Symphony in C Major and the delightful "Jeux D'Enfants" are performed sympathetically here by the L'Orchestre de la Suisse Romande under Ernest Ansermet. The increasing popularity of Bizet's works, and the fine quality of the recording should help this LP reap steady sales.

★★★★ TCHAIKOVSKY-DVORAK VIOLIN CONCERTOS
Ruggiero Ricci and the London Symphony Orchestra, Sir Malcolm Sargent cond. London CS 215 (Stereo & Monaural)—Superb performances of both the Tchaikovsky Violin Concerto in D Major and the Dvorak Violin Concerto in A Minor make this album a delight. Ricci is outstanding here, and the orchestra under Sir Malcolm Sargent is in excellent form. Fine recording quality and the flawless playing of Ricci could turn this album into a very strong seller.

★★★★ LIST: FAMOUS PIANO TRANSCRIPTIONS FROM MOZART TO MENDELSSOHN
Egon Petri. Westminster WST 119 (Stereo & Monaural)—At the age of 80,

Egon Petri probably is the dean of the great living pianists but his age scarcely shows in the agility with which he breezes through some of the most dazzling keyboard works in the repertoire from Liszt's piano transcriptions. These include the "Mephisto Waltz," the lovely waltz from Gounod's "Faust," Beethoven's "Adelaide," the wedding march and dance of the elves from Mendelssohn's "Midsummer Nights Dream" music, and a fantasy from Mozart's "Marriage of Figaro." International fans of Petri will be interested in his return to the recording studios.

★★★★ STRAVINSKY: LES NOCES SYMPHONY OF PSALMS
Ansermet, Cond. L'Orchestra De La Suisse Romande. London CS 6219 (Stereo & Monaural)—An excellent reading in rewarding stereo sound of these two not-often heard Stravinsky works. Maestro Ansermet directs the orchestra masterfully with color and technical precision. There are not many recordings available on these pieces, and this is the only stereo version listed. The attractive cover should aid sales, too.

★★★★ TCHAIKOVSKY: THE NUTCRACKER BALLET COMPLETE
Utah Symphony Ork. Maurice Abravanel, cond. Vanguard SRV 123—Maurice Abravanel conducts the Utah Symphony Orchestra in a stimulating reading of the popular "Nutcracker Ballet." Although there are many fine recordings available on this Tchaikovsky war horse, this top quality stereo version of the complete work in two disks should capture its share of the market. A good gift item for this season as well.

★★★ MODERATE SALES POTENTIAL

★★ GORDON BINKERD: SYMPHONY NO. 1
Edouard van Remoortel, Cond. St. Louis Symphony Orchestra.

★★ RICHARD WAGNER: SIEGRIED IDYLL
Max Rudolf, Cond. Col. Sym. Orchestra. Columbia MS 6291 (Stereo & Monaural)

★★ FRANZ LISZT: LES PRELUDES SPANISH RHAPSODY-ORPHEUS MEPHISTO WALTZ
Hungarian State Orchestra. Westminster WST 1151 (Stereo & Monaural)

★★ DVORAK: NEW WORLD SYMPHONY
Vienna Philharmonic, Istvan Kertesz, cond. London CS 6228

★★ WEBER-SPOHR: CLARINET CONCERTOS
Gervase DePeyer and London Symphony Orchestra. L'Oiseau-Lyre SOL 60035

★★ THE VIRTUOSO TRUMPET
Antonio Janigro, conducting, with Helmut Wobisch, Solo Trumpet. Vanguard BGS 5041

★★ EIGHTEENTH CENTURY SHAKESPEAREAN SONGS
April Cantelo and English Chamber Orchestra. L'Oiseau-Lyre SOL 60036

★★ MOUSSORGSKY: SONGS AND DANCES OF DEATH, THE NURSERY, THE HEGOAT, HOPAK
Netanla Davrath. Vanguard VRS 1068

★★ FRANZ LISZT: DANTE SYMPHONY
Budapest Philharmonic Orch., Gyorgy Lehel Cond. Westminster WST 15152 (Stereo & Monaural)

LP REVIEW POLICY

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

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

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

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

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SPECIALTY LP'S

★★★★ STRONG SALES POTENTIAL

INTERNATIONAL

★★★★ I REMEMBER YUGOSLAVIA
Yugoslavian Folk Singers. Fiesta FLP 133 (Stereo & Monaural)—Latest stop in the Fiesta label's musical tour of Europe is Yugoslavia, and the colorful music will interest even those who haven't visited or
(Continued on page 41)

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Say You Saw It in **Billboard Music Week**

Reviews of New Singles

Continued from page 27

ELEANA MARIE
 ★★ Soldier Boy (Bryden, BMI) (2:02)
 —★★★ Blue Mood (Eldorado, BMI) (2:25). GEEBEE 01.

JACKIE AND THE STARLITES
 ★★ I Found Out Too Late (Fast, BMI) (2:35) —★★★ I'm Coming Home (Fast, BMI) (2:22). FURY 1057.

THE UPFRONTS
 ★★ Send Me Someone to Love Who Will Love Me (Heleriqui, BMI) (2:50)
 —★★★ Baby, for Your Love (Heleriqui, BMI) (2:10). LUMMTONE 107.

THE CATALINA SIX
 ★★ Would You Believe It (Flagship, ASCAP) (3:18) —★★★ Moon 2000 Twist-A-Roo (Flagship, ASCAP) (2:19). FLAGSHIP 126.

GINA DEE
 ★★ Railroaded (Fayette, BMI) (1:50)
 —★★★ Six Feet Below (Lols, BMI) (2:25). HOME OF THE BLUES 236.

SUZANNE AND THE FULLHOUSE
 ★★ They Said I'd Never Recover (Big M, BMI) (2:48) —★★★ Cryin' Room (I'm Gonna Get a) (Big M, BMI) (2:18). TRUMP 005.

THE CORVELLS
 ★★ The Bells (Greta - Germersheim, BMI) (1:40) —★ Don't Forget (Greta-Original, BMI) (2:12). BLAST 203.

THE POWELL SISTERS
 ★★ Dim Dim the Lights (Republic, BMI) (2:05) —★ Ways and Actions (Painted Desert, BMI) (2:20). KAYDEE 003-1-2.

EDDIE SINGLETON
 ★★ It's Not My Fault (Kim, SESAC) (2:05) —★ God Bless the Child (Kim, Marks, ASCAP) (2:35). JOKER 1001.

"BIG" TINY LITTLE
 ★★ Button Up Your Overcoat—(Ross Jungnickel, De Sylva, Brown & Henderson, ASCAP) (2:03)—★★★ Angry (Melrose, ASCAP). CORAL 6557.

TONI ARDEN
 ★★ Non Dimenticar (Hollis, BMI) (---)—★★★ Arriverderci Roma (Connolly, ASCAP) (---). DECCA 2552.

MEL (PEG) ROBBINS
 ★★ Fidgety (Ashna, BMI) (2:16) —★★★ Loneliness (Ashna, BMI) (2:0). MR. PEACOCK 103.

BILL REEDER
 ★★ Judy (Progressive, BMI) (2:20)—★★★ Secret Love (Remick, ASCAP) (2:13). HI 201.

FRAN WARREN
 ★★ Have I Told You Lately That I Love You (Dutchess, BMI) (2:40)—★★★ Heavenly Father (Bennell) (2:26). KEYNOTE 501.

HALE AND HAYDEN
 ★★ Twist a la Cacciatore (Pameco, BMI) (2:30)—★★★ Margie (Italiano) (Mills-Fischer, ASCAP) (2:38). ABC-PARAMOUNT 10286.

EDDIE COCHRAN
 ★★ Weekend (American, BMI) (1:50) —★★★ Lonely (Eldorado, BMI) (2:00). LIBERTY 55389.

THE DEL-PHIS
 ★★ It Takes Two (Kapa - Brohun, BMI) (3:15)—★★★ I'll Let You Know (Kapa-Brohun, BMI) (2:50). CHECKMATE 1005.

PAUL LONDON
 ★★ Never Like This (Chevis, BMI) (2:15)—★★★ Sugar Baby (Kata and Bridgeport, BMI) (2:38). CHECK-MATE 1006.

THE TRAVELERS
 ★★ Seven Minutes Till Four (Don Bennett, BMI) (2:04)—★★★ Traveler (Don Bennett, BMI) (1:54). DON RAY 5965.

THE FLIPS
 ★★ Endless (Village, BMI) (2:20)—★★★ Oh You Beautiful Doll (Remick, ASCAP) (2:10). FLIPPIN' 310.

PEPE LA STAZA
 ★★ Maria (Chappell, ASCAP) (2:34) —★★★ MacDougal Street (Rumbalero, BMI) (2:32). EVEREST 19423.

ARLIE NEVILLE
 ★★ River of Life (Hillsboro, BMI) (2:24)—★★★ Angel Love (Hillsboro, BMI) (2:20). PING 8001.

FRANKIE LUCAS
 ★★ (Hey, Hey Little Girl) I Got My Eyes On You (Brufem, BMI) (2:35)—★★★ Love Can Be Wonderful (Brufem, BMI) (2:24). EVEREST 19422.

DAVE BARTHOLOMEW
 ★★ Goin' to the River (Commodore, BMI) (2:14)—★★★ I'm Walkin' (Travis, BMI) (2:11). IMPERIAL 5803.

THE PACERS
 ★★ The Pace (Ouachita, BMI) (2:07)
 —★★★ New Wildwood Flower (Ouachita, BMI) (2:17). UNITED SOUTHERN ARTISTS 112.

JIMMY McCRACKLIN
 ★★ I Know (Arc, BMI) (2:15) —★★★ Later On (Arc, BMI) (2:34). CHESS 1809.

THE TABS
 ★★ Dance Party (Conrad, BMI) (2:32) —★★★ Dance All by Myself (Roosevelt, BMI) (2:40). VEE JAY 418.

THE FORTUNES
 ★★ Ugly Duckling (Scepter, BMI) (1:48) —★★★ Nothing Matters Anymore (Lols, BMI) (2:44). QUEEN 24010.

TONI HARPER
 ★★ I'm Learning (Briarcliff, BMI) (2:38)—★★★ Lazy River (Peer Int., BMI) (2:01). RCA VICTOR 7976.

FRANK FROBA AND HIS BOYS
 ★★ You're in Love With Everyone (But the One Who's in Love With You) (Mills, ASCAP) (3:13)—★★★ Whispering (Miller, ASCAP) 2:24. DECCA 25547.

ROY PORTER
 ★★ Juicy (O-Cal) (2:45)—★★★ Good Cookin' (Home Cookin') (O-Cal) (2:47). KING 5580.

MARGARITA (CHA CHA) SIERRA
 ★★ Cha Cha Twist (American, BMI) (2:20) —★★★ Pretty Baby (Remick, ASCAP) (1:53). WARNER BROS. 5248.

ROBIN WILSON
 ★★ The Black Eyed Gypsy (Acuff-Rose, BMI) (2:13)—★★★ Wanta Hang My Hat in Heaven (Target, BMI) (2:02). MONUMENT 452.

VINCE ORMOND
 ★★ Lonesome Road (Paramount, ASCAP) (2:15)—★★★ I Am in Love (Buxton Hill, ASCAP) (2:35). MONTE 101.

VIC AND THE VERSATILIES
 ★★ Berlin Wall (Dante, BMI) (2:20) —★★ Ho-De-Ho (Dante, BMI) (2:17). DANDY 777.

PAUL DE NOIA
 ★★ Dear Abby (Kenco, ASCAP) (2:36)
 —★★ Maureen (Kenco, ASCAP) (1:40). KENCO 5020.

★ ★ ★ ★
STRONG SALES POTENTIAL

JAZZ
JIMMY SMITH
 ★★ Midnight Special (Parts 1 & 2)—BLUE NOTE 1819—Fine blues instrumental, excellent in its horn and organ passages; relaxed and full of mood. Lovely for jazz deejays.

GERALD WILSON ORCHESTRA
 ★★ You Better Believe It—PACIFIC JAZZ 333—From the album of the same title, this is a fetching instrumental, with good use of horns, organ and percussion. Maintains interest and builds tension. (Amestoy, BMI) (243)

★★★ Blues for Yna Yna — From the same album, this side has a haunting, blues-oriented theme. Likely to appeal to jazz jockeys. (Amestoy, BMI) (3:02)

FREDDIE HUBBARD
 ★★ Osie Mae—BLUE NOTE 1810—Blues-based instrumental with exciting horns and rhythm figures. Could get juke coins. (Groove, BMI)

★★★ Cry Me Not—(Totem)

COUNTRY & WESTERN
SONNY BURNS
 ★★ Patches on My Heart—UNITED ARTIST 395—Here's a country weeper with a good sound. The performance and the material have strong touches of many of the hits of Ray Price. Burns scores well here and he'll bear watching in the field. (Glad, BMI) (2:10)

★★★ Blue House Painted White—A strong piece of material in the weeper vein. Burns gives it an effective heartache touch. A good artist here. (Glad, BMI) (2:0)

GEORGIE RIDDLE
 ★★ I'll Never Let Go of You—UNITED ARTISTS 393—Riddle has a good country sound on this ballad. He's backed nicely by a Floyd Cramer-styled piano with fiddles. Dual-track spots are also done effectively. (Glad, BMI) (2:2)

★★★ Lonesome Old Town—An easygoing, country rhythm tune with Riddle employing dual-track tactics against a neat rhythm backing. Side merits a listen. (Glad, BMI) (1:55)

TONY DOUGLAS
 ★★ Shrimplin' — UNITED ARTISTS 387—A smartly turned out country rhythm side all about the plight of a shrimp boat skipper. Douglas has quite a spirited sound and he sounds good on the material. Side has a touch of the quality of "Battle of New Orleans." (Glad, BMI) (1:45)

★★★ Woman Behind This Man—A fast waltz tune with a lot of country philosophy built in. Interesting material, well sung by the chanter. Two good debut sides. (Glad, BMI) (2:38)

COUNTRY JOHNNY MATHIS
 ★★ Thinking Too Far Behind — UNITED ARTISTS 396—Listenable reading by Country Johnny Mathis on an up-tempo weeper with traditional fiddles and strong rhythm support. Good side. (Glad, BMI) (1:45)

★★★ Wouldn't That Be Something—(Glad, BMI) (2:3)

CHILDREN'S
THE SANDPIPER SINGERS
 ★★ Here's Ludwig Von Drake (Parts 1 & 2)—LITTLE GOLDEN RECORD (No number available)—A cute kiddie ditty about the crazy Professor Ludwig Von Drake. The mixed chorus sounds well here on the jaunty arrangement. Tune is done in omm-pah-pah three-quarter time. (Affiliated)

FRANK MILANO
 ★★ We Three in Safety (Parts 1 & 2) —LITTLE GOLDEN RECORD (No number available)—Here are the happy TV characters Yogi Bear, Quick Draw McGraw and Huckleberry Hound in a neatly presented object lesson for kiddies on safety crossing street, in the outdoors, etc. Performance and arrangements are well-gearred for young children. (Affiliated)

JAZZ
BUD SHANK
 ★★ Slippery When Wet (Bud Shank, ASCAP) (2:30) —★★★ Barefoot Adventure (Bud Shank, BMI) (3:15). PACIFIC JAZZ 3381.

★ ★ ★ MODERATE SALES POTENTIAL

COUNTRY & WESTERN
THE KENTUCKY TRAVELERS
 ★★ Wishing (Starday, BMI) (2:23)—★★★ Beyond a Doubt (Starday, BMI) (2:08). STARDAY 569.

THE WILLIS BROTHERS
 ★★ Big Daddy (Acuff-Rose, BMI) (2:29)—★★★ It's the Miles (Acuff-Rose) BMI (2:34). STARDAY 570.

PENNY JAY
 ★★ Dearly Beloved (Pamper-Ashna, BMI) (2:40) —★★★ Another's Heaven (Pamper-Ashna, BMI) (2:38).

COWBOY COPAS
 ★★ Signed, Sealed, Then Forgotten (Lols, BMI) (2:51)—★★★ Sweet Thing (Rialto, ASCAP) (2:48). KING 5571.

SINGLES REVIEW POLICY

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

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

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

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

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

RAY ODOM
 ★★ Dear Daddy Uncle Sam (Roper, BMI) (2:19) —★★★ Cowboy's Christmas Prayer (Roper, BMI) (2:17). RODEO 762.

CINDY OWENS
 ★★ Same Old Worry (Tannen, BMI) (2:23)—★★★ Separated (Tannen, BMI) (2:25). KING 5567.

CHRISTMAS
MALCOM DODDS
 ★★ Perfect Strangers (Chappell, 2:40)
 —★★★ Ich Bin Very Happy (Merry Merry Christmas) (Chappell) (1:35). AURORA 1996.

BARRY AND THE TOTS
 ★★ I'm a Happy Little Christmas Tree (Fast, BMI) (2:40) —★★★ Christmas Each Day of the Year (Fast, BMI) (2:08). FURY 1058.

LIMITED SALES POTENTIAL

POPULAR
TOMMY DORSEY AND HIS ORCHESTRA
 I'm Gettin' Sentimental Over You (Mills, ASCAP) 2:17—The Most Beautiful Girl in the World (Harms, ASCAP) (2:30). DECCA 255.

KARI LYNN
 Lonesome and Sorry (Mills, ASCAP) (2:05)—You've Got to See Mamma Every Night (Feist, ASCAP) (2:07). AUBURN 3800.

BING CROSBY
 Moments to Remember (Beaver, ASCAP) (2:45)—Vaya Con Dios (Ardmore, ASCAP). DECCA 25540.

ANNE MICHAELS
 The Way You Look Tonight (Harms, ASCAP) (2:07)—How It Lies (Morris, ASCAP) (2:20). AMBER 206.

JOHNNY COPELAND
 Hear What I Said (Longhorn, BMI) (1:56)—Please Let Me Know (Longhorn, BMI) (2:26). ALLBOY 8500.

FAY SIMMONS
 Just to Hold My Hand (Lion, BMI) (2:36)—A Sinner Kissed an Angel (Famous ASCAP) (2:49). POP-SIDE 8.

1961

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GENE CONNORS
Super Twist (Parts I & II) (Dan Tan) (2:40) (2:50). MEGATONE 70.

JIM DANDIES
Mackey's Twist (Mack the Knife) (Harms, ASCAP) (2:05)—My Kisses for Your Thoughts. EMPRESS 105.

SUNNY KAYE
A Heart Is Not a Toy (Moontones, ASCAP) (2:08)—Love Me a Little (Moontones, ASCAP) (2:08). GIFT RECORDS (No number available).

THE DEL-REYS
Mary Lou's Song (Hip Hill) (1:44)—The Freeze (Hip Hill, BMI) (2:10). SWINGLINE 800.

NADINE LEWIS
O-Trem (Jazz Standard, BMI) (2:07)—Edge of the Sea (Sheldon, BMI) (2:34). POP-SLIDE PS-7.

DAVE KENNEDY AND THE AMBASSADORS
(High Noon) Do Not Forsake Me (Leo Feist) (2:30)—You Don't Want Me Anymore (James - Kirchstein, BMI) (2:30). CUCA 1058.

CHRISTMAS

MARY JANE AND JOE HOPPEL
A Child Prayed (2:15)—Santa Is Coming and I Just Can't Wait (Seaboard, BMI) (2:13). SEABOARD.

DONNIE COLEMAN
My Christmas Gift to You Mommy (Sun State, BMI) (2:30)—Christmas in the Country (Ella Lee, BMI) (2:21). PLAID 1007.

JIMMY WILLIAMS AND RED ELLIS
The Birthday of Jesus (Happy Hearts, BMI) (-)—Joy to the World (Happy Hearts, BMI) (-). HAPPY HEART 114.

DOLPH HEWITT
If You Are Present at Xmas (That's Present Enough for Me) (Gibson, ASCAP) (2:47)—Look Into My Heart (Janie, BMI) (2:45). JANIE 460.

THE BURD FAMILY
Just Peace and Love Will Do (Tomilene, BMI) (3:06)—When Aunty Comes on Christmas Night (Tomilene, BMI) (1:36). LEGEND 113.

Reviews of New Albums

Continued from page 39

whose roots don't spring from the Balkan state. Exciting rhythms, excellent vocals by soloists and chorus, exotic instruments—all make a pleasing mixture with good sound appeal.

★★★★ LISBOA ANTIGUA
Fernanda Maria. Monitor MFS 33—The Portuguese "fado" has developed a following in the U. S. in the past few years. The air of worldly sadness, the minor keys, the harmonies of the two accompanying guitars, all make the music distinctive and pleasing. Fernanda Maria is a youthful exponent whose voice carries rather more sweetness and less tragedy than many, but she has a lovely voice and fine grasp of the style and should make new friends for the music as well as satisfy present followers.

★★★★ SWEDEN REMEMBERS ERNST ROF
Gunnar Lunden-Welde Orchestra. Fiesta FLP 1337—Ernst Rolf, Sweden's beloved entertainer-producer, is honored in this new album with a collection of tunes that he made famous back in the 1920's. The tunes, most of which were featured in many shows he produced, are mainly gay, melodic items, and they are played warmly here by the Gunnar Lunden-Welde Orchestra. Set should interest many of Swedish descent as well as those who enjoy lulling tunes.

★★★★ SING ALONG IN GREEK WITH TETOS DEMETRIADES AND HIS FRIENDS
Colonial LP-198—There you have it: A Greek sing-along. This is a good package for specialty shops catering to Greek clientele. Fine for a party. Twenty-seven songs in all.

★★★★ MORE YVES MONTAND
Yves Montand. Columbia WS 380—The sock showmanship and suave Gallic charm of French star Montand are aptly showcased on this package. Warbling (in French) with his usual verve and exuberance, Montand registers solidly with "Bilbao Song," and other newly recorded tunes. His recent Broadway appearance should help sales.

LATIN AMERICAN

★★★★ MISTER PACHANGA
Jose Fajardo and His Ork. Columbia EX 5069—One of the more celebrated of the erstwhile Cuban maestro, Fajardo now is States-based and has appeared in the Waldorf and other elegant spots with his infectious Charanga scorings. Though the Twist seems to have a currently dominating position with dancers, there are still plenty who go for the Latin terp scene, and for them, this is a solid sampling of rhythms, appealingly played by the ork.

FOLK

★★★★ HANGIN', DRINKIN' AND STUFF
Art and Paul. Columbia CS 8502—The first two words of the title refer to folk song material found in this album, and "Stuff" to other generalized folk material. Packaged is well produced and will be liked by buffs of the folk genre. Included are "Lace Maker of Villa Bella," "The Hangman," and "Moonshiner."

★★★★ PASTURES OF PLENTY
The Harvester. Folkways FA 28 — The Harvesters, four New Yorkers, are a good new folk group, who sing folk items from many parts of the world with warmth and

style. The members of the group have been actively engaged in singing folk items for years, and all of them were members of the Jewish Young Folksinger's Chorus. This album, recorded in Hollywood while the group was playing the Ash Grove, shows off their listenable style on such tunes as "This Land Is My Land" and "Mule Skinner Blues."

SPOKEN WORD

★★★★ THE REST IS SIMPLE
Melvin Stewart. Folkways FL 9789—Two important names are paired here to produce a set with considerable appeal to followers of both. In all there are five monologs taken from various books by Langston Hughes, including the one bearing the title of the album, and they are read by the well-known Negro actor, Melvin Stewart. The material, for the most part takes the various plights of the Negro and treats them in a rather jocular vein. An interesting contribution for the collectors of this kind of lore.

★★★★ TIMON OF ATHENS
The Marlowe Society and Professional Players. London OSA 1322—Another high caliber performance by the Marlowe Society and Professional Players in the Shakespeare series on the London label. Unfortunately this particular play, "Timon of Athens," is not one of the Bard's most popular in the way of performances or study. Perhaps, since there are some very beautiful passages of poetry in this play, this excellent recording will help to stimulate more interest in the work. Quality item for collectors.

★★★★ SHAKESPEARE: KING JOHN (4-LP)
Marlowe Society. London OSA 1413—Here's an excellent Shakespearean package by the Marlowe Society. The handsomely packaged four-LP set features solid performances of the Bard's complete and uncut work. Should have strong appeal for collectors and drama students.

COUNTRY & WESTERN

★★★★ MAKE FRIENDS WITH ARCHIE CAMPBELL
Starday SLP 162—Campbell is a homespun type from the Eastern Tennessee hills. As announcer, funny man and singer, he's also a regular on WSM's "Grand Ole Opry," which can generate a measure of sales for this album. The tunes are largely inspirational, and in some cases sacred themes are expressed. Material includes the likes of "Grab a Little Sunshine," "Make Friends," and the humor-tinged "Green Stamps."

CHILDREN'S

★★★★ BABES IN TOYLAND, CASTLES IN SPAIN, TOYLAND
John Allen. Golden Record 684 — John Allen does a special narration of the story of "Babes in Toyland" here while the Sandpipers fill in with various melodies from the Victor Herbert score. Good wax for the younger kiddie group.

★★★★ BABY'S MOTHER GOOSE
The London Players and Rhymers. Golden Record EP 676—For the real small fry (up to perhaps the first grade level) is this six-tune EP, well performed with nice arrangements by the London group. Kiddies can learn the tunes easily and sing along. Titles include "The King of France," "I Had a Little Nut Tree," and the like along with the title song.

★★★★★
MODERATE SALES POTENTIAL

INTERNATIONAL

★★★ SCOTTISH BAGPIPES TUNES
Pipe Major James MacColl. Folkways FG 3550

★★★ ALEXANDROV SOVIET ARMY SONG AND DANCE ENSEMBLE
Boris Alexandrov, Dir. Bruno Hi-Fi 5BR 3206

★★★ FROM THE RHINE TO THE DANUBE
Von Rhein Zur Donau. Fiesta FLP 1338

COMEDY

★★★ A TASTE OF HERMIONE BADDELEY
Prestige-Lively Arts 30002

★★★ THE BICKERSONS
Don Ameche and Frances Langford. Columbia CS 8492

SPOKEN WORD

★★★ ONE LANGUAGE FOR THE WORLD
Dr. Mario Andrew Pel. Folkways FI 9151

★★★ RODDY McDOWELL READS THE HORROR STORIES OF H. P. LOVECRAFT
Lively Arts 30003

★★★ LA CHANSON DE ROLAND
Proscenium Studio. Folkways FL 9587

★★★ ANTHOLOGY OF 20TH CENTURY ENGLISH POETRY (PART II)
Various Artists. Folkways FL 9887

★★★ MARC CHAGALL
Aaron Kurtz. Folkways FL 9949

FOLK

★★★ LUMBERING SONGS FROM THE ONTARIO SHANTIES
Various Artists. Folkways FM 052

★★★ SONNY TERRY'S NEW SOUND
Brownie McGhee and J. C. Burris. Folkways FS 3821

CHRISTMAS

★★★ THE WONDER OF CHRISTMAS
Frances Archer and Beverly Gile. Stand SLP 18

SPECIALTY

★★★ THE SOUNDS OF LONDON
Samuel B. Charters. Folkways FD 5901.

POLKA

★★★ WILLOW TREE POLKA, SUNSHINE POLKA, KISS ME TONIGHT, POLKA PETE
Eddie and the Slovenes. R.E.F. EPA 108

FOLK TALENT & TUNES

By BILL SACHS

Billy Todd, Starday recorder and operator of the Western Club, Fort Worth, is back on the job, all mended from a recent illness. Billy continues to host a 30-minute country music seg via KCUL Friday and Saturday nights direct from the club. . . . Hal Smith and Jimmy Kay, of Curtis Artists Productions, Goodlettsville, Tenn., report that December finds their artists virtually covering the country, with Ernest Tubb and the Texas Troubadours playing Michigan, Ontario, Oklahoma, Texas, Georgia and Florida; Ray Price and the Chero-

kee Cowboys in Louisiana and Oklahoma; Jim Reeves and the Blue Boys in Texas, Kansas, Missouri and Nebraska; Buck Owens in Oregon and Washington; Carl Butler in Florida and Georgia, and Charlie Walker in Texas.

Veteran deejay Sheriff Tex Davis, who recently rejoined WCMS, country music station at Norfolk, Va., reports that Columbia's Don Law has just signed 23-year-old Freddie Baker to a recording pact. He cut his first session December 11, with release due early in January. Fresh out of the Navy, Baker was "discovered" by Davis and Mac Phillips. In his new post at WCMS, Davis is working with Happy George, Hopalong Joe Hoppel and Carolina Charlie, with the foursome billing itself as the Four Horsemen. . . . George Jones and Georgie Riddle closed a six-day stand at the Flame Club, Minneapolis, Saturday (16). They are set for the Chestnut Inn, Kansas City, Mo., January 8-13, and follow with a date in San Antonio January 21.

Dell Laurie Koen and B. R. Koen, editor and publisher respectively of Country Cavalcade, country music monthly which bowed three months ago to promote and publicize country music, especially on Clark Air Force Base in the Philippines, report that the publication has acquired two sponsors—the Airmen's Club and the American Legion at Clark Field. The Koens invite news and biogs from artists in the States. They should be air-mailed to Dell Laurie Koen, USAF Hospital Clark, APO 74, San Francisco. . . . Writers Don Carter and Danny Harrison, who penned Jim Reeves' current clicker, "What I Feel in My Heart," last week placed new material through Charles Wright, Dallas agent.

Buster (Cactus Kid) Doss and His TV Pals, comprising Kay Arnold, Jimmy Jay, Buck Evans and the Pickard Brothers, headlined "Bootheel Jamboree," presented recently at Risco, Mo., under the guidance of Dick Wiethan and Jerry Foster. The Doss group is heard on Wizard Records. . . . R.E.F. Recording Company, Indiana, Pa., has signed Trans-American Distributing Company to handle its records in the Pittsburgh sector. . . . The Rocky and Hal Duo, after a swing over the Nevada circuit and through the Pacific Northwest, are currently holding forth in the Walla Walla, Wash., area. . . . Connie B. Gay, country music nabob and broadcast executive of Washington and St. Thomas, V. I., joined the ranks of benedicts November 30 with his marriage to Katherine Comas,

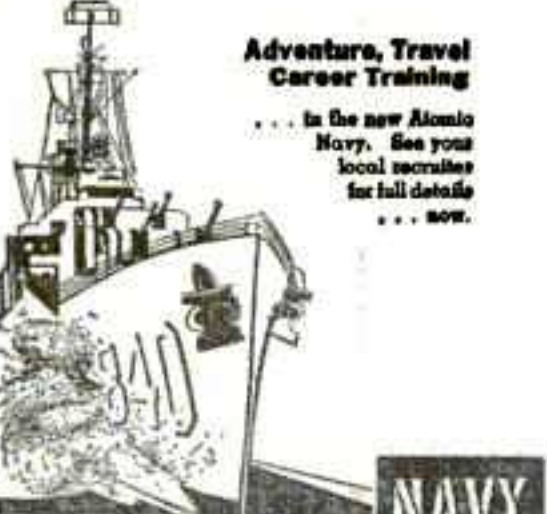
(Continued on page 42)

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WITH THE COUNTRY JOCKEYS

Continued from page 24

North Bend, Ore., the last 18 months, typewrites: "If there's anything I'm short of, besides money, it's good records for my show from 5-9 .m. weekdays and 6-9 a.m. Sundays. And a word to promoters, I'll take anything you have coming out this way, provided we can make money on it." . . . Ed Matherly, jock and country music promoter at WKCW, Warrenton, Va., is a write-in candidate for the Senate seat vacated by Attorney General Elect Robert Y. Butler at the special election coming up Tuesday (19). . . . Country singers Buster Doss, Kay Arnold, Smiling Jerry Jericho, Jimmy Jay, Larry Butler and the Pickard Brothers are featured on the new album just released by Wizard Records. For a sample, write on your station letterhead to Kay Doss, Wizard Records, Box 1033,

Waco, Tex. . . . KPN, 1,000-watt, non-directional, all-country and western station at Anderson, Calif., took to the air for the first time recently, with manager and co-owner, Don Churchill, Four Star recording artist, in charge of operations.

Uncle Virg Bond, after four years at KHEY, El Paso, Tex., has moved over to the other side of the dial, KINT, in the same city. "We are full-time country and western with 1,000 watts," writes Virg, "and badly in need of records, which we seem to get after everyone in town has them. So far, service from Columbia outlets has been terrible. Probably one of those situations where a guy moves from one address to another and nothing but his bills ever catch up with him. I am P.D. here, as well as morning man. Our business is picking up and it looks as though there is room enough for two stations in this market of nearly 300,000 on this side of the border, and nobody knows how many on the other side. Would appreciate receiving wax from the artists and diskeries."

Mike Hoyer, emcee of the country record show, "KMA Bandstand, Country Style," on KMA Shenandoah, Ia., had the opportunity recently to spread the country music gospel in Sweden when, from 9 to midnight one night, the station's signal was heard in that country. Hoyer says he received mailed reports from six Swedish DX-ers (ham radio ops), who said the reception was near perfect. After sundown, KMA beams 5,000 watts in a northerly direction. Apparently the KMA signal bounced right over the polar cap into Sweden. . . . Bob Kinney, who spins two and a half hours of c.&w. music a day over WCHN, Norwich, N. Y., has a new record skedded for release on the Murecord label this week. The platter spotlights two of Kinney's original tunes, "Where Fools Live" and "The Blues Come Back." He offers a sample to all deejays who will write him on their station letterhead. In addition to his platter and live shows on WCHN, Bob tapes tv. shows of pickin' and singin' each week for WCNR, Bloomsburg, Pa., and WREM, Remsen, N. Y.

Cecil Cline, of WHIS-TV, Bluefield, W. Va., has a spankin' new release out on Blue Hen Records, coupling "Shirley Ann" and "Do Drop In," which is available to all country deejays. Drop a card to General Lee Enterprises, 136 W. Main Street, Elkton, Md., or Blue Hen Records, 4 Center Street, Harrington, Del. . . . Writes Dusty Miller, who spins the c.&w. stuff at WCSS, Amsterdam, N. Y.: "A lot is said about promoting c.&w. music but nothing can be done about it if the records don't reach the deejays who spin them. The big companies are the worst offenders. Many deejays have dropped country shows because they've had to

a day to be proud of . . .



When you receive your commission . . . and get on the bars . . . of an officer in the Naval Reserve. If you are a college graduate, between 18 and 27, you may qualify for the Navy's Officer Candidate School. Visit your local Office of Naval Officer Procurement for complete details on how you can serve your country as a commissioned Navy officer.

NAVY

spend many extra hours a day writing around the country for records. I feature c.&w. music many hours a week on two stations and will spin any good products if the diskeries will be kind enough to send them along."

C.&w. music will be prominently featured on KAIL-TV, Fresno, Calif., which made its debut on the air last week. Barney Lee Golden, station general manager, announces that Jim Ward, singing guitarist, has been signed to conduct "Covered Wagon Jamboree" on KAIL-TV Monday through Saturday, 6:30-7 p.m. Other features on the show are Chuck Seagraves, Hughie Smith and Slim Andrews. Ward and Andrews have appeared on Fresno radio for a number of years. Elbert Dean is co-owner and technical director of KAIL-TV. . . . Manning the turntables on San Antonio's newest AM station, KBER, are Bob Wolfe, recently of KMOP, Tucson, Ariz., and Jerry Wilder, well known to San Antonians. KBER is under the management of A. V. Bamford, well-known booker and promoter of c.&w. talent.

FOLK TALENT & TUNES

Continued from page 41

daughter of Mr. and Mrs. Michael Angelo Comas, of Arlington, Va. A graduate of Notre Dame Academy, the bride is a well-known fashion and photographic model. Serving as best man for the nuptials was Ed Winton, president and general manager of Connie B. Gay Broadcasting Corporation, Washington.

Lester Flatt and Earl Scruggs, on their recent West Coast tour, entertained at a reception in Los Angeles for the Leningrad Kirvok Ballet Company and members of the Cultural Exchange of the State Department. Lester and Earl, the first "Grand Ole Opry" act to be booked in a college, performed in concert at the University in Berkeley, and appeared in a folk music club in Los Angeles, where they attracted a record attendance. Following the West Coast appearances, the lads traveled cross-country for a concert in Boston and two concerts at Ethical Culture Hall, New

York, December 2. . . . Kathy Dees, currently touring the Midwest to promote her new Carlton release, "Subtract His Love" and "Multiply Your Heartaches," will visit deejays in Alabama, Georgia and Florida right after the first of the year.

Bob Neal, talent manager and booker, has sold his interest in Station KCIJ, Shreveport, La., to become affiliated with the Wil-Helm Agency, Nashville, effective January 1. The Wil-Helm office now represents country singers Joe Dowell, Bobby Helms, Loretta Lynn and the Wilburn Brothers. Neal will be in charge of talent development and will work in association with Joe D. Taylor, director of talent. . . . Cowboy Stuart, working under the personal management of Stan Gale, is back in the Pittsburgh territory with his all-femme country and western band, the Beaver Valley Cowgirls.

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BILLBOARD MUSIC WEEK

One of a series of advertisements prepared by the ASSOCIATED BUSINESS PUBLICATIONS



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ONE IN FOUR OF YOUR EMPLOYEES WILL DEVELOP CANCER at some time in their lives, according to latest estimates. Far worse, many of them may die needlessly unless they know how to guard themselves against cancer.

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In fact, too few Americans realize that these and many other types of cancer can be detected at early, curable stages in the course of a thorough health checkup.

Whether you have a few or many employees, call or write to your Unit of the American Cancer Society for information about a free employee education program, geared to your particular factory or office.

AMERICAN CANCER SOCIETY



**EUROPEAN
NEWS BRIEFS**

Mull Further Mkt. Tariff Cut

BRUSSELS — The European Economic Community's Council of Ministers is considering a proposed further 10 per cent cut in Common Market internal tariffs by this December 31. This cut would be in addition to a 10 per cent cut already scheduled to take effect on that date, and if the additional 10 per cent reduction (or 20 per cent altogether) is approved, it would bring the total reduction in Common Market internal tariffs to 50 per cent.

All coin machines will be included in tariff cuts—juke boxes, games and vending equipment. West German coin machine interests are strongly supporting the acceleration of tariff cutting in anticipation of increased sales in the French and Italian markets.

Eindhoven Ops Forming Co-Op

EINDHOVEN, Holland—A group of five operators in the industrial section of Holland are experimenting with an operator co-operative designed to give the small individual operator the advantages of a large operating organization. The Eindhoven operators have pooled equipment for repair and servicing, jointly hiring service technicians and thus eliminating overlapping service arrangements. Equipment purchasing is being done on a pooled basis, and purchasing standardized. This means larger discounts and improved financing terms for the co-operative operators. Finally, the co-operative handles the adjudication of disputes between its members and locations. Each participating operator retains his financial independence, paying into the co-operative on a pro-rated basis for specific expenditures.

(Continued on page 46)

**Public's Mood Spells Change,
Thinks MOA's E. R. Ratajack**

CHICAGO—Edward R. Ratajack, managing director of the Music Operators of America, this week predicted that juke box collections will rise in 1962 "if the music operator doesn't ignore the mood change the American public is going through."

Ratajack bases his prediction of what he feels is a proven relationship between economic trends in the juke box industry and the record industry.

"Juke box operating," Ratajack explained, "is a peculiar industry. While a cash business is vulnerable to reaction to general business conditions, it does not always follow the pattern of the national economy."

Industry Studies

Ratajack has made a study of the juke box and record industries from 1934-1941 and from 1954-1961, with the war years and the immediate postwar period omitted.

He discovered that in the 1934-1941 period, juke box collections and single record sales followed a roughly parallel pattern. But, in the 1954-1961 period, single record sales (based on share of total record market) described an arc, reaching a peak in 1958 and dropping to a new low in 1961.



E. R. RATAJACK

During this period, juke box collections maintained a slightly downward trend, starting out in the same relative position as single record sales in 1954 and hitting the same relative position in 1961.

Teen-Age Activity

According to Ratajack, "an examination of the economic factors reveals that after following parallel courses for a number of years, the record industry's graphs took an

upward surge which the juke box industry did not follow. The upward swing of the record business was primarily due to teen-age pattern of interest in artist and repertoire.

"The average juke box patron would not pay to hear these tunes. Juke box business dropped off, not violently, but steadily. A drastic drop-off was prevented by two factors—the operator's reliance on standards, and the juke box manufacturer's attempts to put in compensating income-raising factors in the instrument itself.

"About two years ago, the upsurge in the single record business was halted by the sudden drop-off in teen and pre-teen interest. Business fell gradually until the cycle line not only joined the juke box line, but fell below it.

Upward Cycle

In the past several months, the record line again rose and joined up with the juke box graph line. Today, both are in an upward trend. The new upward cycle has begun for both industries.

"This upward trend will die abornin' if the music operator ignores the mood change cycle of the public. People have had enough

(Continued on page 47)

**Chicago Operators Bank on Standards,
But New Francis, Miller Disks Help Out**

CHICAGO — Operators leaned heavily on old standards for the majority of their programming last week but several new items were also getting good sales response.

Biggest seller to the juke box trade was Connie Francis' new two-sided hit: "Baby's First Christmas" b-w "When the Boy in Your Arms." The latter tune has been climbing on BMW's charts for five weeks, and the flip Christmas side is now starting to pick up everywhere.

Another big seller is the Mitch Miller Christmas pack. The package was first tried out by operators a few weeks ago, and is now being reordered for most stops.

Big Sellers

Big sellers in the non-holiday category, according to Singer One-stop here, include: "Smoke y

Places" Corsairs (took off in store sales here about a month ago; "I Don't Know Why" Linda Scott; "A Little Bitty Tear," Burl Ives (a breakout in Chicago store sales last week, and now starting to get heavy air play. The tune started as a c.&w. item and has gone popular. Oddly enough, Singer reports it's still getting stronger response from operators than stores); and "Town Without Pity" Gene Pitney (equally strong with operators and stores).

Generally, operators report good business, with collections anywhere from a "little ahead" to as much as 25 to 30 per cent ahead of last year.

Typical is Moses Proffitt of South Central Novelty, large Southside operator here, who reported business about 25 per cent ahead of last year and only about 5 per

cent under 1959, the firm's second best year. (Best was 1953 — but only a couple of percentage points ahead of 1959).

Last Year

Last year, said Proffitt, South Central was hurt in December by the heavy snowfall between December 20 and January 1. Unemployment and urban renewal were also big factors.

This year, the weather has been better, but the big change has been the increased employment. The Southside in particular was hurt by shutdowns of meat-packing plants—many of which have been moved from Chicago to Omaha, Davenport, Ia., and Denver. Most people have now adjusted to the plants closing down and have moved to new jobs.

The tunes getting most play seem to vary by neighborhood and type of location. On the Southside, for example, Porffitt reports "Unchain My Heart" Ray Charles getting the biggest response.

New Records

Other new records being put out by Proffitt this week include: "Christmas Song," Nat King Cole; "Silent Night," Mahalia Jackson; "Merry Christmas," Charles Brown; "Lonesome Christmas," Lowell Fulson; "The Light," Dinah Washington, and "This Time of Year," Brook Benton.

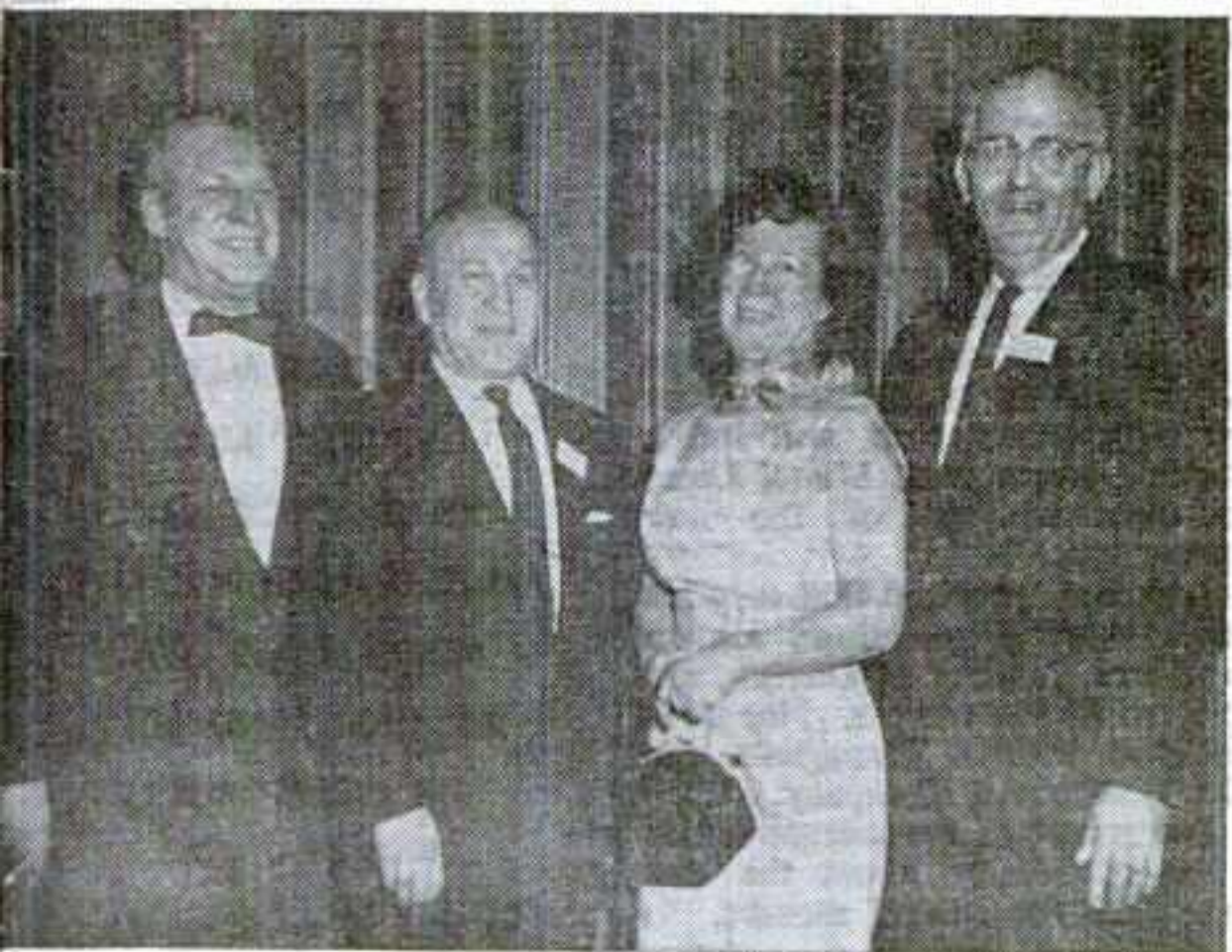
On the Northeast side at Paul Brown's Western Automatic Music, Inc., the tunes getting the most play are: "The Lion Sleeps Tonight," Tokens; "Let There Be Drums," Sandy Nelson; the Mitch Miller Christmas package of five records, and "Run To Him," Bobby Vee.

New material bought by Brown last week includes: "Little Altar Boy," Vic Dana; "Pocketful of Miracles," Frank Sinatra, and "Jingle Bell Rock," Chubby Checker and Bobby Rydell. All, of course, are big on the charts.

Standards

Brown is also going heavy with holiday standards, with the most

(Continued on page 52)



NEWLY ELECTED OFFICERS of the AMOA of Pennsylvania are, left to right: Samuel Daubs, Norristown, president; Charles Bernstein, Lewistown, vice-president; Marjorie Fetter, Sunbury, secretary, and Harry Beck, Lewisburg, treasurer. The association met last week at the Penn Harris Hotel, Harrisburg, and the next regular meeting is set for January 10 at Wambach's restaurant, Route 22, Harrisburg.

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.

| | |
|--|--|
| RUN TO HIM AND WALKIN' WITH MY ANGEL | BOBBY VEE Liberty 85388 |
| THE TWIST AND TWINNIN' U. S. A. | CHUBBY CHECKER Parkway 811 |
| I DON'T KNOW WHY AND IT'S ALL BECAUSE | LINDA SCOTT Canadian-American 129 |
| UNCHAIN MY HEART AND BUT ON THE OTHER HAND | RAY CHARLES ABC-Paramount 10266 |
| CAN'T HELP FALLING IN LOVE AND ROCK-A-HULA BABY | ELVIS PRESLEY RCA Victor 7968 |
| THE MAJESTIC AND THE WANDERER | DION Laurie 3115 |
| GYPSY ROVER AND COTTON FIELDS | HIGHWAYMEN United Artists 370 |
| IT'S TOO SOON TO KNOW AND SEVEN DAY FOOL | ETTA JAMES Argo 5402 |
| BABY IT'S YOU AND THE THINGS I WANT TO HEAR | SHIRELLES Scepter 1227 |
| MULTIPLICATION AND IRRISISTIBLE YOU | BOBBY DARIN Atco 6214 |
| YOU'LL NEVER KNOW AND SONG FOR THE LONELY | PLATTERS Mercury 71904 |

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PUZZLES**

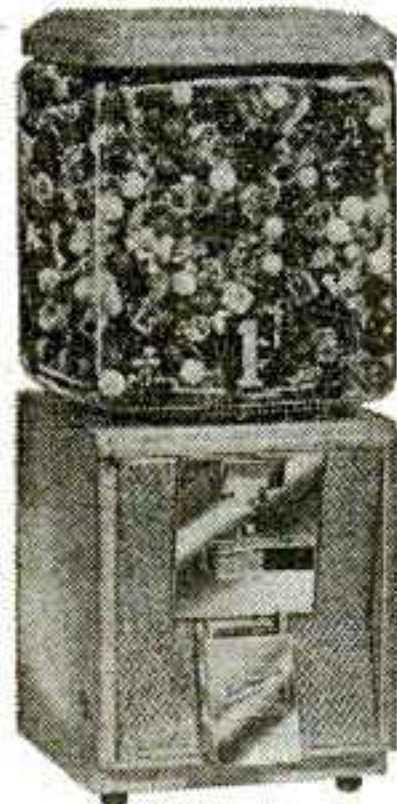


A wide assortment of 15 different puzzles available. Get the entire series since kids will want to collect and play with each of them. Each puzzle is sealed in a capsule, is attractive and provides hours of fun.
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Specializing in Service Station Needs; Image Holds, Builds Tex. Bulk Route

ARLINGTON, Tex.—Creating the same sort of "public image" as big national business corporations strive to achieve is not only advisable in bulk vending operations but actually indispensable to healthy collections, according to M. J. Whitehead, long-established operator here.

Whitehead, with more than 20 years behind him in bulk vending, specializes in service station locations in the six network of highways connecting Dallas and Fort Worth, 30 miles apart. Vending ball gum, peanuts, and tab gum exclusively, he has held most of his locations for more than a decade, and some of them for twice that long, through good personal and business relations.

Recognizing the fact that the bulk vending route operator is usually a shadowy figure whom the location owners sees only briefly once or twice per month, Whitehead deliberately allows himself just about twice as long a period of time to service each route as is usually the case.

Conversation

The extra time is spent in conversation with location owners or employees, and even customers, introducing himself as a bulk operator, discussing any point which will help to impress his face and personality upon the location owner.

Thoroughly familiar with the service-station industry, Whitehead can talk such elements as volume-building and gasoline and service sales, legislation which affects service station operation, and similar points, on an intelligent plane.

Frequently he has been able to help a service station locate a needed mechanic, one service station operator to sell unneeded equipment to another who is searching for exactly the same item, etc.

Acting as a "clearing house" of information on the service station field in general, the Texas operator has won a lot of respect from location owners everywhere.

Business Garb

Out on the route, Whitehead wears a business suit, tie and hat. At first glance, he is more likely to be mistaken for a salesman than a bulk route operator—all of which he feels is well and good. An elderly man with white mustache and hair, he can, of course, match his appearance to his name, another point which helps.

Advantages which accrue from presenting a strong image in the location owner's mind are many, Whitehead indicated. First, location owners are inclined to take far better care of the vending machines, keeping them convenient to customers, bringing them inside in the event of bad weather, and even polishing and cleaning up machines as part of over-all appearance maintenance operation.

Another advantage has come from the fact that former employees of large service stations, who go into the business themselves, signing leases for brand-new stations, quite frequently telephone Whitehead at Arlington, and ask whether he would like to install bulk venders in the new station going up. (There have been at least 36 such unsolicited installations developed in the past two years.)

Like many businessmen who retire, Whitehead found inactivity bothersome, and enjoys his route operations tremendously. With no stop more than a 15-minute drive or so from his headquarters, he never has too much to handle and looks upon service station owners and employees as friends, throughout his whole territory.

Folz Stock Begins 1st Week of Jan.

OCEANSIDE, L. I., N. Y.—Trading in the stock of Folz Vending Company, Inc., is expected to begin around the first week in January, according to Roger Folz, president. The firm, which operates about 20,000 machines, is the first bulk vending operation to offer its stock to the public.

Folz said the sale of the stock is going "very well," according to the underwriters. Some 55,000 shares are being offered at \$6 a share.

COURT DECISION

Find Detroit Bulk Operator Sole Heir to \$250,000 Will

DETROIT—Frank F. Hopkins, Detroit bulk vending operator with a route of penny venders for about a quarter century, received national attention this past week when he was declared the sole heir of a quarter-million-dollar fortune left by his father, through the decision of a Probate Judge in Kansas City, Mo.

Hopkins, like a number of penny machine operators, is blind, and, according to the press summary of an unusual history, he agreed to keep his existence secret when his father, now deceased, married for a third time in 1914, with the implication that the father's wife was not to know that the father had a blind son.

The reports stated that Frank Hopkins last contacted his father by telephone in 1931, and that the court ruled the father either had forgotten the existence of his son or was mentally unable to remember him in his will.

Frank Hopkins also operated scales and other types of vending equipment, retiring from active operation some time ago. His son, Carl F. Hopkins, who formerly assisted him in the operation of his route, is now head of Hopkins Vending, a diversified operation in the Detroit area.

equipment, retiring from active operation some time ago. His son, Carl F. Hopkins, who formerly assisted him in the operation of his route, is now head of Hopkins Vending, a diversified operation in the Detroit area.

2 Ohio Vending Firms Merge

DAYTON, Ohio—A merger of the Acme Merchandise Vending Company, Inc. and the vending operations of the Miami Cigar and Tobacco Company, into an organization with about 1,200 vending machines, was announced by the principals.

Name of the new organization will be the Acme-Miami Vending Company.

Headquarters for the merged operation have been established at Acme's Springfield Street facility.

Details

Details were outlined by George L. Flanagan Jr., president of Acme and of the new firm, and Ralph Skilken, president of Miami Cigar and vice-president of the new partnership.

Skilken emphasized that only his firm's vending operations, known as Miami Vending of Dayton, are involved in the merger. Nor does the deal involve Flanagan's Air City Distributing Company.

The report of the merger settles a sea of rumors about the two companies for several months.

Size

Skilken asserted that "there are no negotiations at this time to sell the vending operations to an out-of-town company."

Acme operates about 500 cigarette vending machines, plus around 200 others for food and soft drinks. Miami has about 500 (Continued on page 50)

Abby Vending Will Introduce New Machine

BROOKLYN—The Abby Vending Manufacturing Company will go into production on a two-column card and merchandise machine by the end of the month, according to Jack Marofsky, president.

Marofsky said the machine will vend 5-cent gags and toys in one column, and trading cards in the other column, with a capacity of \$15 worth of merchandise. He added that the unit will fit on most bulk vending multiple stands.

The firm has just finished its consolidation move in the Brooklyn plan, with manufacturing space about doubled.

Abby recently announced that its common stock is being offered to the general public (BMW, December 11).

Greetings With Best Wishes for the New Year

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ALL-STAR GIMMICK MIX

ROYAL RING MIX

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etc., etc., etc.

Price List on Request.

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Merry Christmas

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SURE LOCK, the perfect capsule. Patent No. 2762411. Outstanding items. Send \$2.50 and receive 100 quality filled capsules. Contains our complete line.

FREE illustrated sheets on all Feature Charms, Rings and Bulk Charms.

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2534 Mission Street, Pittsburgh 3, Pa.

World's Largest Selection of Miniature Charms



Penny-Nickel ATLAS Venders

Scare'ems Pull Heavy Response

NEW YORK — Paul A. Price, Inc., local charm manufacturer, reports that response has been excellent to the firm's new Scare'ems series.

Designed for use in either 5-cent or 10-cent capsule machines, the series consists of nine assorted reptiles and other repulsive creatures. The line-up includes an eight-inch snake, a seven-inch snake, a frog, mouse, lizard, spider and scorpion, in various colors.

The charms are molded from a soft plastic, and they have a cold, slimy feeling, akin to that associated with reptiles.

BULLWINKLE & ROCKY
and HIS FRIENDS
ACTION RINGS

Write for price list and full sample line.

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Get Started in the Vending Business with **RAKE'S M & M DEAL**
10 New Acorn 5¢ Venders and 100 lbs. of M & M Candy. Fast Moving — Big Profits. ONLY \$204.50.

BULK MERCHANDISE

| | Pack Lbs. | Per Lb. |
|---------------------------------|-----------|---------|
| Cashews, 450 ct., whole | 30 | .65 |
| Mixed Nuts | 30 | .55 |
| Spanish Peanuts | 30 | .31 |
| Virginia Splits Peanuts | 30 | .35 |
| Rainbow Peanuts (Candy) | 30 | .28 |
| Boston Baked Beans | 30 | .28 |
| Licorice Lozenges | 30 | .28 |
| Confection Mix | 30 | .28 |
| Jumbo Pistachios, Red | 30 | .75 |
| Medium Pistachios, Red | 30 | .60 |
| Small Pistachios, Red | 30 | .53 |
| Leaflets (M&M Style Candy) | 25 | .37 |
| Tasty Jelly Beans | 33 | .27 |
| Candy Corn | 30 | .25 |
| Hershey's Kisses | 25 | .47 |
| Chiclé Base Cub Chicks 520 | 30 | .42 |
| Chiclé Base Cub Chicks 320 | 30 | .42 |
| Rainbow Tabby-Lets 520 | 30 | .42 |
| Sugar Peeps (Bulk Candy) | 24 | .40 |
| Maltettes (Ball Style, 100 Ct.) | 15 | .35 |

BALL GUM VARIETIES

| | Pack Lbs. | Per Lb. |
|---------------------------------|-----------|---------|
| 140-170-210 Rainbio Gum | 25 | .32 |
| Rainbio 100's Centuries, Ass'd. | 18 | .34 |
| Colors—Grape, Cherry | 18 | .35 |
| Rainbio Screwballs, 100's | 18 | .41 |
| Rainbio 1/2 Chiclé 140 | 25 | .41 |
| Cherry 210 Count | 25 | .32 |

ACCESSORIES

| | |
|-----------------------------|---------|
| Single Floor Stand | \$ 5.50 |
| dbl. Cross Bars for Above | 2.00 |
| Triple Cross Bars for Above | 2.25 |
| 4 Place Racks With Wheels | 10.50 |
| 6 Place Rack With Wheels | 12.50 |
| 3 Place Rack With Wheels | 8.95 |
| 1¢ Coin Counting Scale | 23.50 |
| 1¢-5¢ Coin Counting Scale | 23.50 |
| Stamp Folders, Per 10,000 | 6.00 |
| Ass'd. Trading Cards | 3.25 |
| Ball Point Pens, Gr. | 5.50 |

RECONDITIONED & REFINISHED VENDERS

RECONDITIONED VICTOR TOPPERS
85 Available—Excellent Condition. Ready for Location! While they last, \$8.95 each.

RECONDITIONED N.W. MODEL 49's
1¢ or 5¢ mds. or 1¢ B/G. 300 available. \$13.50 ea. In lots of 25 or more, \$10.00 ea.

VICTOR BABY GRAND, 5¢ Rocket or 5¢ Capsule. Clean and ready for location. \$5.00 ea. while they last!

Silver King, 1¢ or 5¢ Bulk..... \$ 8.50
Acorns, 1¢ or 5¢ Bulk..... 11.00
Mills 1¢ Tab, 6 Col. 14.50
2 Col. 5¢-10¢ Stamp (Folder)..... 15.00

Rake Coin Machine Exchange
609-A Spring Garden St., Philadelphia 23, Pa. Walnut 5-2676

Berlin Ops Say 'Nuts' to Reds As Machines Move Into Bars

By OMER ANDERSON
WEST BERLIN—Their collections diminished by the Communist seizure of East Berlin, West Berlin juke box operators are diversifying into bulk vending—in a most resourceful manner. They are answering "nuts" to the Communists, who boasted that the

loss of East German patronage would put "many" West Berlin juke box operators out of business.

Operators are having spectacular success in placing bulk vending machines alongside juke boxes in bars, taverns, and even snack bars. Operators here are finding that nuts are a red-hot bulk vending item in tandem with juke boxes.

MANDELL GUARANTEED USED MACHINES



Season's Greetings and a Happy, Happy 1962

It is a pleasure to extend our sincere wishes for a healthy and prosperous New Year.

THERE ARE BIG PROFITS IN GUM

GET YOUR SHARE WITH **Northwestern**

PACKAGE GUM VENDOR

This amazing vendor is a sure bet for big gum profits. A rotating merchandise drum with five columns vends a total of 95 standard nickel packs. "Visidome" display top attracts sales.

STAMP FOLDERS, Lowest Prices, Write

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NORTHWESTERN SALES AND SERVICE CO.
MOE MANDELL
446 W. 36th St., New York 18, N. Y. Longacre 4-6467

No More Free Nuts
It is easy to induce bars and bistros to discontinue the free supplying of nuts with drinks and force patrons to patronize the bulk vending machines of the juke box operator.

The location not only saves the cost of the nuts but also gets a cut from the bulk vending receipts.

Many bars and bistros had never supplied nuts to their patrons. Checks show that most such locations report a noticeable increase in receipts, the nuts stimulating liquid intake.

Aids Juke Box
At the same time the bulk vending machines appear to stimulate juke box play. An operator explained, "As nearly as we can figure, patrons get nuts from the machine, and while they are at the machine they also drop a coin in the juke box."

Peanuts are the most popular machine stock, but some operators are experimenting with more expensive nuts, and charging accordingly. Some operators are thinking in terms of multi-head venders selling several varieties of nuts.

At the moment a number of operators are having vending machines built with heating units for certain varieties.

Latest Bullwinkle, Rocky Charms Deb

NEW YORK — Karl Guggenheim, Inc., this week released the latest in its series of Bullwinkle and Rocky charms — a flexible plastic item which may be used as either a ring or tie clasp.

The charm has a flexible loop in back, which, when crimped serves as a tie clasp. When extended, it is used as a ring. The Bullwinkle and Rocky series is based on the popular kiddie television series.



SEASON'S GREETINGS

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EUROPEAN NEWS BRIEFS

• Continued from page 43

German Mfrs. Pitching Danes

COPENHAGEN — German coin machine producers are opening a sales drive in Denmark and the rest of Scandinavia to dovetail with negotiations to bring Britain into the European Common Market. If Britain enters the big market, as is now virtually certain, Denmark and the rest of Sandinavia will follow, or so it is being assumed by the German firms. German firms are striving to persuade Scandinavian customers that the Common Market automatically will give producers inside the supermarket a competitive advantage, and that, therefore, they should switch to German equipment now in anticipation of the trading reshuffle. This applies to operating concerns particularly with mixed equipment of multi-national origin. Inducements are being offered such firms to standardize with all German equipment. Bergmann, NSM, and Tonomat (the AMI German subsidiary) are particularly strong in the Danish market.

Competition Automatics in New Hq.

ANTWERP — Alex Van de Wege has moved his coin machine firm, Competition Automatics, into a new building at Aartselaar, on the Brussels-Antwerp highway. Van de Wege, president of the Union Belge de l'Automatic, the Belgian operator and general trade associations, deals in juke boxes, games and vending equipment. The ultra-modern new building contains showrooms, workshops, and office space.

Mount Anti-Location Owner Drive

FRANKFURT—German operators are mounting an operator-to-location public relations drive aimed at acquainting the location with the many headaches involved in juke box operation. The drive is aimed at discouraging location ownership of equipment by familiarizing locations with the problems involved. An operator association official here explained, "As a rule, operators have only themselves to blame for the spread of location ownership. The time to prevent, or at least to discourage, location ownership of equipment is before it occurs—not afterward. Once a location is saddled with equipment, it is usually easier to keep it and try to recover the money invested or the contract assumed than to go back to operator ownership. However, our surveys show that most locations never would have attempted juke box ownership had they known what they were getting into. The operator can forestall most of the location ownership simply by chatting with the location about his headaches." German operator associations are encouraging what is called the "Partner ploy," the operator treating the location as his business partner.

IF YOU KNOW WHAT YOU'RE DOING:

Juke Box Rentals Can Be Source Of Extra Income During Holidays

CHICAGO—Renting older juke boxes for parties and social functions can be a profitable business but you have to do enough of it and charge enough for the service to come out, according to Paul Brown of Western Automatic Music, Inc., here.

Brown has been renting equipment for over 10 years and has built it into a very nice—if small—sideline.

Most of the activity is, of course, during Christmas and New Year's but Brown does a steady volume during the year also.

Price

The price structure is the most important thing, he feels. "We charge a flat \$50 for an 80 or more selection machine and \$30 for a 40-selection model."

This includes delivery, setting up of the machine and complete programming. The machine is set on free play and Brown furnishes any supplementary speakers that might be needed.

Brown prefers the AMI "D" in the 40-selection category and the AMI-D-80 or Seeburg "B" "C" or "G" models in the 80 or above selection group. "The AMI-D is a little easier to handle so we use it in the hard-to-get-to locations," Brown notes.

Deliveries

The machines he used are those already retired from locations and kept in stock specifically for rental purposes. He has a steady flow of about a half dozen machines out during the year with the number going up substantially during the holidays.

For making deliveries, Brown

prefers the new Chevrolet Corvair rampside truck which has room for two juke boxes or three cigaret machines.

Big feature he feels is that it's ideal for unloading. The truck's drop center is only 15 inches off the ground so you have a very slight loading incline to worry about.

Less Parties

"One thing we note," says Brown, "is the drop off in office Christmas parties," which he feels is due primarily to the large amount of "poor publicity" such parties have received during the past few years.

Brown numbers quite a few "regular customers" in his rental business—"many have been with us for close to 10 years." Christmas customers are mainly business organizations — factories and distributors.

During the rest of the year, he rents phonographs for weddings, confirmations, graduation parties, club affairs and even picnics.

Deposit

One important rule of the business—he feels—is to be sure and receive a written confirmation from business organizations and a deposit from the private parties.

"Many times the private parties have several people who will call different operators for a juke box, and the first one to come gets the location and the money."

Most rental business is done on weekends, but during the Christmas holidays the office parties are often held all week and the machines are constantly busy.

Perhaps most significant is

Brown's philosophy about the entire thing. "We're not crazy about the business, but it can be profitable if you carefully figure your cost and charge accordingly." He feels many operators in the rental business tend to think of it as something extra and aren't realistic about the time it takes to get the machine ready for operation.

He doesn't feel it's good to cut corners, since people would much rather pay a little extra and receive top records and a good phonograph.

He advises other operators to remember the following in computing cost of rental: (1) Servicing and cleaning machine up for delivery. (2) Programming with good record selection. (3) Delivery and installation — generally two men are needed. (4) Service calls if machine breaks down during operation. These have to be made promptly since there's no better way of "killing" a party than having the music stop. (5) Picking up the machine after use.

If all these things are taken into consideration and costs figured realistically, says Brown, the business can be a very nice "plus" to your operation.



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Waikiki Beach incorporates an entirely new idea (light-up feature) for extended play. Player gets an extra ball until last ball shot fails to light an additional girl on the back glass. In every game played the player is guaranteed at least two balls, but he may get three, four, five or more, keeping him in suspense until the last ball is played.

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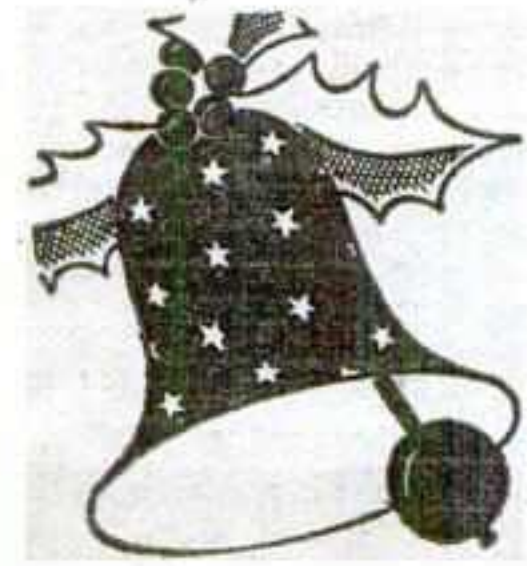
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| with roll-over | 195.00 |
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**German Gift Idea:
Give a Juke Box**

• Continued from page 4

A series of tycoon parlor games are developing around the juke box rage. One of them is "Guess That Tune," in which guests wager the numbers of a list of records placed in the box without identification.

Lucky Tunes

There are endless variations on this theme. In one variation the guests keep depositing gold coins into the box until one guest plays the lucky tune, the collection of gold coins from the game going to him.

Another variation is played with disks so titled as to require a participant to perform a certain act (a la "Truth or Consequences"). Disks are placed in the juke box anonymously, and participants draw numbers, the number drawn determining the order in which they play selections.

Still another game is called "Know Those Coins," with the coin slot being adjusted specially for one certain kind of rare coin or unusual coin.

For example, one prominent Ruhr tycoon threw a party in his Bavarian holiday castle at which each guest was required to appear with a "do-it-yourself" disk for juke box play. Some tycoons sang and others played musical instruments, their artistic performance being professionally recorded for juke box playing at the party.

The coin insertion mechanism of the host's juke box was then altered to take only American silver dollars. The party was then staged, deep in the Bavarian Alps, with a Western mining camp setting, guests turning up in miner and bar belle garb, pockets and handbags clanking with silver dollars.

There are various reasons for the juke box' appeal to Ruhr tycoons. One is the sheer novelty; another is the shortage of musicians because of the general labor dearth, which makes private dance bands difficult to hire.

The Duesseldorf distributor observed, "You must remember that some of these tycoons really have everything. They're loaded to the extent that only novelties appeal to them.

"A juke box gives a party 'atmosphere' and originality. Aside from gagging it up, having a number of juke boxes sited around some of these fantastic mansions lets the guests amuse themselves playing their favorite music."

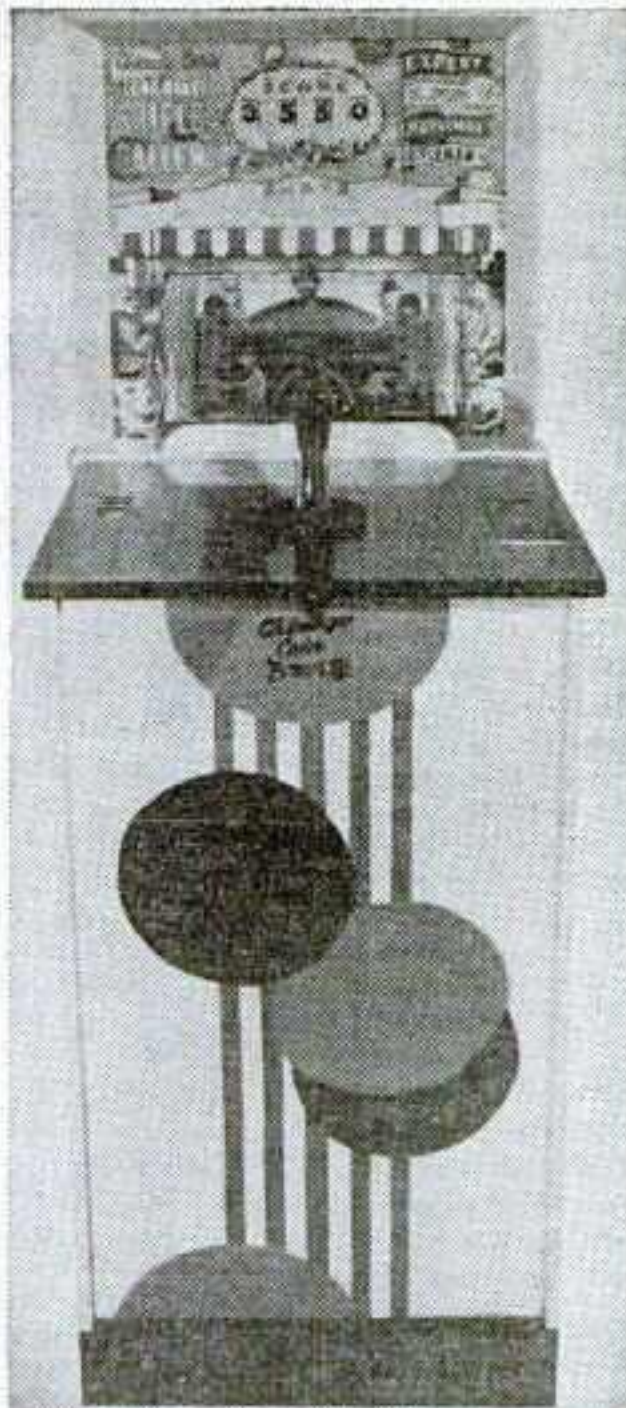
Yule Disks

Tycoon Christmas juke boxes began making their appearance the first Sunday in December, when the Christmas season begins in Germany. The box is loaded with Yule disks and unveiled at an eggnog party.

Few tycoons remove the coin box, which exercises universal fascination for wealthy Germans. In fact, most tycoons peg the per-play price at one mark (25 cents) a selection—and make the guests fork up.

Tycoon juke boxes are becoming a favorite means of assisting charities, and at such charity affairs it is usual to charge either two marks (a two-mark coin is 50 cents) or five marks (\$1.25).

**Chicago Coin's Rifle Gallery
Gives Impression of Depth**



LONG-RANGE RIFLE GALLERY

CHICAGO—A unique illusion of depth is the big feature in Chicago Coin's new Long-Range Rifle Gallery being shipped to the trade this week.

By an arrangement of multiple mirrors the shooter gets the impression that the target is some 15 feet away from the gun. Actually, the depth of the game is standard. Players get 25 shots for a dime. The shooter is rated expert, sharp-

shooter, marksman or rifleman, depending upon his score.

The game has a colorful carnival and clown motif. Targets include a pair of high-strike men, three clowns, four animals and a large center target with flash-o-matic bull's-eye scoring from 10 to 100.

All targets score 50 points (except the bull's-eye), but the player can earn a bonus score for each target at certain intervals. The clowns, which move from side to side, give a 300 bonus when lighted. The animals and high-strike men score 100 when their light is on.

Extended play is also available. Other features include Formica top, metal coin box door, and attractive red, white, black and blue trim.

Public Mood

• Continued from page 43

of violence, death and predictions of human annihilation on television, radio and the public press. They want and need a happy note. The juke box operator is in a position to provide relief from worldly cares—at the touch of a button.

"All he has to do is to follow the simple precept of the juke box operating business—provide tunes for individual choice and individual enjoyment.

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Billboard Music Week

**So. Dakota Ops
Changing Name
Of Association**

BROOKINGS, S. D. — The South Dakota Phonograph Operators Association, at a two-day convention held here recently, voted to change its name to the Music & Vending Association of South Dakota.

The name change was made because an increasing number of South Dakota juke box operators are branching out into vending and background music.

In addition to the general meeting, the group now holds separate forums for vending, games, juke boxes and background music.

At the December meeting, hosted by Mr. and Mrs. Elmer Cummings at the Veterans of Foreign Wars Club, some 20 juke boxes were donated to various State, church and local organizations.

Entertainment was provided by a group of musicians and dancers from South Dakota State College.

Next meeting will be held in Pierre, April 8-9, with Mr. and Mrs. Gordon Stout acting as hosts.

**ITALIAN TRADE
DEBS MONTHLY**

ROME — Sezione Apparecchi per Pubbliche Attrazioni Recreative, an Italian coin machine association of the nation's 3,500 operators, importers and owners of automatic equipment, has started a monthly publication, *Revista Italiana dell'Automatico*. The publication will attempt to promote the juke box and amusement machine industry in Italy and will carry news of domestic and international production and trade.

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Chi Case Probes Location Loans

By JOSEPH KLEIN

CHICAGO — A pending challenge of a trade practice in the dairy industry may result in an indication of the legality or illegality of loans to coin machine locations, the attorney in charge of the Chicago office of the Federal Trade Commission said last week.

As a rule, it was pointed out, the FTC approves of the lending controls embodied in an ordinance enacted recently by the Chicago City Council (BMW, November 6). William F. Lemke Jr., the Commission attorney here, said that the final decision of the FTC complaints charging nine major ice cream manufacturers and 55 subsidiaries with unfair competitive methods could cast light on the propriety of operators' loans to premise owners and the status of the practice under the Sherman antitrust law.

Under Study

At the same time, the public relations office of the Federal Trade Commission in Washington informed this correspondent that the issue in the dairy case was still under study and that no date for adjudication could be fixed at this time.

Loans to dealers are among the challenged practices specified in the charges against the ice cream manufacturers and subsidiaries, Lemke explained.

By orders of Examiner John Lewis, the complaints were dismissed on July 23, 1959. The Commission stressed, however, that the decision was not final and that opportunities for appeal, stay or review would remain open.

The appeal from the decision was heard late last year. On March 24 of this year, the Commission held that "the records as presently constituted do not contain accurate and reliable statistics from which this information may be ascertained," remanded the proceedings to the examiner.

"Exclusive Dealing"

As raised in the complaints, the issue of "exclusive dealing" might apply to the coin machine industry also, Lemke said.

"In my opinion," Examiner Lewis said, "the existence of a tradition of single dealing in the industry tends to defeat the argument supporting the complaint. It demonstrates that exclusive dealing agreements have little practical preclusive ef-

fect since most dealers will deal with a single supplier anyway, irrespective of whether a formal agreement requires them to do so or not."

Lewis observed further that offering financial assistance is widespread and the manufacturers and subsidiaries do so only to a limited extent. He said further that their loans are to "mama and papa" grocery stores desiring modernization in order to remain competitive with chains and supermarkets. Frequently, he declared, the loans result in a substantial increase in sales, thus benefiting all concerned.

In the March 24 remand order, however, the Commission asserted that an informed disposition of the appeal requires an appraisal of all aspects of the competitive effects of the challenged practices.

"This involves, among other things," the Commission said, "a consideration of the approximate amount of trade which has been or may be restrained or otherwise affected by these activities."

Lewis was instructed to receive "such further evidence as may be offered for the purpose of showing, for some reasonable period of time,

the extent to which requirement contracts, 'trade agreements' or other exclusive dealing agreements have been used by various respondents, their subsidiaries and affiliates in connection with, or ancillary to, the sale of ice cream and other frozen products, the identity and location of the customers with whom such arrangements have been negotiated, and the quantities and dollar volumes of the products which have been involved in the transactions."

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W. German Coin Exports High

BONN—West German coin machine exports established a new all-time record in 1961, according to provisional figures, but juke box exports skidded from 1960 totals.

Total German coin machine exports in 1961 are expected to top 30 million Deutschmarks (the mark has a value of 25 cents), compared with the 1960 record of 27.5 million marks.

Of the 30 million-mark 1961 total, about half is represented by vending machine exports, which are soaring under stimulus of the world-wide automation boom.

Juke box exports declined slightly from 1960, from 10.03 million marks to 9.5 million marks. Games gained slightly, rising from 4.28 million marks in 1960 to 4.50 million marks.

Little Change

The federal statistical office said the final year-end totals could alter these figures somewhat, but they are expected to show little change on the basis of quarterly totals together with the four-quarter projection on the basis of exports in October and the first half of November.

Despite the new record, the figures are being received with gloom by the trade generally. The vending boom was discounted long ago, and main interest has centered in prospects for an upsurge in phonograph and games exports.

This has not occurred; on the contrary, the figures seem to confirm that the juke box export slide, which first became apparent in the 1960 export totals, has been checked substantially but not halted.

Sharp Drop

The 1960 juke box export total of 10.03 million marks represented a sharp drop from 1959 exports of 13.3 million marks. Now, the 1961 total of 9.5 million, which is only slightly above the 1958 total of 9.38 million marks, apparently confirms the decline in German phonographs in response to tougher world competition.

Most German producers favor: (1) diversification into vending equipment; (2) concentrating on a few entirely new export areas and

those nearby (3) continuing to stress hand-crafted production tailored to specific customer wishes.

At one time German manufacturers were certain they could vanquish American phonograph competition wherever it reared its head. There was even heady talk on the part of the German trade about gaining a "beachhead" into the U. S. market.

More Realistic

However, in their battle against U. S. competition the Germans have taken their lumps, and the talk in the trade here now is less heady and more realistic.

The German trade intends battling U. S. competition tooth and nail for the European and Scandinavian markets, including Britain. But elsewhere the Germans are withdrawing from extended positions and consolidating and concentrating effort in markets where conditions, meaning primarily shipping costs and trading tradition, place them at a disadvantage over U. S. competition.

The two such obvious areas are Africa and the Middle East. Asia is a toss-up, although some German manufacturers are wary of over-involvement in this area since they look for strong eventual Japanese juke box competition.

Latin America is the major area where the Germans compete at a standing disadvantage with the U. S.

Competition

With the speeding up of the Common Market, German producers, along with those in other EEC countries, must calculate the effects of strengthened competition from French, Italian, and Belgian producers in 1962.

Most German manufacturers discount the domination of the EEC coin machine market by any single national group of producers, or even by any single national firm.

It is expected, on the contrary, that a series of mergers will occur over the next few years, with the result that the big market's coin machine, as well as other, producers will take on a supranational character.

There is already talk, for example, of a merger of a major West German coin machine producer with a well-known French firm, their object being to create an organization large enough to compete effectively in the Common Market against Automatic Canteen, which is strongly entrenched in the European market.

Long Chart Life

Continued from page 5

chart, had been on for 15 weeks. "You're the Reason" by Bobby Edwards on Crest, now No. 59, has a total of 17 weeks on the chart. "Foot Stompin'" by the Flares on Felsted just dropped off after a total of 15 weeks. "I Understand Just How You Feel" by the G-Clefs on Terrace, now 16 on the chart, has been on for 14 weeks. There are many similar examples.

Regional Hits

The pattern of longevity is illustrated by still another group of disks—those which have not been on the national chart very long, but which have been on the market a long time, have been selling regionally, and recently made the national chart. Such disks include "Soothe Me" by the Sims Twins on Sar, released months ago and on the "Hot 100" the last six weeks; Barbara George's "I Know" on AFO, also on the chart for six weeks after months of pre-chart activity.

A number of disks have never as yet made the "Hot 100" but have come close to it and have been selling quietly for a long period. Good example is Prince La La's "She Put the Hurt on Me" on AFO.



Joe Ash says . . .

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Nail-Tone Firm Buys Into TDI For Coin Dist.

MIAMI—Nail-Tone, Inc., a local cosmetic manufacturing firm here, has paid \$100,000 for a half interest in Tech Development, Inc., at Dayton, Ohio, primarily for the distribution rights to a coin-operated golf putting machine which has been developed by TDI.

Principal officers of the Dayton firm are Joseph Flatt, president and treasurer; Sidney M. Gamsu, vice-president, and Lewis Froikin, secretary. Robert D. Grossman is president of Nail-Tone.

The machine has electro-mechanical devices for scoring and returning golf balls to the players. One to four may play the game.

The unit will list for \$1,895, and will be designed for use in bowling alleys, country clubs and arcades.

According to Gamsu, TDI has started its first run of 10 machines and has a firm order for 100 more.

EDITORIAL

Meanest Man in Town

By and large, the coin machine industry has done a pretty fair job in policing the activities of its own people. It hasn't been too difficult a task, as the overwhelming majority of persons engaged in the industry are decent people, and they will obey the letter and spirit of the law without being pressured to do so.

With this in mind, we would like to comment on a news story which appears on this page. The story concerns a Gary, Ind., location owner who is not connected with the coin industry, but whose actions are bound to reflect on the integrity of every man engaged in the making, selling or operating of coin machines.

This man is charged with loaning money to school children—at 20 per cent interest—to enable them to play an amusement machine on his premises. The evidence is pretty strong—a stack of IOU's signed by the youngsters.

Because this is the time of year where peace on earth and goodwill toward men should be uppermost in our thoughts, we will refrain from saying what we think of this man.

No doubt the daily press will seize the opportunity to launch tirades to the effect that the "coin machine racketeers" are corrupting the nation's youth, and that the morality of the Gary storekeeper reflects the morality of the industry.

But, just to set the record straight: The storekeeper is not a member of the coin machine industry, and we are sure that the industry wants no part of him.

The game involved is an amusement device which has given pleasure to hundreds of thousands of children. There is nothing immoral or unwholesome about the game itself. What is unwholesome and immoral is the use to which the game has been put.

We don't know if the location owner has title to the game, or if it belongs to an operator. We suspect that the piece is location owned.

However, if an operator is involved, he should have known what was going on.

Members of the coin machine industry are seldom given the benefit of the doubt. It behooves them, not only to conduct their own businesses in the most scrupulous manner possible, but to make sure that outsiders do not besmirch the name of the industry.

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All LP's—Regular Distributor. Wholesale—Nothing Over.

SAME DAY SERVICE

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The Musical Sales Bldg.
Baltimore 1, Maryland

Loans to Kids for Coin Machine Nets Arrest for Location Owner

GARY, Ind.—A location owner who allegedly made usurious loans to school children to play amusement machines was in police custody here.

John Pearson, 33, owner of Emerson Confectionery, near Emerson School, was arrested Friday (8) as he was collecting a 12-cent loan from a 12-year-old boy.

"I did it because business was bad," Pearson explained.

Gary police were informed of the candy store transactions by a mother who caught her 12-year-old son stealing to pay off a debt to Pearson.

The child readily admitted that he took the money to repay a loan he obtained from Pearson to play the machine in the store.

Pearson charged a 1-cent interest for every borrowed nickel. Loan limit was \$1.

Detectives Gus Cominus and Milan Yovanovich, who made the arrest, learned that the children, in the main, would use their lunch money to pay off their indebtedness to Pearson.

A stack of I.O.U.'s, signed by the children, was seized by the detectives. Also confiscated by them as evidence was a coin-operated target pistol.

Pearson will be tried in Lake County Juvenile Court for contributing to the delinquency of minors.

Sweepstakes Launched by Rock-Ola Firm

CHICAGO—Rock-Ola last week gave away four new Princess phonographs, one each to an operator in the North, South, East and West, to kick off its Grand National Sweepstakes contest.

Winners were Sam Daub, Stowe, Pa. (Joe Ash's Active Amusement Company the distributor); Nathan Wheelles, Jonesboro, Ark. (S.&M. Distributing Company); G. M. Wilkins, Galena, Kan. (Tulsa Automatic Music Company), and Doug Johnson, Sioux City, Ia. (H-Z Vending Sales).

Eight more phonographs will be given away, four each in January and February. Grand and final prize, to be drawn in February, will be a rtip for two to Hawaii.

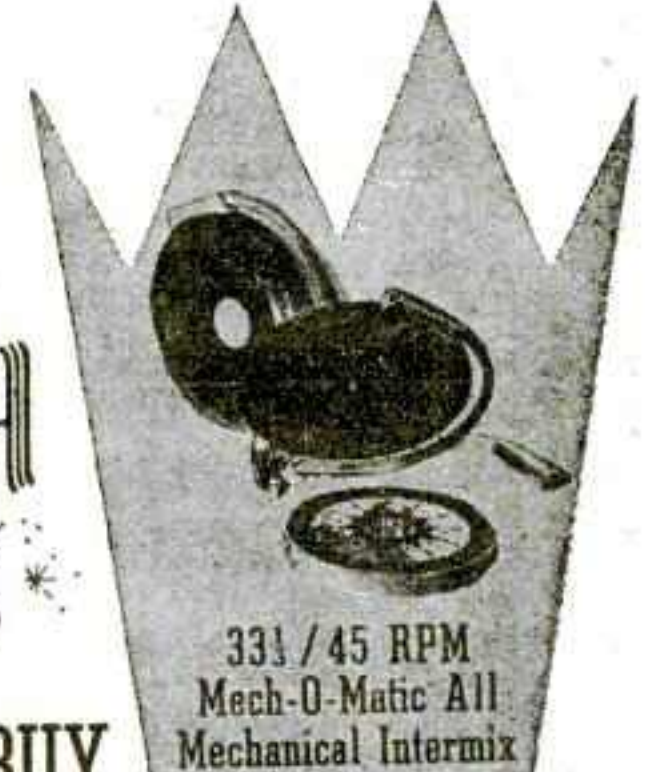
Any operator who has purchased a Rock-Ola Princess phonograph in the contest time period is eligible. After each drawing, the winners' names are returned to the box, so, theoretically at least, an operator can win three phonographs plus the Hawaii trip.

DETROIT OPERATORS:

Keeney's 2-GUN FUN pop-up and moving target amusement equipment is APPROVED FOR LICENSE by the CITY OF DETROIT. An outstanding opportunity to capitalize on the extraordinary money-making ability of this remarkable target game.

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| SPECIALS | GUNS | ARCADE EQUIPMENT |
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| Auto Foto Model #9 .. 925 | Wms. Vanguard 275 | Goalie 110 |
| Auto Foto Model #11..1,895 | United Carnival 150 | C.C. Twin Hockey 195 |
| Auto Foto Model #14..2,695 | Genco Big Top 185 | Champion Baseball ... 125 |
| | Genco State Fair 195 | Hi Fly Baseball 125 |
| | Midway Bazooka 325 | Quarterback 125 |
| | | Motograms 175 |
| VENDORS | RIDES | Space Age 195 |
| Stoner 4-Sel. Pastry ...\$150 | Bally Bike\$395 | Grandma Horseshoe ... 195 |
| Vendo 210 Milk..... 425 | Donald Duck 225 | Keeney League Leader.. 125 |
| Vendo 210 Ice Cream... 425 | All Tech Satellite .. Write | Lord's Prayer 85 |
| Avenco Coffee & Choc. 195 | Bert Lane Helicopter.. 795 | Mercury Floor Grip ... 85 |
| | Rudy the Red Nose.... 275 | Wms. Crane 110 |
| | Scientific Boat 225 | Wms. Peppy 195 |
| | King Train 275 | Set Shot Basketball ... 125 |
| | Ex. Pony Express 195 | Stand Metal Typewriter 225 |
| | Single Turnpike Tournament 695 | Evans Hole in One 75 |
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Merry Christmas!

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SEEBURG E-1 CIGARETTE 195
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NATIONAL CIGARETTE, 11-Col. Slant 175
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MUSIC

- A.M.I. H-120 \$395
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New Juke Box Models to Bow In Few Weeks

CHICAGO — Two juke box manufacturers will introduce new models after January 1 and a third will follow shortly.

Seeburg held sales meetings for its distributors in Chicago and San Francisco last week and showed a prototype of its new 1962 model to be introduced after January 1.

Rock-Ola has already held private showings for its distributors and is expected to bow a new 120-selection and 200-selection Empress to the trade during the first week in January.

Wurlitzer is planning its introduction for the middle of the month and is slating "Wurlitzer Week" to start January 1. Distributors will unveil the firm's new line to operators in a series of showings and open-house celebrations.

Details of all three lines have been kept secret.

Seeburg held its meeting at Chicago's Palmer House for distributors from the East, South and Midwest. The firm's West Coast and Texas distributors saw the machine last Friday (15) at the Villa Hotel, San Mateo, Calif.

ANTI-RED TUNES BOOST W. BERLIN PHONO TAKE

WEST BERLIN—Operators in this cold war outpost are discovering that the cold war, which has brought financial hardship to all of them, can also be used to boost collections.

The device is anti-Communist music programming. Operators find that the programming of anti-Communist tunes or records spoofing the Reds is an automatic collections-booster—in West Berlin.

Some enterprising operators are even arranging for specially recorded disks, so great is the demand for anti-Communist music. "It seems childish, probably," an operator agreed. "But you must understand it's the only way we can get back at the Reds. It is a means of blowing off steam, of giving vent to our frustration."

The usual practice is to salt five anti-Red records amid each juke box's stock.

Tunes such as "John Brown's Body" and "Red Sputnik Rock" have been reworked by enterprising German tunesmiths to fit the anti-Red formula. The John Brown melody has been revamped to capitalize on the removal of Stalin's corpse from the Lenin Mausoleum in Moscow's Red Square.

Holidays Mean More Taxes For Boston Phono Operators

BOSTON — The Blue Laws of Massachusetts have made holidays revenue days in the city of Boston. The Christmas holiday, at least, will be somewhat dampened for operators of juke boxes in the city. The city apparently did not think of it in time for Thanksgiving, but is not planning to miss the boat on a little extra revenue on Christmas.

dancing are not allowed to operate on Sundays or legal holidays.

Local operators of music routes apparently will have to go along with whatever comes along since they no longer are represented by any organization. The Music Operators Association of Massachusetts, which fought against legislative problems affecting the industry, was disbanded in October.

This week all locations received the glad tidings on a typewritten sheet announcing that operators must apply for special licenses to operate on the holiday. The fee is the usual Sunday charge for mechanical music—\$2 to the city of Boston and \$2 to the Public Safety Department (State Police).

The notice said in part: "All entertainment on Christmas Day requires a special license. Please notify this office before December 1 (this gave two days) if you do NOT intend to operator a phonograph on that day so that the police may be informed. The fee will be the usual Sunday fee for mechanical music, \$2 to the city of Boston and \$2 to the Public Safety Department."

Fee Schedule

The cost in the city of Boston (since 1958) for operating a juke box on a seven-day basis is \$160 per machine per year. The fee for weekday operation is \$50 to the city, plus \$10 to the federal government. Sunday operation calls for a yearly fee per machine of \$50 to the city and \$50 to the State.

Curiously enough, the city of Boston is the only community levying this fee for Christmas Day operation. Recent enforcement of Blue Laws has caused a great deal of trouble on every level of entertainment and other activity.

For example, the opening of "The Music Man" has had to be postponed until Tuesday evening (December 16) since shows with

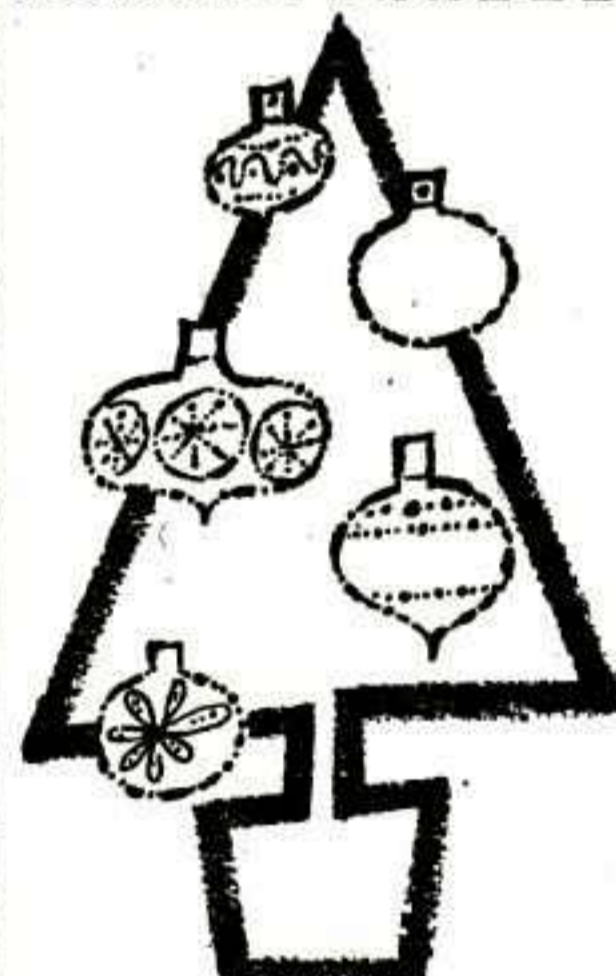
Ohio Firms Merge

Continued from page 44

machines, mostly for cigaret sales. Skilken said the new company will expand its food lines under the broader scope of operation.

He said quarters on Springfield Street probably will be enlarged to handle it.

The principals said the merger was effected "in order to remain competitive with other big companies" in the vending business.



Season's Greetings

to our many friends from your

BILLBOARD MUSIC WEEK

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5 Bally Sun Valley 160.00
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REDD WANTS TO SELL OR TRADE

- 5 Seeburg AQ 160SH
10 Rock-Ola 1455
10 New Bally Marksman Gun
5 Bally Challengers, 14' Bowlers
5 New Bally Bikinis
5 New Western Trails Kiddie Rides

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N. Y. Post Says Corallo Was Moore Partner

NEW YORK — According to a report published in *The New York Post* Thursday evening (14), Antonio (Tony Dicks) Corallo, a leading figure in the local underworld, was partner of Sanford J. Moore in the operation of Gibraltar Amusements, Ltd., a Long Island juke box and game operation.

Moore, currently a federal convict, has been indicted for the alleged bribing of a New York State Supreme Court judge. Moore is doing three years following a bankruptcy fraud conviction (BMW, December 11).

Corallo has been indicted along with Moore in the alleged fix. Two other defendants — New York Supreme Court Judge J. Vincent Keogh and former Chief Assistant U. S. Attorney Elliot Kahaner — were arraigned Thursday in U. S. District Court, along with Moore and Corallo. They all pleaded "not guilty." The fifth defendant, Dr. Robert Erdman, was to have been arraigned Friday (15).

Moore, still in the custody of U. S. marshals as a federal convict, is free on \$50,000 bail. The case has been adjourned until January 15.

The *Post* reported that Corallo raised the \$35,000 for the alleged bribe. It added that Corallo later learned that Moore had hidden some of the Gibraltar firm's machines from him and had been receiving the revenues.

After Corallo learned that Moore had been holding out on him, the *Post* reported, the New York hoodlum became quite upset, and he and Moore are no longer friends.



TIME FOR

Season's Greetings

Time for work

Time for play

Time for inspiration

Time even for exasperation . . .

. . . but of all the Times that come our way the best of all is the Time near year's end when we pause to forget our triumphs as well as our troubles . . . and concentrate on thoughts that put friendship and good will in full command!

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| Model 1468 | 545.00 |
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| Model G | \$275.00 |
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| Model AMI-E-120 | \$145.00 |
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| Chicago Coin Twin | \$395.00 |
| Bally Bowlers | Write |
| Bally Challenger | 495.00 |
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| Golf Champ | \$195.00 |
| Auto Test | 445.00 |
| Joker Ball | 195.00 |
| Midway Shooting Gallery | 295.00 |
| Chicago Coin Playland Gun | 395.00 |
| Chicago Coin Ray Gun | 495.00 |
| Chicago Coin Pony Express | 445.00 |

| | |
|-------------------------|----------|
| Bally Marksman, New | \$495.00 |
| Bally Sharpshooter, New | 495.00 |
| Bally Moonraider | 345.00 |
| Hercules Gun | 295.00 |
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| Bonus Gun | \$195.00 |
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| Bally Toonerville Trolley | 395.00 |
| Bally Motor Bike | 445.00 |
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| Bally Fire Chief | 575.00 |
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Scores 100,000 or "SPECIAL" when lit.

4 TARGETS numbered 1-2-3-4 advance Rocket Lites
8 ROLLOVER LANES advance Rocket Lites
★ Advancing any rocket to top lites 2 Skill Holes for special scores
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PROFITS for operators

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Plasticote Finish on playfield.

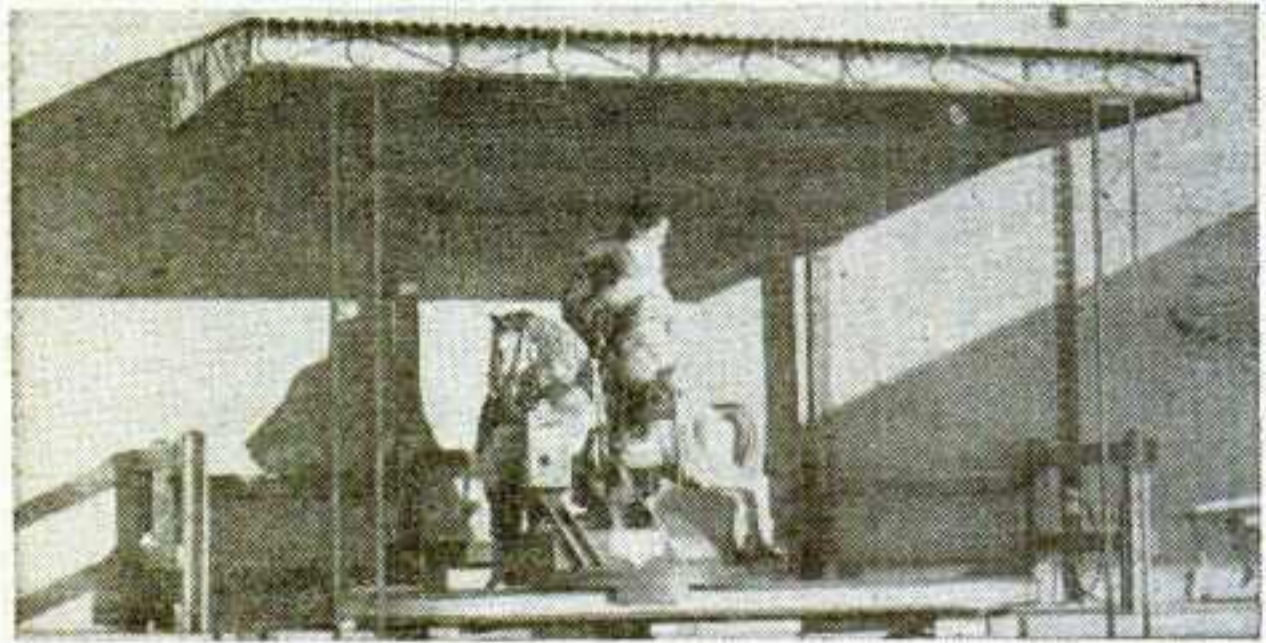
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BUY THE BEST—BUY WILLIAMS



CANOPY ABOVE THE KIDDIE RIDE was custom built for the location, and it helped the operator land the stop.

Model Vending Co. Buys Elkins Park

PHILADELPHIA — Model Vending, Inc., operator of full-line vending equipment, juke boxes and local Wurlitzer distributor, has acquired the Elkins Park Vending Company, Elkins Parks, Pa., for stock and cash.

Elkins Park has about 100 machines in industrial locations and grossed about \$45,000 last year. This marks Model's sixth acquisition in the last four months.

Chi Operators Bank on Standards

• Continued from page 43

popular being Bing Crosby's "White Christmas," "Silent Night" and "Jingle Bells".

Collections at Western Automatic are about 2 per cent ahead of last year with prospects of a good holiday.

At Frank Padula's Melody Music, Charlie Marchetti reports the two-sided Connie Francis tune is the big earner. Collections are about the same as last year with business good.

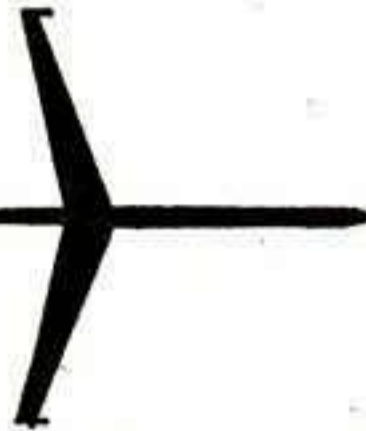
New tunes being put out this week include: "Rock - A - Hula Baby," Elvis Presley; "The Majestic," Dion; "Lion Sleeps Tonight," Tokens. Melody is also adding more of the Francis record to just about cover all their stops. Big standards are those by Miller and Crosby.

At Mary Gillette's far North-side Phonograph Service Corporation, big earners last week were "Big Bad John," Jimmy Dean; "You're The Reason Why," Bobby Edwards, and "Runaround Sue," Dion. The last-named tune has been on for some weeks and is still pulling a lot of play.

New material being put on includes: "Multiplication," Bobby Darin (a breaker in store sales last week); "Goodnight Irene," Les Paul, and "Little Bitty Tear," Burl Ives. The firm is also going with the Crosby and Miller Christmas standards as well as "Silver Bells" with Margaret Whiting and Jimmy Wakely.

Up in the Northwest suburbs, Andy Hesch is also banking heavily on the Crosby standards and the new Mitch Miller Christmas pack. Collections, said Hesch, have been pretty good—maybe a shade better than last year. Last week's zero weather spell hurt business a little, but people have recovered.

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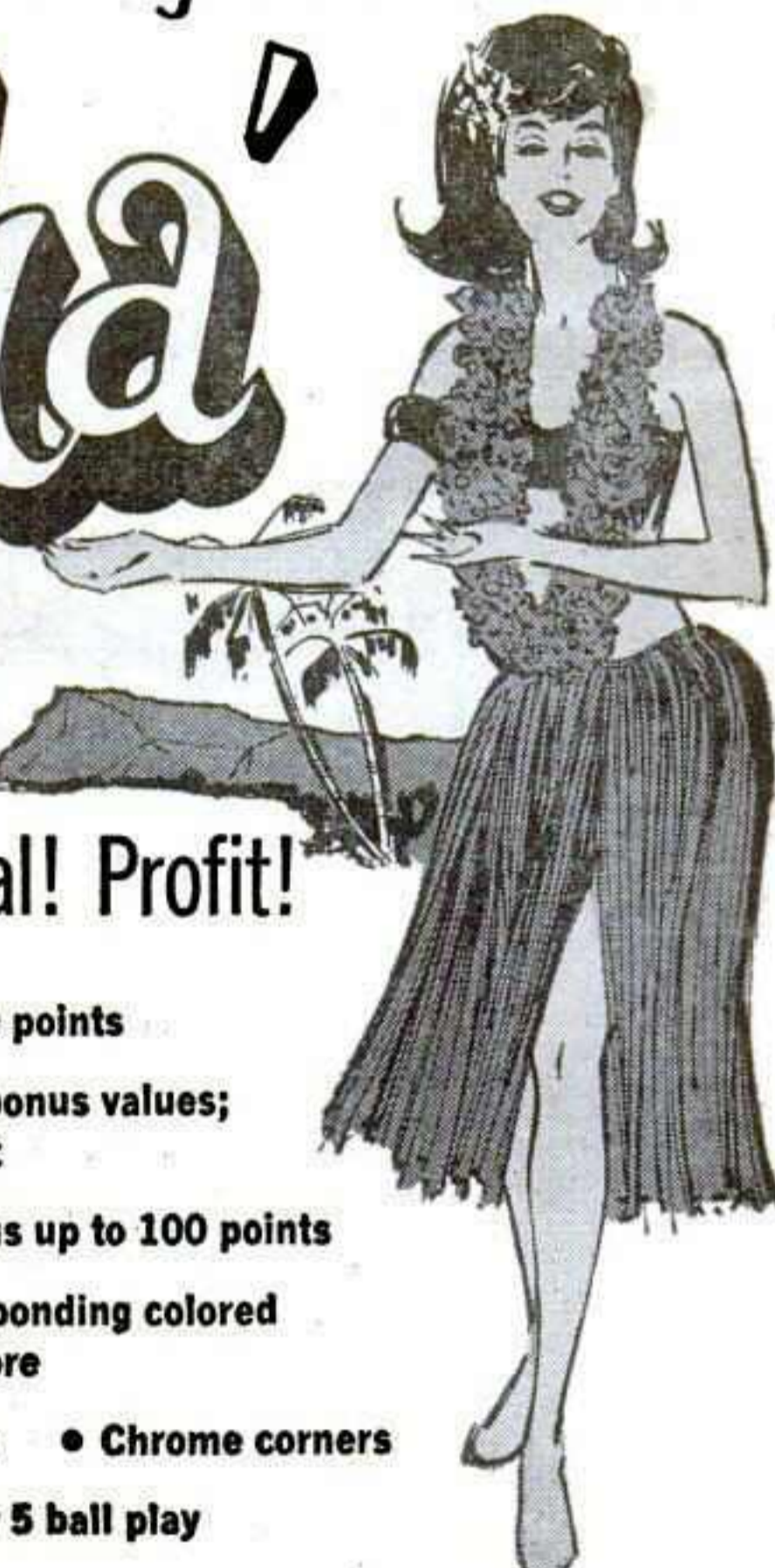
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- Drop-in hole scores combined bonus values; double bonus values when lit
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New "Hard-Cote" Finish
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an All-Time High!



D. Gottlieb & Co.

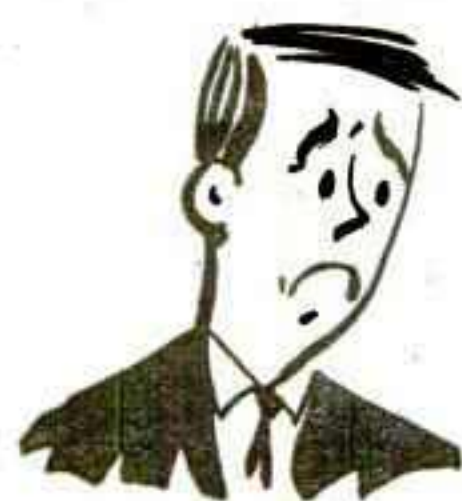
1140-30 N. KOSTNER AVENUE • CHICAGO 51, ILLINOIS

It's Always Profitable to Operate Gottlieb Games!



Season's Greetings

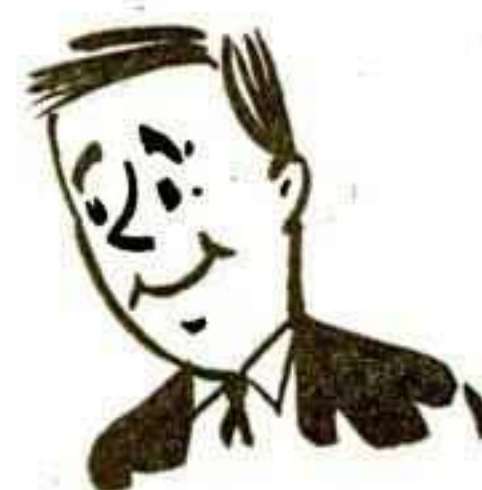




THIS OPERATOR IS STILL LOOKING FOR SOMETHING NEW IN A RIFLE GALLERY

MOST OPERATORS HAVE PLENTY OF RIFLE GALLERIES AND THEY'RE ALL PRETTY MUCH ALIKE... BUT HERE'S ONE THAT

LOOKS 15 FEET LONG



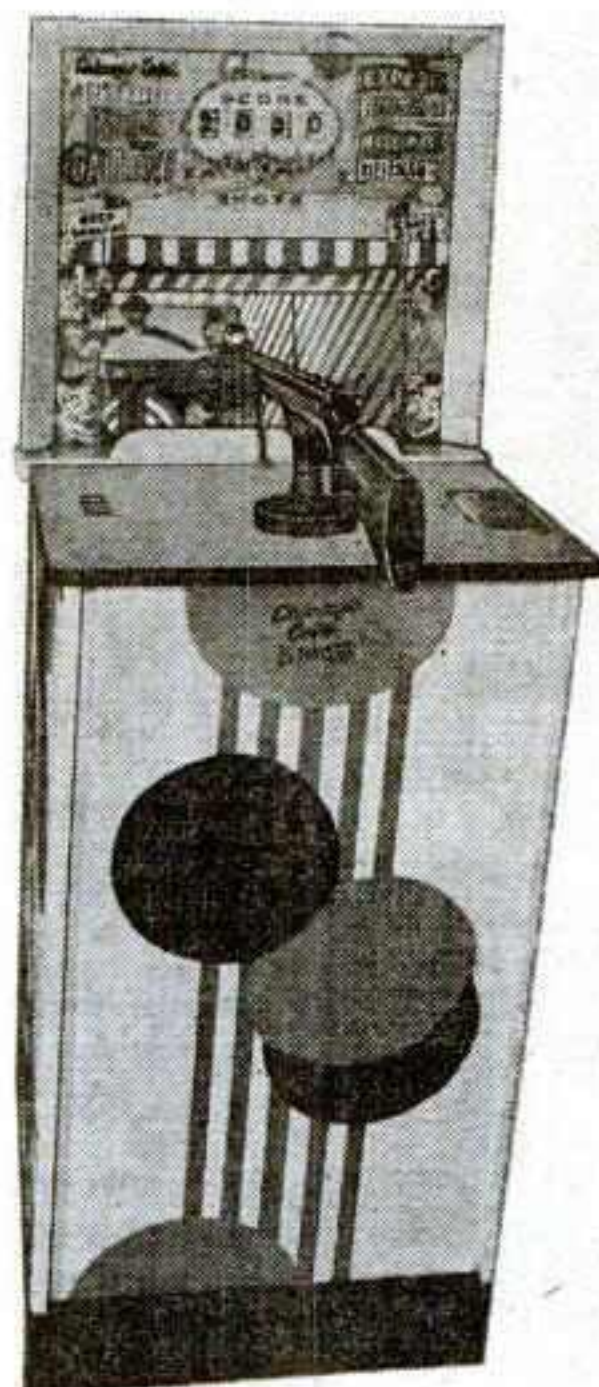
THIS OPERATOR IS HAPPILY OPERATING THE NEW CHICAGO COIN LONG RANGE RIFLE GALLERY

CHICAGO COIN'S Entirely New .. LONG RANGE RIFLE GALLERY

THE ONLY RIFLE GALLERY THAT **LOOKS THREE TIMES LONGER!**

Featuring "MULTIPLE MIRRORS" MAKING IT THE NEAREST THING TO A "REAL" RIFLE GALLERY

There's Nothing Like It For Action - Color - Excitement



IMAGINE! THIS RIFLE GALLERY **LOOKS LIKE IT'S 15 FEET LONG!**

THE PLAYERS MARVEL AT THE ILLUSION—AND PEOPLE FLOCK AROUND TO PLAY IT

Put "Long Range" Rifle Gallery Alongside Others and See For Yourself

The Cash Box Tells The Story!

THERE'S A CHICAGO COIN GAME FOR EVERY TYPE AND SIZE LOCATION

CONTINENTAL

With "TRIPLE GOLD PIN" SCORING

5 GAMES IN 1

TRIPLE GOLD PIN
FLASH-O-MATIC
"ALL STRIKE"
REGULATION
"300" CHAMP

STILL IN PRODUCTION

Chicago Coin's
PRO HOCKEY and PRO BASKETBALL

RED • DOT

INTRODUCING TWO OF THE NEWEST AND HOTTEST PLAY FEATURES EVER CREATED IN ONE GAME!

SUPER STRIKE SCORING | **RED DOT SCORING**

6 GAMES IN 1 | **6 CAN PLAY**

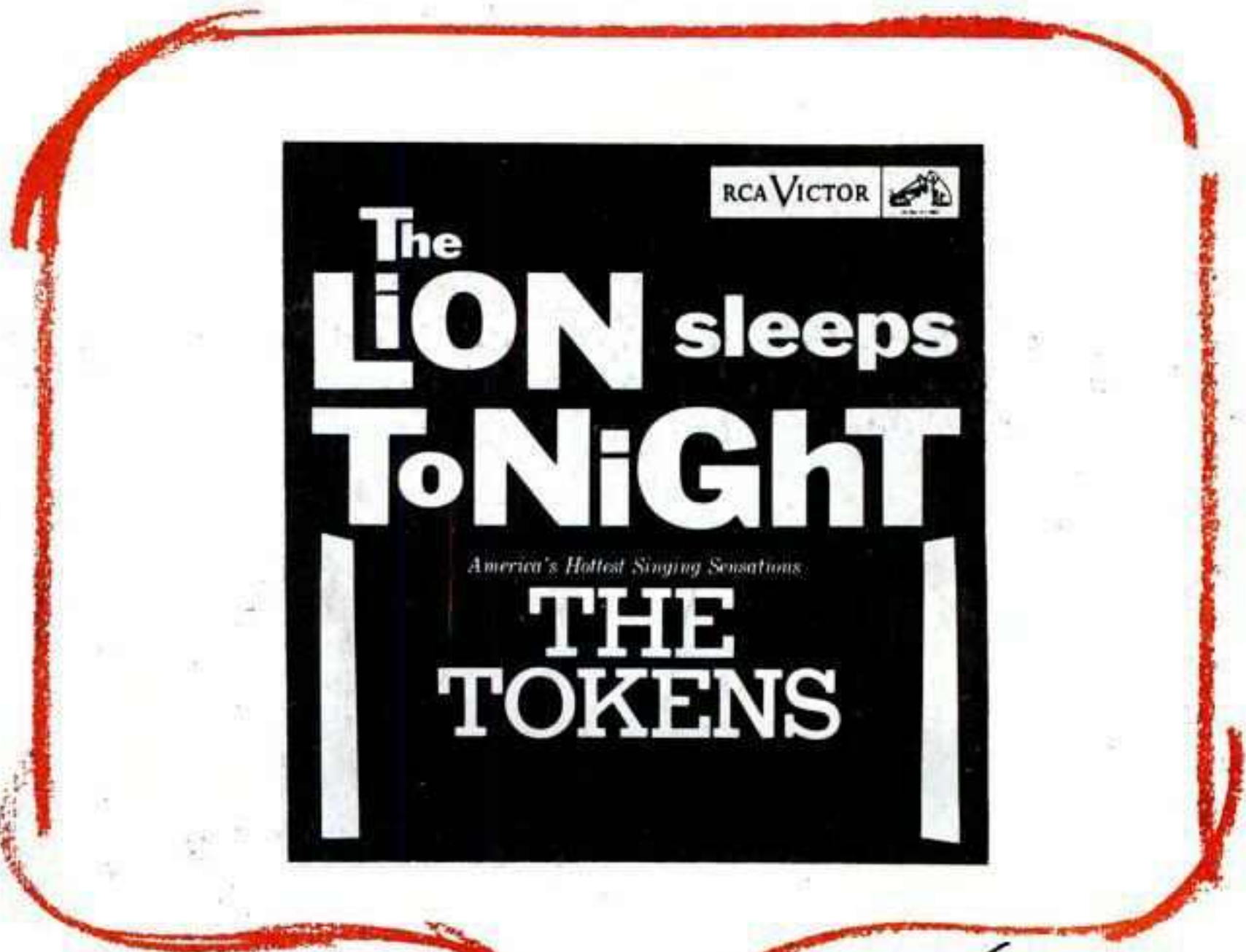
Chicago Dynamic Industries, Inc.

1725 W. DIVERSEY BLVD. CHICAGO 14, ILLINOIS

THE TOKENS' SMASH HIT, TOPPING THE CHARTS AS A SINGLE (7954), NOW STEPS OUT AS A RED HOT ALBUM! LPM/LSP-2514. LIVING STEREO OR MONAURAL HI-FI. STOCK UP... TODAY!



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