

# BILLBOARD MUSIC WEEK

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

## DOT RECORDS SHOOTS FOR ALL-TIME GROSS IN 1961

HOLLYWOOD—Dot Records' 1961 gross sales will hit a projected \$15,000,000, label President Randy Wood revealed exclusively to *BMW*. According to Wood, the projection is based on a more than \$13,000,000 sales gross as of October 31, with Dot having two more months in which to attain the predicted \$15,000,000 all-time high for the firm.

By the end of October, Dot already had surpassed its previous year's total sales gross of \$11,009,440. Wood is forwarding the above sales projection to the board of directors of Paramount Pictures, Dot's parent firm.

It is interesting to note that the projected \$15,000,000 sales gross amounts to two and a half times the sales the label reaped during its first year under Paramount's ownership five years ago. The following (taken from Dot's U. S. income tax returns) shows Dot's gross sales and net profits since it had been acquired by Paramount.

Year	Gross	Net Profit
1957	\$ 6,105,136	\$664,102
1958	7,547,247	456,901
1959	8,765,510	615,057
1960	11,009,440	799,440
1961	15,000,000 (Projected)	800,000

Including the projected net profit for 1961, this shows Dot has delivered a total profit of \$3,335,000 during the five-year period. It is interesting to note that the total net profits show that Paramount, after five years, has more than recouped its initial investment in buying Dot. The picture company reportedly paid a little under \$3,000,000 for the label.

At the time Paramount acquired Dot, the record company, basically a hot singles firm, had only 25 LP's in its catalog. Today Dot's album catalog contains more than 600 LP's (counting monaural and stereo). Album sales alone will total more than \$10,000,000 during 1961. Approximately 75 per cent of Dot's LP catalog was recorded personally by Wood.

In addition to building the catalog to its present size during the five-year period, Dot has built its artist roster to its present-day stature plus a chain of 14 company-owned sales branches.

## U. S. Reps Mull Internat'l Copyri't Protect'n Treaty

WASHINGTON—U. S. representatives of government and industry looked but did not leap at the first international treaty to give copyright protection to phonograph records (or tapes), broadcasts and performances. The treaty was drafted in Rome last month by three international organizations and was signed by delegates from 18 out of the 40 countries participating. Terms will go into effect for member-nations three months after six countries have ratified the treaty.

Although the U. S. delegation, headed by Abraham Kaminstein, Register of Copyrights, was not empowered to sign for this country at the October 10-26 conference, general belief is that certain highly controversial aspects of the treaty would have prevented signing in any case. Heaviest argument at the conference was over the principle of making broadcasters pay royalty to record producers, to be shared with record talent, for use of disks on the air.

In view of the controversy, the treaty provides that any member-nation can reject the disputed requirement (Article 12) of broadcast record royalty in whole or in part. Nevertheless, the U. S. government delegates and advisory legalists from the fields of recording, broadcasting and performing were leary of the effect the treaty might have "on the delicate balance of con-

tract arrangements" between Americans and foreign counterparts in these fields.

### Copying of Disks a Violation

The copying of disks, whether directly or off the air, would be a violation of the treaty and is one of its hard and fast minimum guarantees. This country would have to pass legislation against disk copying before signing or adapting the International Convention for the Protection of Performers, Producers of Phonograms and Broad-

*(Continued on page 10)*

## Many Top Radio Outlets Moving Toward Moderate Music, News

WERE, WMCA, WCBI, KALL, WFIL and WNEB All Modify Formats, Soft-Pedaling Top 40, R.&R. Sounds

NEW YORK — The Twist notwithstanding, a definite trend is shaping up in local radio toward a more moderate music programming policy, which soft-pedals the more raucous rock and roll sounds and features more LP selections.



At the same time, stations are stepping up their news coverage with emphasis on personalizing local news reports.

The swing toward "better music" programming by AM outlets is also supported by the growth of FM stations in 1961 and the advent of FM multiplex stereo broadcasting, which necessarily features album product exclusively.

Among the stations which have modified their formats recently toward a softer sound are WERE, Cleveland; WMCA, New York;

KALL, Salt Lake City; WFIL, Philadelphia and WNEB, Worcester, Mass.

Station WERE, Cleveland, has dropped its Top 40 programming in favor of a format tagged "The Solid Gold Sound." The switch was made on the basis of a study "of the patterns and trends of the entertainment and information requirements of Clevelanders." The new format stresses up-dated, swinging big band wax, jazz and instrumental music, "backed with

intensive on-the-spot news coverage." Dick Conrad is WERE's new production co-ordinator for music.

### Less Irritation

The change at WMCA, New York, is less drastic. The station, heretofore a Top 40 outlet, is trying to filter out "anything that might irritate a listener," according to librarian Joe Bogart. "Our programming remains much the same," explained Bogart. The com-

*(Continued on page 16)*

## ARTHUR ROSETT NAMED BMW EUROPEAN CHIEF

LONDON — Arthur Rosett has been named European Director for *Billboard Music Week*, effective immediately, and has established a London office for this publication from which he will cover the entire Continent.

The new *Billboard* office is located at 31 Devonshire Place, London W.1; telephone is WELbeck 0356.

Rosett is a veteran journalist who has been publisher of the *Mediterranean Courier* in Casablanca for the past several years. About a decade ago he wrote the weekly Paris column for *The Billboard*.

In his new function as European Director, Rosett will travel the Continent for *Billboard Music Week* to provide whatever assistance and information can be rendered toward tightening the ties between the music-record industries of the various nations.

Don Wedge continues as London correspondent, just as in the past.

## Tangle Over Cast Albums

NEW YORK — A price battle was shaping up here last week between the Korvette chain and Sam Goody on RCA Victor's original-cast album, "How to Succeed in Business Without Really Trying," acclaimed as Broadway's biggest hit since "My Fair Lady."

Korvette ran an ad in *The New York Times* last Sunday (5), offering the \$4.98 LP for \$2.37 monaural and \$2.87, stereo. Goody's ad in the same issue offered the album for \$3.69, monaural and \$4.29, stereo.

The Goody ad offered two other RCA Victor original-cast LP's ("Milk and Honey" and "Let It Ride") at the same price, and Capitol's new "Sail Away" original-cast Broadway show package for \$4.29, monaural and \$4.89, stereo.

## TELLING ALL

# RIAA Widens Disk Trade Info Drive

NEW YORK—The Record Industry of America is quietly and effectively stepping up its campaign to give the record business proper recognition as a major cultural force in American life.

The campaign involves more than publicity in the usual sense;

for implicit in the planning is the creation of a true industry image to replace the one which it now obtains among some segments of the population. The current image, in some quarters, is that of an industry tainted with payola and eccentricity. The fact that these aspects of the record business are representative of only a small part of the whole, is often overlooked.

### Information Drive

Henry Brief, RIAA executive secretary who is spearheading the drive with the aid of the RIAA board, is broadening the industry's lines of communication with daily newspapers, educational and cultural groups, etc. A mass of correspondence and newspaper clippings, testifying to the acceptance of the RIAA's institutional message, is already flowing into the RIAA headquarters here.

The general campaign includes numerous small ones. In recent months, for instance, RIAA has kicked off stories noting the extent of Shakespearean works on records. Another campaign had a travel tie-in, "Around the World

*(Continued on page 13)*

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# New Rack Operation Will Push Sales of Hot Singles

## Southern Jobbers Interested in Selling Beauty, Shoe Shops and Gas Stations

By REN GREVATT

NASHVILLE — A large-scale new rack-jobbing operation to cover locations throughout the

South, is now in the process of organization. The new firm will focus exclusively on single records and will concern itself only with 10 hit titles at any given moment.

Five operators currently outside the record industry will be active partners in the set up. Also active will be Southern Record Distributors in this city. Each of the member partners of the set-up will operate depots with full staffs for servicing the racks. Depots are already established here and in New Orleans and Miami.

The combine expects to operate a minimum of 5,000 racks in all types of locations, and primarily those not currently involved in any kind of record sales. Such outlets are expected to include beauty shops, gas stations, shoe stores and other types of retail locations.

Specifically designed racks will hold 10 each of 10 separate single titles. Top selling pop hits only (Continued on page 20)

# Maine Station Feels FCC Ire Over Programs

WASHINGTON — A Sanford, Me., radio station which switched to an all music-news format was hauled on the carpet by the Federal Communications Commission last week and given a short-term renewal. Station WSME, one of a spate of stations getting the business for alleged failure to match programming with promises, was the first to be singled out on the music-news format issue.

The FCC said that after considering the various reasons given by the licensee for changing its original program proposals to a music-news format, the FCC decided that the performance falls too short of the degree of responsibility which the Commission has a "right to expect"—particularly since WSME is Sanford's only radio station and one of two in York County.

An FCC staff report on its programming hearings and policy, put out last year, said the music-news format was natural to this era of radio, and its adaption by many stations was understandable. The report, however, warned against the station's becoming "just a juke box bulletin board." (BMW, August 1, 1960.)

# Vogue French Distrib for WB

HOLLYWOOD—Warner Bros. Records' International Director Bobby Weiss last week concluded a manufacturing and distributing arrangement with France's Vogue Records whereby the Warner line will be distributed under the WB label. The WB label will be introduced for the first time to the French disk-buying public December 1 with an array of LP's.

Initial WB product will include "Fanny," "Parish" and packages featuring the Everly Brothers, George Greely, Bob Luman and Connie Stevens. Weiss will stage a "premiere" for the label, pulling in all communications media plus a full-dress promotional drive at the dealer level.

# Atlantic Firms Switch to Merit

HOLLYWOOD — Atlantic and Atco lines last week switched to Jack Lewerke's newly formed Merit Distributing Corporation, BMW learned last week. The lines had been distributed in this market for the past four years by Sid Talmadge's Record Merchandising. Lewerke, owner and general manager of Merit, also owns California Record Distributing, and is one of the founders of the Interdisc manufacturing and distributing combine in Europe (Lugano, Switzerland; Milan, Paris and London).

As previously revealed by BMW, Lewerke has retired his interest in the Swiss-based Interdisc firm, but retains ownership of London's Interdisc, Ltd. He returned recently from abroad, where he had been living for the past two years, to establish the Merit Distributing operations, with Atlantic as its flagship line. Other lines handled by Merit include Barclay, Contemporary, Good Time Jazz, New Jazz, Musart, Prestige-International, Riverside, Bluesville, Swingsville, Stax, Trey, SFW and Volt. (Most of the labels were moved over from Lewerke's California Record Distributing firm to beef up the new Merit firm.

Merit's staff includes William Peiper as sales manager, with salesmen Bill Metz, Bill Neal and Sam Ben Susan; will-call sales are being handled by Glenn Armpriest and Mike Carcano. Red Baldwin, previously in charge of promotion here for the Atlantic and Atco lines, will continue the same function, operating out of Merit (2800 W. Pico Avenue) as his new headquarters.

In making the switch in distributors, Atlantic took back from Talmadge's Record Merchandising some \$90,000 in inventory.

# RCA Phila. Distrib Disputes Retailer

NEW YORK — Paul Knowles, manager of the record division at RCA Victor's Philadelphia distributor, Raymond Rosen & Company, stated last week that his firm carries all Victor pop singles in depth. This was in reference to a story in BMW last week in which a Philadelphia dealer complained that he couldn't obtain the Henry Mancini recording of "Moon River" from the Rosen company.

According to Knowles, "Moon River" is currently the distributorship's top-selling record, and "ever since its release we have carried a very healthy inventory of this number. At no time have we ever been out of it.

"Possibly," said Knowles, "what might explain this remark (by the (Continued on page 10)

# Movie Theme Wax Adds Spark to Disk-Flick Ties

By JUNE BUNDY

NEW YORK—The impact of best selling movie title themes—both as singles and LP's—on the film theater box office has sparked an increased move by motion picture companies to tie-up with local radio stations and disk jockeys on joint promotions.



Local radio has always been included in advertising - promotional budgets on films, but in recent months it has become a major promotional factor in kicking off new pictures. The fact that so many motion picture companies are now actively involved in the record manufacturing field, of course, also has a bearing on the swing towards bigger and better promotion on the local radio level.

Warner Bros.' new horror film, "The Mask" opened here October 27 at the Warner Theater with considerable hoopla, involving the participation of local Station WINS and giveaways at the theater box office of 100 Warner Bros. albums. For 13 hours, four WINS deejays (Jack Lacey, Murray Kaufman, Stan Burns, and Lonnie Starr) broadcast their respective record shows from the lobby of the theater.

## 'Devil' Debuts

ABC's flagship here, WABC, recently tied in with Columbia Pictures on the opening of Columbia's "The Devil at 4 o'Clock," starring Spencer Tracy and Frank Sinatra, here October 18 at the Criterion Theater. In addition to having its deejays (Scott Muni and Bruce Morrow) broadcast from the theater, the station held a special write-in contest. Listeners were asked to describe their most "devilish" ideas for use by the station in its broadcasting.

Paramount's "Breakfast at Tiffany's" was launched at the Chinese Theater in Hollywood recently by a seven-day contest conducted by Station KBIG. Dialers were asked to write, in 25 words or less, why they would like "Breakfast at Tiffany's." First prize was an all-expense vacation in Las Vegas. "Breakfast at Tiffany's" has benefited strongly from radio exposure across the country of its theme "Moon River." Two versions of the tune are on the "Hot 100" this week (Henry Mancini, No. 36, and Jerry Butler, No. 26), and Man-

cini's sound track album from the film is No. 57 on BMW's Best Selling Monaural Album chart).

Universal and its parent company, Decca Records, are readying an all-out joint promotional effort on the new movie version of "Flower Drum Song" and Decca's sound track version of the film. The movie opens here Thursday (9) at Radio City Music Hall, and will be screened nationally starting December 22. In New York and key cities across the country, "Flower Drum Song" girls will deliver the Decca sound track package to deejays, librarians and program directors. Prior to the opening of the film in each city, local exhibitors will hold special preview showings for deejays and dealers.

## 'Moon River' Hot

In addition to the "Moon River" disks, other movie theme platters on the "Hot 100" this week include "Town Without Pity" by Gene Pitney, No. 72; "Tonight" from "West Side Story" by Ferrante and Teicher, No. 29, and by Eddie Fisher, No. 71, and "Theme From Come September" by Billy Vaughn, No. 79. The first three movies opened nationally within the last couple of weeks. The last picture is currently making the rounds of neighborhood houses.

There are 11 sound track packages on BMW's Best Selling Monaural chart this week, and six featuring current movie themes. At the same time, the sound track album of "King of Kings" is on the stereo chart.

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# Geo. Hamid Jr. Is Freedomland Vice-President

NEW YORK — George Hamid Jr., whose father operates Steel Peer in Atlantic City, will act as executive vice-president of Freedomland, when the New York amusement center resumes operation next spring.

Under Hamid Jr.'s direction Freedomland will expand its presentation of big-name recording talent. Negotiations are under way to bring back Benny Goodman, Paul Anka, Louis Armstrong and others who chalked up impressive attendance records at Freedomland this summer.

The Moon Bowl dance area and the policy of signing big name bands and singers for nightly shows were instigated at Freedomland this summer. Next year, Hamid Jr., plans to feature the same top-flight show policy during the day as well as at night.

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## New York the Twist Disk Capital, With Strong Sales of Checker, Dee

NEW YORK — They are not only doing the Twist all over New York, but they are buying Twist records. Chubby Checker, who originated the Twist a while back, is getting the major share of dealer's attention, with his re-released Cameo single of "The Twist" selling solidly in New York City. (It jumped to the No. 55 slot on the "Hot 100" this week.) Close behind Checker is Joey Dee's recording of "The Peppermint Twist" on Roulette, which is also enjoying good dealer sale here. Dee is the leader of the combo at the Peppermint Lounge, where the Twist was picked up by adults from the Cafe Society and the theatrical crowd, and where all the noise started.

There are also good sales being racked up on another recording of "Tonight" on the United Artists label. This one is by Jay and the Americans, and according to dealers it appeals more to the young rock and roll crowd than either the

Eddie Fisher record of "Tonight" (No. 71 on the "Hot 100" this week) or the best selling Ferrante and Teicher version (No. 29 this week).

Last week's break-out by the Crystals, "There's No Other" on the Phillies label, is continuing to enjoy strong sales here according to dealers checked. And Linda Scott's "I Don't Know Why," which zoomed to No. 66 on BMW's "Hot 100" chart is also grabbing powerful sales action in this city. Timo Yuro's "Smile" on Liberty which jumped to 63 this week, was also called a powerful seller by New York dealers.

Although dealers were not exceptionally happy with single record sales, one Brooklyn dealer said that a live show by WINS deejay Murry Kaufman had helped spark single sales for him last week. Ira Rothstein of the Record Rendezvous also said that the new "Run-around Sue" album by Dion was selling well.

(Continued on page 42)

## Anka to Leave Am-Par Label

NEW YORK—Paul Anka's long-rumored parting from ABC-Paramount Records was officially confirmed last week. Although the singer's pact doesn't expire until May, 1962, Am-Par President Sam Clark has agreed to terminate it next Friday (18).

Although, as far as is known, no contract has yet been signed, rumors have persisted for months that Anka would go with RCA Victor at the termination of his pact with Am-Par.

Am-Par still has four more singles by Anka in the can and will release the first one this week. In addition, Anka will slice an additional album for the label. By agreement between Clark and Anka's personal manager, Irvin Feld, no Anka album will be released by any other label before January 1, 1962, and no singles (on any other label) will appear prior to January 25, 1962.

Commenting on contributions Anka has made to Am-Par over the past years, Clark said he was most reluctant to part with any artist who had contributed to the label's own rate of progress so greatly. "However," he added, "I wouldn't wish to hold any artist to the strict terms of our contract if he felt that other offers would advance his career more appreciably."

## Disks by Crystals, Dreamlovers Sell On Philly Scene

PHILADELPHIA — Two new records broke out strongly in Philadelphia last week. "There's No Other" by the Crystals on Phillie and "Let Them Love" by the Dreamlovers on Heritage.

James Ray's dinking "If You Gotta Make a Fool of Somebody," on Caparice, a BMW breakout two weeks ago, continues to build momentum here as does Linda Scott with "I Don't Know Why," on Canadian-American. This disk has jumped to No. 66 on the "Hot 100" this week. Neil Sedaka, too, has stepped out smartly with "Happy Birthday, Sweet Sixteen," at No. 62 on the "Hot 100." Maureen Grey's "I Don't Want to Know," on the Chancellor label, is also getting some action and play here.

## Sedaka's 'Birthday,' Scott Single Help Boost Chicago Business

CHICAGO — The singles business picked up here last week with two tunes emerging as hits in the local market: "Happy Birthday, Sweet Sixteen" by Neil Sedaka, and "It's All Because" by Linda Scott. Sedaka jumped into No. 62 on the Hot 100. One new break-out here is Brian Hyland's "I'll Never Stop Wanting You" on Am-Par.

The Scott tune has all the makings of a two-sided hit. The flip side, "I Don't Know Why" has been on BMW's national chart for some three weeks and is climbing. The "It's All Because" side was at position 101 in the "Bubbling Under" category last week and now appears to be taking off here.

Both the Neil Sedaka and Linda Scott disks have been getting good

air play throughout the Windy City.

### Milwaukee

The good burghers of Milwaukee have apparently taken to "The Twist." Both the Danny Peppermint version and a new release by the Royaltones are starting to get action. The Royaltones' version on Gold Disk is a break-out. In addition, there are two more break-outs. They are the Groove 49-cent disks, "What Are You Some Kind of Nut?" by Barry Richards and Sonny James' "Young Love."

"Little Altar Boy" with Vic Dana, already a strong seller in Minneapolis, is also starting to go in Milwaukee as is "Garden of Eden" by Bobby Comstock.

### New Releases

A pair of new releases appear to have strong potential according to Jim Lounsberry at Chicago's big hit-playing outlet, WJJD, "What a Walk" by Bobby Lewis and "Never, Never" with the Jive Five.

Lounsberry also noted action on "Turn Around, Look at Me" by Gene Campbell.

## Hot Albums Rising to Top Of Chart in Record Time

NEW YORK — Although comparatively few new albums showed strong sales potential last week, a few LP's already on BMW's best selling album chart moved up the list in record time.

For example, Elvis Presley's "Blue Hawaii" is No. 3 this week after only four weeks on the chart. "Behind the Button-Down Mind of Bob Newhart" is No. 20 after three weeks on the chart. Connie Francis' "Never on Sunday" is No. 26 after three weeks on the chart. "Moms Mabley at the Playboy Club" is No. 42 after three weeks. Shelley Berman's "A Personal Appearance" is No. 47 after two weeks; and "I Remember Tommy" is No. 50 after only two weeks.

Other mono albums getting pre-chart action last week were: "Sad Movies" by the Lennon Sisters; Ferrante and Teicher's "West Side Story" on United Artists; "If You Go" by Peggy Lee, Tony Orland "Bless You," "The Nat King Cole Story," Jerry Butler's "Aware of Love," "By Special Request" by Jackie Wilson and "Big Band Percussion" by Ted Heath.

Still hovering on the edge of the monaural chart (as reported in BMW last week) are Anita Bryant's "Kisses Sweeter Than Wine," Billy Vaughn's "Berlin Melody," Glenn Miller Time" by Ray McKinley; Sam Cooke's "My Kind of Blues"; "Lena at the Sands" by Lena Horne, and the Norman Luboff Choir's "You're My Girl."

### Just Out of Reach

New "bubblers" on the rim of the stereo chart include Frank Sinatra's "I Remember Tommy" and Pete Fountain's "I Love Paris." Still bubbling, as reported by BMW last week, are Henry Jerome's "Brazen Brass," Edmundo Ros' "Bongos From the South" and "The Guns of Navarone" sound track.

Although they haven't shown up as potential chart contenders yet, dealers across the country last week reported considerable consumer interest in the new Twist albums by Chubby Checker on Parkway and Joey Dee on Roulette. The sales impact of Checker was pointed up by the appearance of his recently re-released "Twist" single in the No. 55 slot on BMW's "Hot 100" this week, marking the first time on the chart since it was a hit last year.

### EVERYBODY'S DOIN' IT

## N.Y. Becomes Twistin' Town U.S.A. as Dance Fad Grows

NEW YORK — This city has turned into a twistin' town. The latest dance fad has become such an excitement factor that clubs, hotels and even dime-a-dance palaces are featuring the twist.

In line with the trend, The Roundtable, swank boite on the town's East Side, is going twistin' all the way.

After Belle Barth's engagement ends next week, the club is switching to an all-twist policy. According to Morris Levy, head of the nitery, the twist policy starts on November 20, when Bill Black's combo and the Orchids come into the club as alternating combo twist groups. Club has been running Sunday afternoon twist sessions for the past few weeks and claims they have been most successful.

Meanwhile, Alan Freed has returned to New York, scene of his greatest triumphs, and is opening a new club on the site of the defunct Camelot. Club will be called Alan Freed's East Side Twist. Operations begin on November 16, when a Philadelphia group headed by Georgie Young will start the twist festivities. Young's combo has backed record talent in the Quaker City at hops and dances and is reportedly a hot twist group.

As an indication of the intensity of the twist publicity in New York, the venerable Honeymoon Lane, one of Broadway's better known dime-a-dance halls, now has a sign on the outside of the entrance explaining that you can do the twist there every night. The group that

plays the music is called the Twisters.

### Revival Time

Twist records appear to be doing rather well during the twist revival. Chubby Checker's release, which was issued last week, jumped way up into the No. 55 slot on BMW's "Hot 100" chart this week. And records by Joey Dee, the Royal-Tones and Danny Peppermint are getting sales in various parts of the country. There are few companies now who do not have twist albums on the market — many by society bands.

There are music veterans who think that the twist craze is merely a short-lived fad. Buddy Deane, for one, of station WJZ in Baltimore, claims that "the twist is about as up-to-date as the Charleston." He claims the dance has all but faded from the Baltimore teen scene. But last Wednesday in Dempsey's restaurant in New York, where many music men gather, one lively promotion man was seen demonstrating the twist next to the crowded luncheon tables, and explaining how it was nothing more than the Lindy hop of years ago. The twist will also be featured in a movie now going into production called "It's Trad Dad," which will feature a flock of traditional jazz musicians and rock and roll acts, including Chubby Checker, U. S. Bonds, Del Shannon and the Dukes of Dixieland, as well as English artists Chris Barber, Acker Bilk, Kenny Ball and Helen Shapiro.

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## No New Singles In Wash.; 'Lion' Still Roaring

WASHINGTON—No new singles broke in Washington-Baltimore last week. The Tokens' "Lion" on RCA roared through both cities scoring sales described by one dealer as "huge" and another as "tremendous!" It jumped to No. 70 on the "Hot 100" this week. Barbara George's "I Know" on AFO, in both cities, was a runner-up. This is on the "Hot 100" in No. 99 spot.

Toppers on the charts — "Big Bad John," "Runaround Sue," "Hit the Road Jack," Sue Thompson's "Sad Movies," and "Please, Mr. Postman" were still going strong in both cities, and "Moon River" was everybody's sweetheart, both the Jerry Butler vocal, and the Mancini instrumental.

In Washington, a suburban dealer reported a rising tide of kids aged 8 to 10 as being among the heaviest singles buyers. This same store, Music Time, located in a large shopping center, charges full price for singles and list price for albums.

Other strange things are happening. Glen Music, a downtown store, which had dropped its singles in favor of an all-LP policy, went back to singles — and in depth, but not to make money on them: "We lose 5 cents on every single we sell," said Martha Kruglak, who helps out in this department. "But we found that customers often want to buy a single when they buy an album, and it's not good business to send him around the corner for a single."

Other Washington dealer comment on LP's: kids increasingly tend to buy LP's in preference to the single when the number they wanted is in an album collection—such as the Chubby Checker "Twist" and Floyd Cramer's "Your Last Good-Bye."

### Newer LP Sellers

Newer albums selling in Washington last week included the new LP's by the Mar Keys and Zi Zentner's collection, including "Up a Lazy River," on Liberty. Distribution snags prevented Glen Music from getting a recently heavily requested tune called "Lovebound," by the Universals; and "Take It Like It Comes," on the Atlantic label. "Pushin' Your Luck" by Sleepy King on Joy didn't make the shelves either.

## Capitol Puts Its LP's on View in Novel Packaging

HOLLYWOOD — Capitol Records today (13) will unveil its new "Stated for Stereo" LP series in a five-album release, and with it introduces a radical departure in LP packaging. This consists of all all-plastic (polypropylene) container with clear styrene front and back sides to allow a full view of the disk as it rests on a plastic spindle in a circular receptacle.

The sides of the thin box-like package open on plastic hinges, and are held closed for storage by plastic hinged snaps. The polypropylene hinges have passed durability tests of more than a million flexings.

The package was designed by Fred Rice, Capitol's national merchandising development manager, and is being manufactured by Diamond Plastics Industries, Inc., Roanoke, Va. Capitol holds two patents in its development.

### Maximum Protection

On the functional side, it provides maximum protection for the record. The box is dust-proof, and protects the disk against abrasion and scratches. The record is placed on the spindle within the package, thereby eliminating rubbing the disk surface through sliding the record in and out of the album sleeve. Also, in resting on the spindle, the record does not touch either side of the package. By using the styrene front and back sides, the record is visible from both sides, thereby eliminating opening the package to examine the disk.

The same package is designed to house two LP's for use in double-disk releases. It is estimated that Capitol is spending approximately 60 cents per plastic con-

## Riverside Issues 'Kean' Jazz Album

NEW YORK — Riverside Records is leaping into the Broadway score race with a rush release of a jazz version of the music from the musical "Kean" which stars Alfred Drake.

Riverside a.&r. chief Orrin Keepnews produced the date which uses the Bobby Timmons Trio, trumpeter Blue Mitchell and tenorman Jimmy Heath performing the score. Arrangements for the disk have been penned by Heath, Ernie Wilkins and Melba Liston.

## DEEJAY VIEWS LOCAL SCENE

HOUSTON — "The record buyer has become more independent than ever," according to Program Director Ken Grant, KNUZ, here, who writes "I can't remember a year when so many records in the Top 10 nationally haven't scratched the Top 50 here."

"The biggest record of the past summer in the Houston area," continues Grant, "was the backside of an old hit, Buzz Clifford's 'Driftwood' (flipside of 'Baby Sittin' Boogie'). Local artists have been comprising about 10 per cent of the hit makers. None of these locals has gone on to hit nationally."

"The kids frequently prefer flips to the side preferred nationally. Ray Orbison's 'Candy Man' became No. 1 here faster than any record this year, including 'Big Bad John.' 'Cryin' (flip of 'Candy Man') has been strong, but it will never make the top here."

## Bar Radio Plays On Controversial Strong Pop Disks

NEW YORK—Record manufacturers are running into censorship problems these days in trying to get certain records played.

New York stations WINS and WMCA were among those outlets which stopped spinning "God, Country and My Baby" after receiving telephone complaints that the disk was a "sacrilege." The Johnny Burnette waxing is currently No. 24 on BMW's "Hot 100" chart.

Also on the won't-play lists of some stations are Sam Cooke's "Feel It," Art and Dotty Todd's "Cha Cha Chariot" and Fabian's "Made You." The Fabian disk has since been taken off the market. Even the No. 1 record of the country, "Big Bad John" by Jimmy Dean, has encountered difficulties in some station quarters. Objection is to the use of the word "hell" in the lyric.

tainer. Once these are manufactured in mass quantity, the cost can be expected to be cut in half. This still would be substantially more expensive than the conventional 15 cent production cost of the usual LP jacket.

### One for All

However, the plastic package offers advantages to the record manufacturer other than the visual and functional ones mentioned above. Since the container is the same for all releases, a record manufacturer would not have to hold up an LP release awaiting the fabrication of album jackets. It could use a stockpile of previously manufactured containers. Also, in the event a given album release does not sell in an anticipated quantity, the manufacturer can use the same containers for other album releases. Printed album jackets, of course, have to be scrapped.

## Restlessness at ASCAP Meet

NEW YORK—Hints of a growing restlessness within ASCAP ranks at the fact that "competitors do not have to observe the terms of a government consent decree under which ASCAP now operates," and an unexpected denunciation of certain past and present Society administrative personnel, characterized the annual membership meeting, held here Wednesday (8) at the Roosevelt Hotel.

Judge John E. McGeehan, who was appointed advisor to the Society by Federal Judge Sylvester Ryan at the time of the entering of the consent order last year, told the membership: "Until your competitors are made to observe the rules of the game, ASCAP is at a disadvantage and penalized for observing the law. You can't have a double standard of conduct. The spirit of fair play should reign. I've looked into your adversary and I warn you to act and bring this to the attention of the lawmakers."

Earlier, ASCAP President, Stanley Adams, voiced an urgent plea for the closing of ranks in the face of upcoming negotiations of a new contract with the TV industry. Referring to continuing evidence of dissatisfaction within the ranks at distribution formulae, Adams said, "Distribution becomes academic if our income is cut."

### Improved Logging

Adams also discussed various suggestions for improving logging procedures, including the substitution of complete station logs for tapes. The opinion was voiced that a station should never be notified in advance as to when its logs will be required since this introduces "a bias factor." Judge McGeehan noted that "one of your competitors does it this way."

In many ways, the meeting was like a broken record, with endless repeats of past performances on the speaker's podium by various members. Irving Caesar, chairman of the executive committee, in giving a report on that committee's work and accomplishments, ranged far and wide from his subject in a lengthy account of the growth of "Mother ASCAP," and the part taken by various "little helpers."

There was promise of another reprise of a similar type when Herman (Pinky Herman) Pincus took the floor. Herman's speech took a sudden and unexpected turn, however, which startled the audience, when he launched a vigorous attack on the late President of ASCAP, Paul Cunningham, and ASCAP counsel, Herman Finkelstein.

Herman asserted that the so-

called dissident leadership, composed of Redd Evans, Fred Fox and Hans Lengsfelder, was joined, because of the alleged failure of Cunningham and Finkelstein to listen to their difficulties and try to do something about it.

Herman declared that "Whenever there is a crisis, our own legal department hires expensive outsiders like Polletti, Judge Pecora and Arthur Dean to carry on the fight. Why do we have to spend this money? We are paying plenty for our own legal help and what do we get for it? It is time to ask for Finkelstein's resignation."

## Disk Plays Up Radio Profits

WASHINGTON—Platter spinning spiraled profits for radio in 1960 to the tune of \$45,900,000 before taxes, an increase of 8.3 per cent over 1959 profits. Radio's revenue rose 6.7 per cent above last year to total \$597,700,000, the Federal Communications Commission reports.

The nation's 3,669 independent stations, AM, AM-FM, and FM-only, reported total revenues for calendar 1960 of \$534,700,000, an increase of 7 per cent over 1959. However, radio networks (including 19 owned-and-operated stations) reported a loss of \$3 million on revenue of \$63 million. Even the radio networks, however, pulled up somewhat from the 1959 loss, which was \$4,500,000.

Out of 3,381 AM stations in operation last year, 2,303 reported profits, the median (midpoint in the scale) profit being \$10,800. Median loss for the 1,078 losing stations was \$8,500. Both profits and losses were higher in 1960 than in 1959. Technical and program expenses together accounted for 42.9 per cent of total annual costs of \$148,568 on average AM station. Average AM revenue per station in 1960 was \$165,164.

Some 218 independent FM stations trying to go it alone had hard sledding: Total revenue was \$5.8 million, while expenses totaled \$8.2 million, leaving over-all loss of \$2.4 million for this group. Only Chicago, of all metropolitan areas with three or more FM's, reported profit for its independent FM stations.

FM stations operated by AM licensees reported FM revenues of \$3,600,000 but could not break out the FM expense to show if their FM operation was making a profit, and if so, how much.

## CHANGES MADE

## Livingston Sees Promo, Sales Power as Key Disk Biz Turn

HOLLYWOOD—It's the sales and promotional push—rather than artist and repertoire creativity—that mostly determines what will be a best seller in today's record business. That was the opinion expressed to BMW last week by Alan Livingston, vice-president of Capitol Records' Creative Services. Livingston was comparing the disk industry of today with the record business as he knew it some five years ago when he had resigned his position as chief of Capitol's a.&r. activities to join NBC-TV's programming department.

In the past, he recalled, an a.&r. department could call the turn by creating a hit series of albums. Livingston cited as an example Capitol's top-selling string of background music packages. Similarly, in the singles field, the a.&r. producer would know (with a reasonable amount of certainty) after a

recording session whether he had a hit on his hands.

Today, Livingston said, the great number of album-producing firms hit the market with an avalanche of product, and make it impossible for a label to initiate a hit-selling series as before. As soon as one firm introduces a novel concept, numerous other labels are driven under the keen edge of competition, to siphon away sales with similar material. A firm under these market conditions cannot record product with an eye to building its catalog.

According to Livingston, the album today must be startling and unique to grab the buyer's attention, or it will be lost in the wave of product which regularly covers the market. Even if the product is outstanding, it takes extraordinary sales and promotional efforts to convince retailers to stock it ("there's so much being released no one dealer can possibly take everything").

Livingston finds artistic creativity similarly blocked in the singles field where promotion rather than a disk's content determines sales. "When stations played everything, the consumer could make his choice," he explained, "and a record's sales depended on its merits. Now, many hit potential singles never make it because the public doesn't get to hear them merely because that record is not on the stations' 'Top 40' list."

Returning to the package field, Livingston said that deals and discounting are usurping the hit-maker role once held by diskdom's creative forces. Evidence that the public is still more interested in product rather than price was cited by Livingston in Capitol's "Judy at Carnegie Hall" album as a case in point. The double-LP package is able to hold the No. 1 rung in BMW's "Top LP's" list despite the fact that it costs twice as much as other albums.

## Okay Transfer of 'Friendly' Outlets

WASHINGTON — Okay of a transfer of 12 stations of the "Friendly" group of TV's, AM's and FM's in seven cities, from Jack N. Berkman et al. to the United Printers and Publishers, constitutes the "largest number of broadcast stations ever transferred between two parties at the same time," the FCC said last week.

The buy of WPIT, AM and FM, Pittsburgh; WSOL, Tampa, and WRDW-TV, Augusta, Ga., involved a tab of \$1,350,000. Other properties transferred on the basis of an exchange of stock in the complicated deal between members Jack and Louis of the Berkman family, include: AM, FM and TV station WSTV in Steubenville, Ohio, and TV stations WBOY, Clarksburg, W. Va.; KODE, Joplin, Mo.; and WRGP, Chattanooga. Commissioner Bartley dissented.

## Deejay Jack Gibson In Disk Promos, PR

CLEVELAND — "Jockey Jack" Gibson, WABQ, here has set up his own disk promotion and public relations firm, J. J. Enterprises, and will henceforth double between deejaying and promoting records in the Midwest.

Gibson will handle single releases or full lines and will also work on personal artist promotions. A pioneer rhythm and blues deejay, Gibson previously worked in Atlanta and Chicago. His current WABQ show "The Jockey Club," is aired from 2:30 to 7 p.m. daily.

## Ricklin Buys Dale's One-Stop for 100G

HOLLYWOOD—Sammy Ricklin, of California Music, this area's top one-stop, last week bought Harry Dale's One-stop operation for approximately \$100,000. Dale retains his rack-jobbing business, and will now concentrate his full efforts toward expanding it.

Ricklin will operate the newly acquired Dale one-stop as a separate entity apart from his California Music, running it in the same manner and with the same staff employed by Dale. The Dale one-stop had built up a strong business serving the 11 Western States during the past three years.

According to Ricklin, "including everything, we paid around \$100,000" for the Dale one-stop. Harry Dale told BMW that his rack-jobbing firm will gross approximately \$1,000,000 in sales this year. Dale recently set up racks in some 40 Grant stores in Los Angeles County. He also owns the racks in several discount stores in the area.



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# FOLK TALENT & TUNES

By BILL SACHS

A new one-stop operation pushing country music hard in the New Mexico area is Lois' One-Stop, 512 Delores S.W., Albuquerque, headed by Lois and Dale Kelly. . . . Vi Muszynski, of Bandera Enterprises, Chicago, has just completed negotiations with Esquire Records, Ltd., London, whereby the latter will release four of her masters in England and on the Continent. Bandera Records' new artist, Lloyd Brooks, of Alabama, has just cut his first two sides for the label, "Silverton Train" and "Your Road of Love." He reportedly plays the Martin with a sorta Cashy sound. . . . Jimmy Simpson, of Radio Alaska, Anchorage, Alaska, reports that Lefty Frizzell and Texas Bill Strength are scoring handsomely on personals in the Anchorage area. Jimmy had them as recent visitors on his air show.

Barbara Allen is spotted each Thursday night on

"Hometown Hoedown" on WVEC-TV, Norfolk, Va., the tab being picked up by the Home Furniture Company, that city. The new TV-er features c.&w. talent from the area. . . . Jim Gemmill Promotions, Richmond, Va., last week contracted to furnish the grandstand attraction at the Wilson, N. C., County Fair for the third consecutive year. The 1962 dates are September 25-29. On its recent engagement there, a "Dominion Barn Dance" unit, with Barbara Allen, broke all attendance marks, Gemmill reports. . . . Folk singer Peggy Seeger is set for concert appearances at University of Pittsburgh November 16, and Institute of Arts, Detroit, 17.

Johnny Finch, special promotion man on occasion for Tim Spencer, the Sons of the Pioneers, Stuart Hamblen, Pee Wee King and others in the c.&w. music field, made the WSM Country Music Festival in Nashville, armed with several new

ballads of his own penning with which he hoped to garner the attention of material-seeking artists. His first recorded song, "Lonely," co-written with Pee Wee King, with dual vocal by Redd Stewart, came in for a heap of attention at last year's Nashville gathering. . . . Wayne Davis, owner of the newly formed T-D Records, marked his entry into the music field by cutting a number of masters in Nashville during the country music festival there recently. Material for the initial session, which featured vocalist Ike Robey, of Grand Rapids, Mich., included songs from the pens of Johnny Finch, Pee Wee King and Redd Stewart.

Country singers Frankie Miller, Lawton Williams and Johnny Mathis headed up a benefit show at the Majestic Theater, Fort Worth, recently for Parker Willson, erstwhile jockey on KCUL-Dallas-Fort Worth, who has been forced to abandon all activity since he was taken seriously ill several months ago. A packed house took in the three-hour festival, which also paraded numerous c.&w. acts from the area. . . . Eddie Zack and Dick Richards have just recorded an album of their top 10 records, which included "You Knew Me When You Were Lonely," published by Peer-International. Album is slated for early release. . . . Molly O'Day has a new record on the Rem label, "Living the Right Life Now" b.w. "I'd Like to Talk It Over With Him," her first release in 11 years, at which time she had the hit, "Tramp on the Street." Molly also has a new sacred album titled "Molly O'Day Sings Again." . . . Esco Hankins, of Station WAXU, Lexington, Ky., also has a new record coming out on the Rem label this week.

Lester Flatt and Earl Scruggs, recently featured on Frank McGee's "Here and Now" on the NBC television network, make their first West Coast appearance in November. The itinerary includes San Diego, Calif., November 10-12, followed by a two-week booking at a Los Angeles folk music club. Lester and Earl are also set for return concert bookings at Jordan Hall, Boston, December 1, and

## Kennedy Message Caps C.&W. News

NASHVILLE — Country music continued to make news last week on two separate fronts. WSM's 10th annual country music festival was climaxed by a message of greeting from the White House. The President's message was directed to Louisiana Gov. Jimmie Davis and was read by BMI's Bob Burton at the Country Music Association's banquet Friday (3) at the Hill Wood Country Club here. The message stated: "I hope you will extend my personal greetings and best wishes to the national country music convention, Senator Kefauver, Congressmen Bass and Losser, Governor Ellington and everyone participating in the meeting with you. I commend the public service and international friendships which you point out the meeting is stressing as well as the entertainment provided for millions of Americans. My best regards on your support of my 'Pray for Peace' program as per the record, 'I'm Praying for the Day That Peace Will Come.'" The wire was signed John F. Kennedy, President.

## NIGHT CLUB REVIEW

### First-Class Jazz in the Vanguard

Perhaps the year's best jazz nightclub show debuted here this past week (7) when Max Gordon presented the Thelonious Monk Quartet and the Bob Brookmeyer Quintet on the stand at his Village Vanguard nitery in Greenwich Village. Vitality, excitement and humor filled the club as each of the units played its highly individual style of modern jazz; each group in sharp contrast to the other.

The Monk aggregation, a top seller for Riverside Records, breathes through the unique compositional skill of its leader-pianist, who was in a memory mood on the night caught. Monk pulled out many of his old favorites for the first night audience: "Bemsha Swing," "Straight No Chaser" and "Well, You Needn't" were typical.

The pianist's solo style, which is easily as colorful as his original tune titles, was in jubilant form.

The Brookmeyer Quintet took no second seat to Monk's men, however. The leader's punching valve trombone work was eclipsed only by some new writing efforts which bemused and delighted ringsiders. As a soloist, Brookmeyer who records for Verve, is well on the way to becoming to modern fans what the consistent and highly tasteful Jack Teagarden is to a former generation.

Contributing largely to the homogeneous sound of the group were Art Davis and O. C. Johnson, an imperturbable and swinging bass-drums team. Explicit and dramatic solos came from pianist Eddie Costa and trumpeter Clark Terry. Terry also added some full, warm statements on flugelhorn.

Jack Maher.

Ethical Culture Hall, New York, December 2. . . . Jimmie Dale, formerly heard on Decca, has his unit working New Jersey clubs six nights a week for the Smokey Warren office, Linden, N. J. . . . Dottie Mae has cut an album for Yale Records, with release slated for around the first of the year, at which time she plans a six-week tour of Nevada. . . . The Vandergrift Brothers, regulars on Station WWVA, Wheeling, Va., and recently signed by King Records, began a four-week engagement in Rockland, Me., October 23, set by Smokey Warren Promotions. The Warren office also has the Rhythm Queens, headed by Betty Amos, working one-nighters through New Jersey. The group recently finished a string of club dates in Maine for Warren.

Harry (Hap) Peebles' 12th annual Thanksgiving country music package, featuring Ernest Tubb and His Texas Troubadours, Bob Wills and His Texas Playboys, Martha Carson, Kathy Perry, Johnny Johnson, Tommy Duncan, Autry Inman and Dick Flood, kicks off a Midwestern tour November 18 at the Coliseum, Sioux Falls, S. D. Other stops are Kansas City, Kan., November 19; Omaha, Neb., 21; Sioux City, Ia., 22; Lincoln, Neb., 23; Topeka, Kan.,

24; Wichita, Kan., 25, and Leon McAuliff's Cimarron Theater, Tulsa, Okla., 26. . . . Jerry Hammons, deejay at KCUL, Dallas-Fort Worth, has framed a new combo comprising Chuck Jones, steel guitar; Roy Wilson, bass, and himself on lead guitar, to appear as a regular feature on "Cowtown Jubilee," presented each Saturday night from the stage of the Majestic Theater, Fort Worth. Jack Robbins is "Cowtown" producer.

The Sportatorium, Dallas, home of "Big D Jamboree," was the scene of another benefit show for Parker Willson, erstwhile KCUL (Dallas-Fort Worth) deejay, Sunday afternoon, October 29, the second such performance in recent weeks. Willson was forced to quit his post at KCUL recently, due to a serious illness which will keep him inactive for a long time. Donating their services for the latest benefit were Hank Thompson and His Brazos Valley Boys, with Billy Gray, Lawton Williams, Claude Gray, Jerry Hammons, George Kent, Horace Logan and Joe Paul Nichols. Thurston Moore postals from Denver that his new c.&w. scrapbook, the 11th edition, will be ready around December 1 and will again carry the \$1 postpaid price tag, with 40 per cent going to the station pitching them.

A New Weekly Service for the **WORLD-WIDE MUSIC INDUSTRY**

begins this week

SEE THE INTERNATIONAL BUYERS & SELLERS EXCHANGE

on page 24

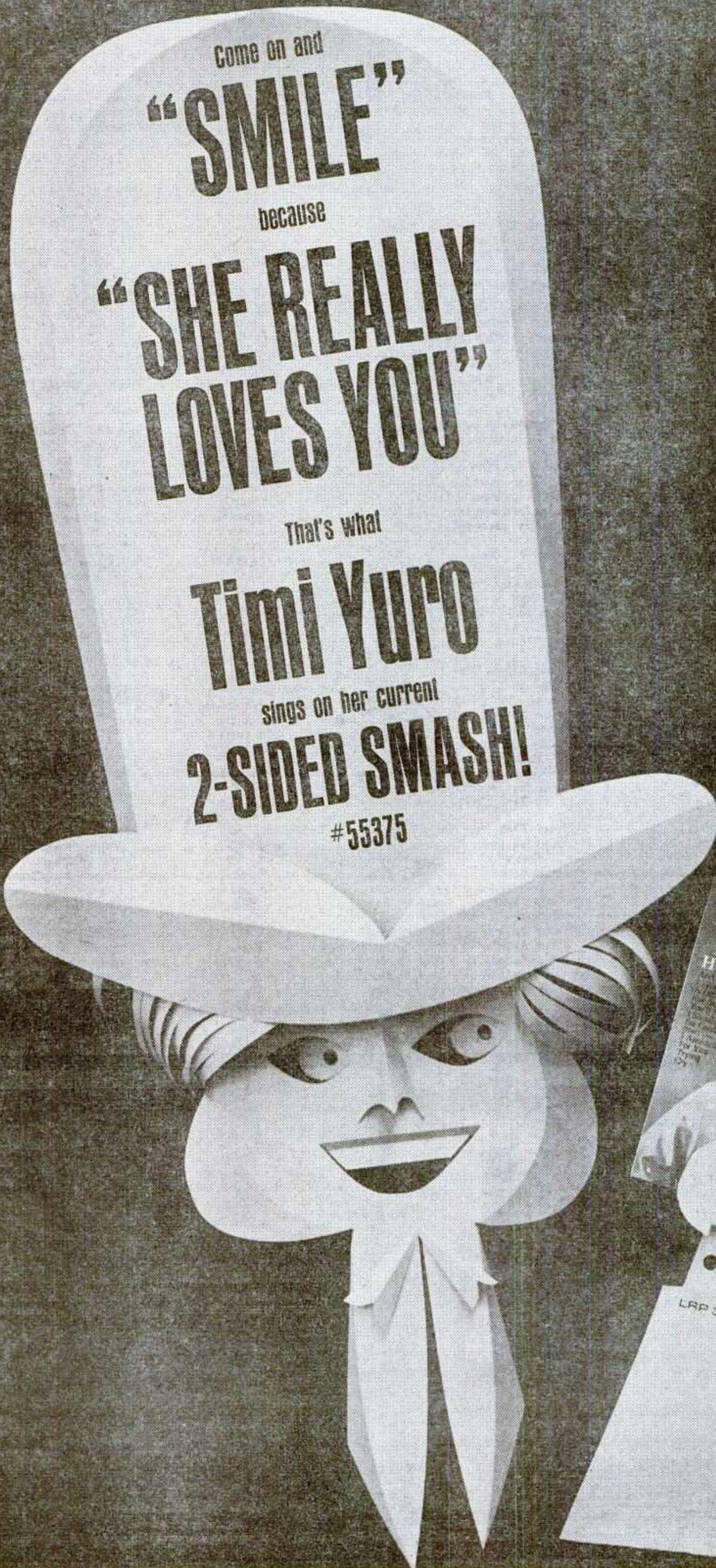
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## MUSIC AS WRITTEN

### New York

Verve Records in Florida are still being distributed by Record Distributors, Inc., of Miami, not by Bold Records, as erroneously stated in this column last week. . . . **Bernie Lawrence** has signed with United Artists. . . . **Jackie Wilson**, according to manager **Nat Tarnopol**, broke all records at the Apollo Theater in New York last week. Show was emceed by **Reggie Lavong** of Station WWRL. . . . Time Records Promotion director **Pete Spargo** became the father of a daughter, **Adrienne**, last week. . . . **Buddy Morrow's** son **Steve** is a member of the Explorers, new group on Decca. . . . German flick star **Heide Bruhl** makes her first visit to New York on November 20. . . . Gramercy Records has signed the **Concords**. . . . Paragon Records of Buffalo is now handling the MGM and Cub labels. . . . **Nat Fontanetta** is the new associate account executive at Columbia Records special products division.

**Page Morton** has been signed by MGM Records. . . . Coast distributor **George Hartstone** was named Mayor of Hidden Hills in California last week. . . . **Bill Walsh** is the new promotion chief for Bay State Record Distributors in Boston. . . . **D. Kilpatrick** marries **Wesley Rose's** secretary, **Mary Jane Adams** on November 21 in Nashville. . . . A stag party was thrown for **Stanley Mills** last week by his many music business friends for his forthcoming marriage this month. . . . **Joe Kolsky's** Diamond label has picked up the master of "What's Up" by the **Destinys** on Alta. . . . **Brook Benton** opens at the Town Hill in Brooklyn on November 17. . . . **Duke Ellington** and ork will appear at Town Hall, New York, November 22. . . . **Don** and **Phil Everly** enter the Marine Corps on November 25. . . . **Jerry Blaine's** Monarch Record manufacturing company in Los Angeles will manufacture toys and plastics. . . . **Sonny Rollins** and **Ray Bryant** open at the Jazz Gallery in New York November 14. On Monday, November 13, the club is holding a benefit for **Booker Little**. . . . **Chimes** member **Pat McGuire** was killed last week in an accident in Brooklyn. . . . **Herb Metz**, Miami Decca salesman for Brooks Distributors, became the father of a girl, **Tracey**, last week. . . . The **Marathons** have been signed to a managerial contract by **Jerry Guild**. . . . **Clara Ward** opens at the Village Vanguard in New York, November 21.

Bob Rolontz.

### Hollywood

Capitol Records Club is considering taking on product issued by other labels. Heretofore, Capitol (along with the RCA Victor Club), has limited its offerings only to its own wares, while the Columbia Record Club has lured aboard a healthy array of other labels.

Skyla Records' **Starla Kaye** claims sales passing the 80,000 mark on "The Roach," currently enjoying its strongest sales in the Midwest. It started off to crawl here, and was crowded off the air by later entries, but in view of its Midwestern take-off, is being returned to station play-lists in this area.

**Christine Farnon** was named executive director of NARAS' Los Angeles chapter, a post previously held by **Stan Richardson** who recently resigned. . . . Producer **Frank Capra** signed **Sammy Kahn** and **Jimmy Van Heusen** to pen a little tune for his "Pocketful of Miracles" and will be entered in the upcoming Oscar Awards.

**Dootsie Williams** claims counterfeiters cost him a \$1,000,000 in Redd Fox LP sales during the past two years as a result of some 300,000 bogus copies pressed and sold in the Midwest.  
Lee Zhito

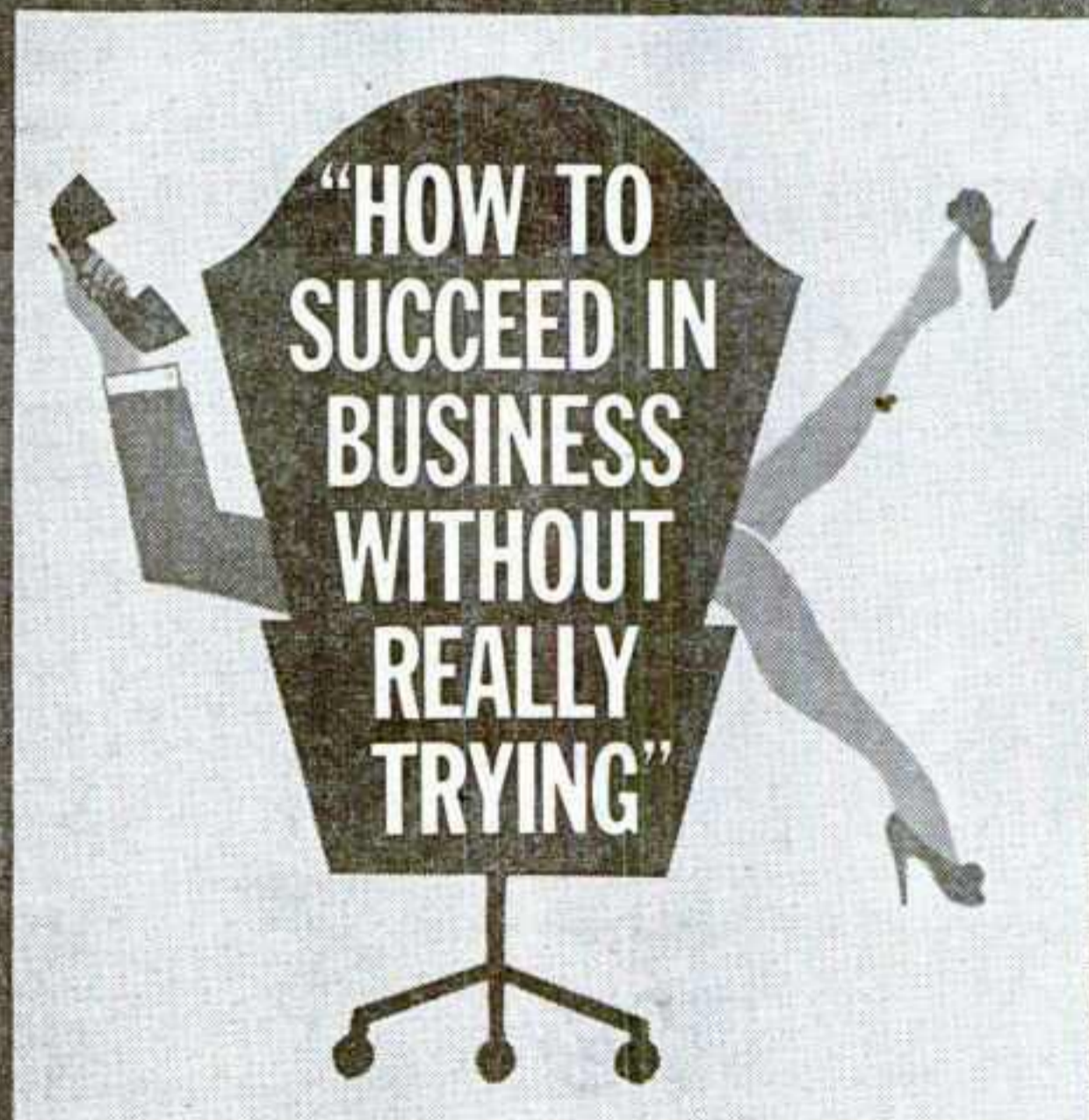
### Chicago

**Ralph Cox**, formerly with Arnold Distributing Company, is new promo and sales head for Dot Records here. He'll work out of **James H. Martin's** (Dot's Chicago distributor) office. **Bud Miller**, Martin's promotion man, will continue to handle the distributorship's other lines. . . . **Hugh Barrett**, formerly with Madison Records, signed a pact with Lucky Four Records here. Madison folded last week. Lucky Four, owned by **Lennie LaCour**, is releasing Barrett's first disk, a & r. 'd by **Chuck Baker**, of the Crash label. . . . Columbia threw a huge bash for **Tony Bennett** at plush Maison Lafite to introduce his latest single. Bennett is appearing at the Living Room here and leaves in a week to Freddi's in Minneapolis. He'll have a new album, "Tony's Greatest Broadway Hits," in February. . . . Columbia's **Paul Cook** made the radio station rounds with Bennett and the folk-singing **Clancy Brothers** (opening at the Gate of Horn). He'll do the same with **Chico Hamilton** next week.

**Nichelle Nichols**, of Kicks & Company fame, guested on this reporter's Saturday evening "Showcase of Sound" program on WSBC-FM. Chicago Sun-Times jazz columnist **Gabe Favolino** held the spotlight the previous week. . . . RCA's **Stan Pat** pulled out all stops promoting **Dick Schory's** coming McCormick Place Thanksgiving concert here. It's dubbed "Music in Motion"—themed after the RCA Stereo Action "floating music" sound package aimed at the juke market. First release, "Auld Lang Syne," on the Jay Jay label. . . . German folk singer **Willie Schneider** got feature coverage from the dailies on his recent tour here. It's his 26th recording year, the last 25 of which have been on Polydor, distributed by Decca here. . . . Vee Jay's **E. G. Abner**, and impresario **Art Sheridan** hosted the record trade to the opening of their new Sutherland Hotel jazz lounge. **Joe Williams** (former Count Basie vocalist) and **Harry (Sweets) Edison** opened the bill.  
Nick Biro



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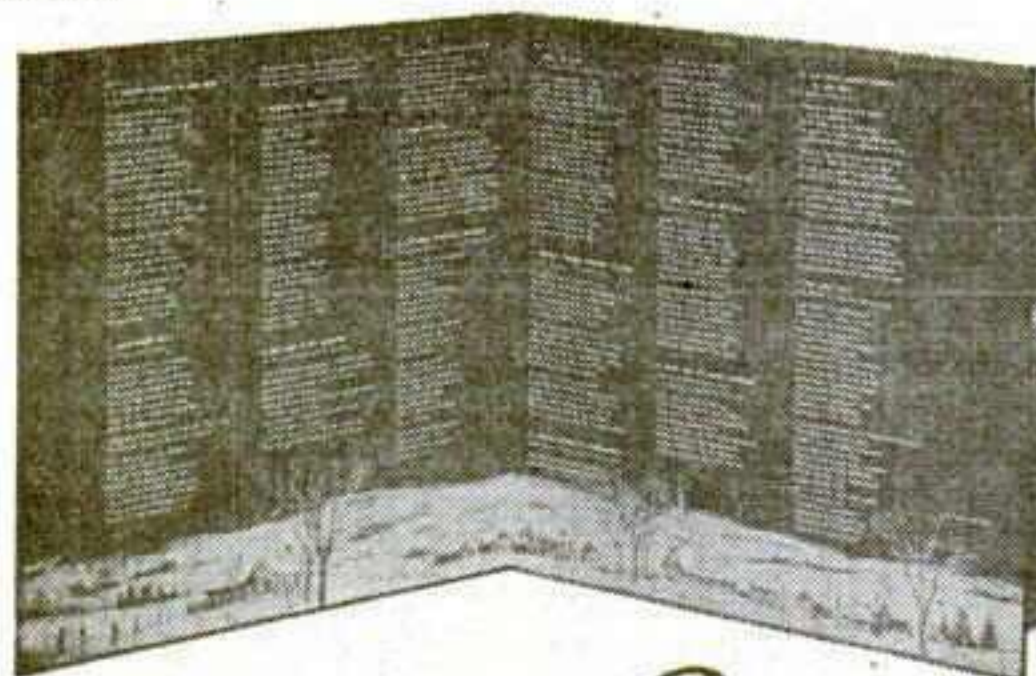
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Stereo: PS 245

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Words for all 13 hymns printed on inside of jacket

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## U. S. Reps Mull International Copyright Protection Treaty

• Continued from page 1

casting Organizations, to give it its proper title.

Copyright Office chief Kaminstein points out that this government has not yet had time to decide on participating. Copyright spokesmen predict that it will be quite a long while before anything is decided. Experts in government and in the industries involved want to take a long look at all the possibilities stemming from the international treaty. If the vote is "yes," Senate consent must precede ratification.

The treaty in no way affects domestic recording, broadcast and performance laws, rights or contracts. It concerns only international relationships in the field of "neighboring rights," which are those rights bordering on copyright. Each member-nation guarantees the same protection for disks, broadcasts and performances of foreign origin, as it does for its domestic product. Also any existing contracts between citizens of member-nations in these areas would not be disturbed. The term of protection would be at "at least 20 years."

The treaty marks a dramatic milestone in achieving protection, however modest, for records, broadcasts, and performances. The document, sponsored by the Italian government, the International Labor Organization, UNESCO, and the Berne Copyright Union climaxes two decades of discussion and meetings. To international observers, it is an astonishing achievement that the Rome conference succeeded in getting the "principle" of payment of royalty for aired records written into the treaty, even though the members need not subscribe to it. To some, it indicates a trend to the ultimate grant of copyright to recordings.

Countries whose delegates signed were England, Germany, Argentina, Austria, Belgium, Brazil, Cambodia, Chile, Denmark, Spain, France, India, Iceland, Italy, Mexico, the Holy See, Sweden and Yugoslavia. The document remains open for signing until June of 1962. The U. S. and other countries can ratify at any time in the future.

Very few countries have "neigh-

boring rights" protection for records, broadcasts and performances in their copyright law. The U. S. protects only the originally copyrighted work, from which the record or performance is made. All performance royalty arrangements are made by licensing groups, or contract, both domestically and internationally.

If the U. S. were to ratify the treaty, any broadcast here of a disk of foreign origin (determined by location of manufacturer, and/or first release in a member-nation), would incur royalty payments by the broadcaster. This could be done by contract between the American broadcaster and the foreign record-producer, or it could be covered by domestic law as to minimum payment.

### Royalty Would be Shared

The record royalty would have to be shared between manufacturer and talent on the disk, by arrangement between them or by law deciding what percentage each would get. U. S. records broadcast (or publicly played for profit) abroad, would get the same royalty deal from the foreign broadcaster in a treaty country.

This would hold true only if both countries involved had decided to adhere to the principle of payment as set down in the treaty. But one or both countries might reject this particular clause in the agreement, automatically relieving broadcasters of any need to pay record royalty.

An imposing advisory group accompanied the U. S. delegation of government representatives. These included Ernest S. Meyers, general counsel for the Record Industry Association of America, Inc.; Sidney Kaye, board chairman and counsel for Broadcast Music, Inc.; Sidney A. Diamond, counsel for London Records; Herman Finkelstein, counsel for the American Society of Composers, Authors & Publishers; Robert V. Evans, for Columbia Broadcasting; Herman D. Kenin, president, American Federation of Musicians; Henry Kaiser, AFM attorney, and others from motion picture and talent fields.

For the government, under leadership of Kaminstein, were Dr. Arpad Bogsch, Copyright Office Attorney Adviser; Harvey J. Winter and Richard B. Bilder, for State Department; Vincent D. Travaglini for the Commerce Department, and Leonard R. Linsenmayer, for the Labor Department. Congressional adviser was Rep. Roland Libonati (D., Ill.).

## No Separate AM, FM Programming

WASHINGTON—The National Association of Broadcasters last week told the FCC that it is hoped the agency would not require separate programming for FM outlets which are run simultaneously with an AM. Separate programming was suggested in the Commission's proposed rule-making to overhaul the FM service.

NAB also approved the FCC's proposal to adopt mileage separations between the new FM's, to assure an orderly growth of the service and speed up processing of new outlets.

### RCA Philly Distrib

• Continued from page 2

dealer)... is the fact that many dealers purchase their single records from sources other than their authorized distributors. Therefore, in many instances, they are never exposed to a record until it becomes a hit, since these suppliers are the ones who make it a practice of carrying only the established records. Then, many times, these outlets, supplying dealers, are not in a position to buy these records from the authorized distributor... I would venture to say that the dealer, quoted in BMW, is a customer of this type of operation and that is the only reason he was unable to obtain Henry Mancini's 'Moon River.'

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see page 24

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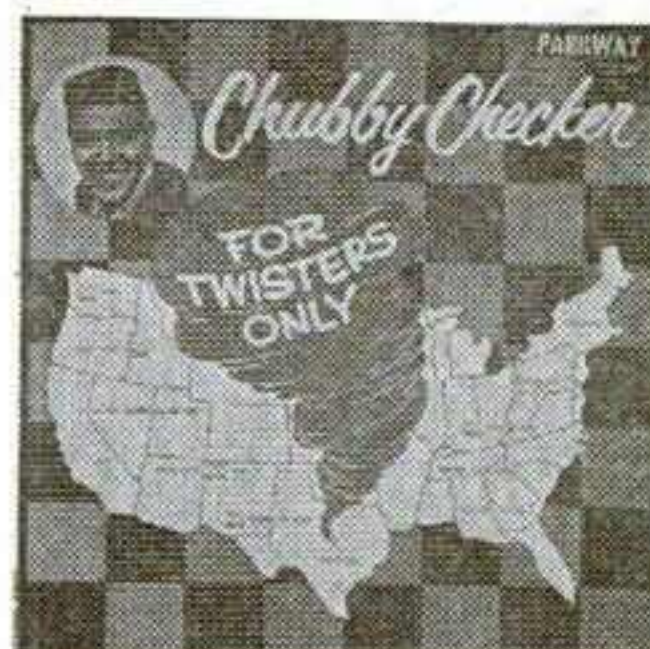
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7001



7002



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**"Revenge"**

AND

**"Really, Really"**

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**"Maria" from West Side Story**

MERCURY 71905

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**"American 100%"**

MERCURY 71902



# RIAA Widens Trade Info Drive

• Continued from page 1

With Records." Earlier in the year, RIAA published a booklet, "Your Wonderful World of Records," designed for educational use—such as helping pupils on writing assignments. There are constant calls for the booklet.

A current campaign, titled

"Opera on Records," is timed with the Met Opera season and is designed to acquaint the public with the extensive amount of opera on records—this at a time when interest in opera is at a peak.

Many other projects are in the works, subject to board approval. One entails the establishment of a traveling museum wherein exhibits would depict the history of the phonograph record from the days of the Edison cylinder on up to the modern stereo disk. This museum would go on tour, stopping at suitable lobbies, auditoriums, etc.

Also in the planning stage is the designing of an attractive award for gold records produced by manufacturers. The intent is to promote this in such a way that the award would have meaning beyond its trade aspects—that is, it should take on the consumer import of the film industry's "Oscar."

### On TV

In its over-all campaign RIAA intends to use as many media as possible. Television, for instance, will be the vehicle for an upcoming venture. This will be a dramatization of the counterfeiting of records, telling of its effects on artists, manufacturers, publishers, the government and ultimately, the consumer. This show will take place December 6 on the Armstrong Circle Theater.

The tracking down of counterfeiting, incidentally, is moving far afield. A month ago the RIAA wrote to the Nationalist Chinese and Iranian ambassadors in Washington apprising them of the counterfeiting of American disks in those countries. The Chinese ambassador subsequently assured RIAA that his government was taking steps to curb unauthorized reproduction of disks.

## NEWS REVIEW

### Fine Art Work Covers Music

In terms of lush cover art, the new, colorfully packaged Continental Records line can hold its own with most. Unfortunately the product in the grooves does not carry out the tone of quality set by the covers.

In an initial batch of six book-fold packaged items, the primary drawback lies with the rather routine selection of material and its failure to rise above the good quality level of much of the product now on the market from most other labels, super-sound or otherwise. Of some moderate interest will be a set featuring the folk singers of Washington Square, a group of six who feature a style of Bluegrass, hill sound in their music; and an album featuring the fine flamenco guitar work and vocal chants of Carlos Montoya. Other than these two, there are sets featuring polka, Hawaiian, gypsy and steel band music, all of which will find stout competition.

As display pieces, the albums would satisfy any disk merchant thanks to Bert Steinhauser's covers. Other than this, the music is well enough performed and recorded, but it simply does not measure up to the \$6.95 price. The release includes:

- The Folk Singers of Washington Square, CST 2010;
- Gypsy Music, Markoff and his Romany Strings, CLP 4005;
- Hawaii, the Hawaiian Serenaders, CLP 4008;
- Carlos Montoya Flamenco, CST 2009;
- U. S. Navy Steel Band, Admiral Dan's Pandemoniacs, CLP 4003;
- Let's Polka, the Polka Kings, CLP 4006.

Ren Grevatt.

### Committee Hears Music Industry

WASHINGTON — Schuyler Chapin, of Columbia Records, will join the ranks of top names in symphonic and operatic music appearing before a special House Labor and Education Subcommittee when it holds hearings in New York's Foley Square court house this week (15-17). The sessions were called by Rep. Frank Thompson (D., N. J.) to explore ways to assure year-round, rather than seasonal, employment for musicians and singers.

Spokesmen for the American Federation of Musicians are expected to launch broadsides against the cheap foreign sound track which they claim is robbing American musicians of a livelihood and fooling the American public by posing as domestic product.

### Dot Freeman Takes Dot Records Line

HOLLYWOOD — Dot Records last week moved its line from George Hartstone's Hart Distributors to a newly formed firm owned and headed by Dorothy Freeman, to be known as Dot Records Distributor of Los Angeles. Mrs. Freeman formerly has handled Dot sales in the Cleveland area for eight years when she was with Art Freeman's Benart Distributors in the Ohio market.

She has been here for the past year and a half, heading her Buckeye Distributors. According to plans at press time, Buckeye's lines will continue to be handled by Mrs. Freeman's newly named distribution firm. Hart has had the Dot line here for approximately six years.

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JUDY GARLAND • Capitol  
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"ANNIE GET YOUR YO! YO!"  
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"MARY JO"  
Duke 345

**JAMES BOOKER'S**  
"TUBBY"  
(Parts 1 and 2)  
Peacock 1908

**JACKIE VERDELL'S**  
"YOU OUGHT TO KNOW HIM"  
b/w  
"BYE BYE BLACKBIRDS"  
Peacock 1905

**THE REBELS**  
"DONKEY STEP"  
b/w  
"JUST GIVE ME YOUR HAND"  
Peacock 1909

**JOE HINTON'S**  
"THE GIRLS IN MY LIFE"  
b/w  
"COME ON BABY"  
Beckbeat 535

**AL "TNT" BRAGG'S**  
"WE BELONG TOGETHER"  
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WITH A RAY CHARLES SONG HIT

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AND

"PLAYBOY"

UNITED ARTISTS RECORD 374

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WITH

NELSON DUPREE

"I WANT TO

MARRY YOU"

UNITED ARTISTS RECORD 323

1ST RELEASE SINCE

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### PHIL UPCHURCH

"THE HOG"

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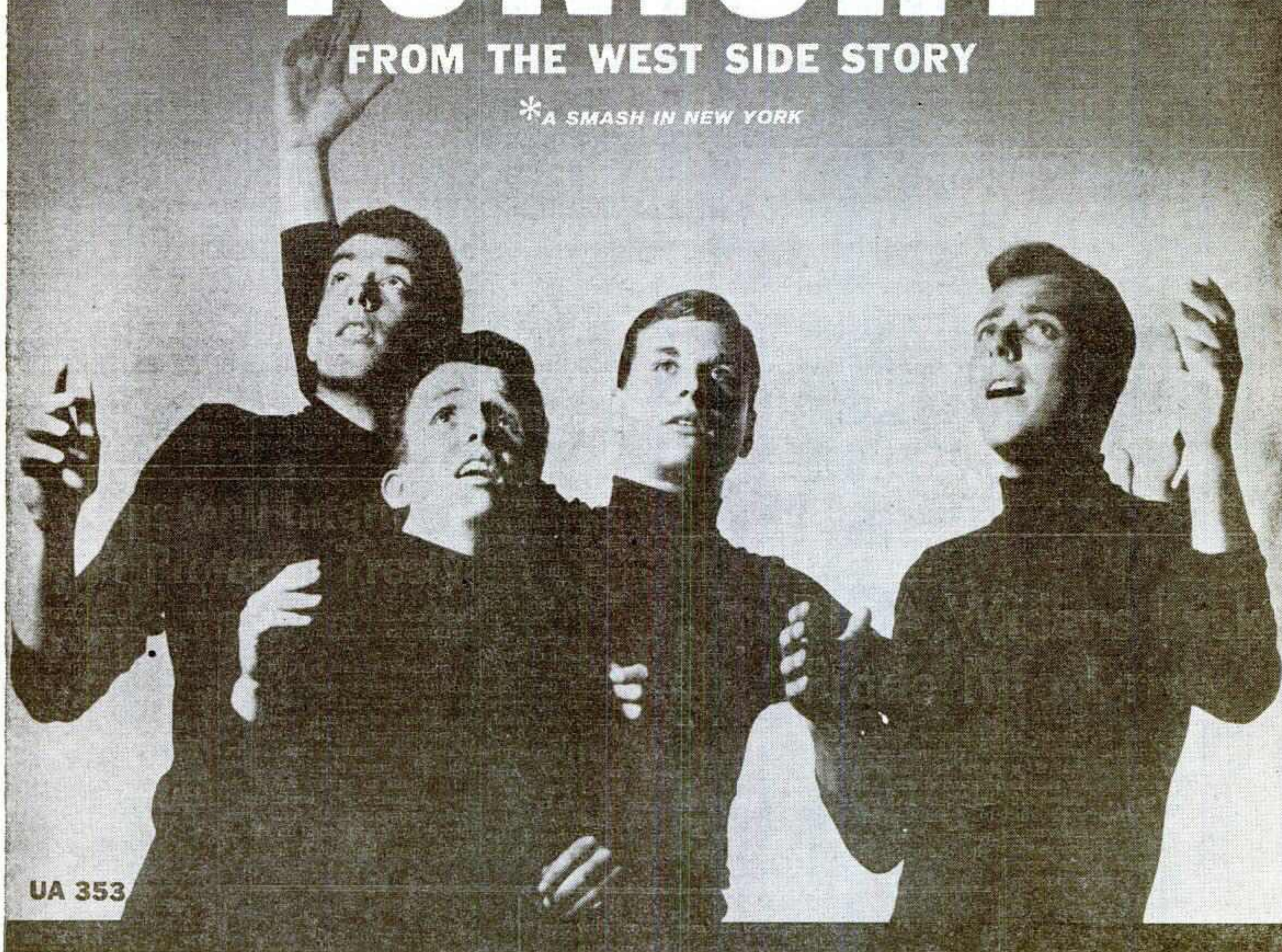
# JAY AND THE AMERICANS

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# "TONIGHT"

FROM THE WEST SIDE STORY

\*A SMASH IN NEW YORK



UA 353

SKYROCKETING ON THE BILLBOARD CHARTS



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NEWLEY

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## ENGLISH COURT FINDS FOR DOMINION VS. KASSNER

LONDON—Judgment for Dominion Music Company, Ltd., London, for \$15,400, and costs, against Edward Kassner, of Toronto, Can., and Kassner Associated Publishers, Ltd., of London, in a royalty accounting dispute, was entered by an Official Referee Judge Sir Brett Cloutman, V.C., in the High Court here October 25. It was stated that an appeal would be considered.

The parties in the case were all music publishers. One of the witnesses was Michael Stewart, president of a New York group of music publishing companies which was referred to as the "consortium."

Giving judgment, the judge explained that this group had catalogs of songs available, in the form of recordings and sheet music, to exploit. Edward Kassner, managing director of the defendant company, had a close association with music publishing company in Italy, Belgium, Holland, Sweden, Germany and Canada. In December, 1956, the "consortium," through Stewart, agreed with Kassner to exploit the American catalogs on the Continent and in Canada through the latter's associated companies on the Continent and in Canada through the latter's associated companies. Dominion Music was formed for this purpose.

By an agreement of December 20, 1956, the "consortium" assigned to Dominion Music publishing rights for an extensive territory, including a large part of Europe and Canada. Dominion was to pay to the "consortium" royalties amounting to 10 per cent for sheet music and 50 per cent of its receipts by way of royalties from sub-publishers abroad.

The new company (Dominion) subsequently entered into royalty agreement with its sub-publishers. But the "consortium" was to receive money, on account of their anticipated receipts by way of advance royalties, from Dominion amounting to \$1,000 a month for the first year, and \$1,500 a month for subsequent years. The company was to recoup these advances from the money it received from sub-publishers in the licensed territories.

By a further agreement of the same date, Kassner Associated Publishers, became Dominion Music, selling and managing agent and was entitled to retain 15 per cent of the new company's gross receipts after discharging specified obligations.

Kassner Associated Publishers advanced royalties to the "consortium" through 1957 and 1958 totaling \$26,540, but the relationship between Stewart and Kassner did not develop happily and was ended by an agreement of December 31, 1958, between the parties and the "consortium," the judge continued.

The agreement called for certain accounts and it was on the structure of these accounts that the main issue turned. One of the provisions of the 1958 agreement was that Dominion Music agreed to repay to Kassner Associated Publishers three-quarters of the un-recouped royalty advances by the Kassner firm on its behalf. Dominion Music was to pay over one-half of its gross receipts "until such time as the amount determined to be three-quarters of the un-recouped advance was repaid to Kassner Associated Publishers."

The judge said Dominion Music alleged that Kassner Associated Publishers' account was prepared on a completely wrong basis. Secondly, it was said by Kassner that Dominion's account was not balanced on general account. A third issue was raised by the defense contention that Kassner was entitled to its management fee on 15 per cent of the gross receipts of Dominion Music and not merely to 15 per cent on those receipts after certain expenses had been deducted.

Deciding these issues in favor of Dominion Music, the judge said, one of that company's contentions was that Kassner's accounts might purport to show the accounting position between Dominion and the "consortium" but certainly not between Dominion and Kassner's.

Sir Brett Cloutman commented: "The amounts of the funds advanced to Dominion Music by Kassner's and the amounts of the royalty advances to the "consortium" by Dominion are undoubtedly the same. But the distinction between the rival accounts is important."

As to the term "un-recouped royalty advances," the judge said he had no doubt that Dominion's argument was right—that those advances were to be ascertained from one account only as described in the agreement. That the account included the expenses properly chargeable and was to be credited with the royalties received from the sub-publishers.

"The whole situation has been bedevilled from the point of plain royalty accounting by the creation of this entirely artificial entity. Dominion Music, standing between the "consortium" and the Continental sub-publishers," the judge added.

Another question in the case concerned the sum to be included in respect of Canadian royalties.

The judge held that Dominion Music was entitled to the whole of admitted receipts of \$8,922, but the account should be credited as earned during the currency of the agreement so that Kassner's could get their 15 per cent management charge and no more.

Dominion Music's counsel, Leonard Caplan, Q.C., asked for judgment for \$15,400, judgment in respect of \$1,010 of the amount to be suspended for 90 days to enable the defendant to vouch the Canadian expenses to the satisfaction of the court.

The court directed accordingly and, also awarded interest at 5 per cent on \$15,400 from March 1, 1960. A counter claim was dismissed.

Defending counsel J. C. Tatham said his client had paid \$10,000 into court which would be applied in part satisfaction of the judgment.

A stay of execution was granted.

## Many Top Radio Outlets Move Away From Rock 'n' Roll

• Continued from page 1

mittee (execs and deejays) still listens to everything released, but rejects all disks—even if they are best sellers—which are deemed irritating or tasteless. Bogart said this doesn't necessarily mean rock and roll records, but any type of disk—novelty, etc.—which, by repetition, might get on dialers' nerves.

Station KALL, which pioneered Top 40 in Salt Lake City, has switched to "Swing-Along Sounds," featuring "big bands and big band vocalists — big bright sounds." However, "lush ballads and sweet strings" are just as taboo on KALL as rock and roll.

Station WCBI, Williamsburg, Va., has a new format which—according to operations manager Roy M. Aycock Jr.—swings "but with taste and without rock, chart tunes, 'sensational' news and screaming deejays."

Big bands, sweet strings and show music keynote the new format at WFIL, Philadelphia, which features a "Wonderful World of Music" theme from 8 p.m. to 1 a.m.

The use of LP material doesn't apply only to pop stations. For example, veteran country and western disk jockey Clarence Kneeland, WICH, Norwich, Conn., reports: "I find myself using more and more LP material in my programming. There is so much good music on the new c.&w. LP's. The material is of better quality and a more lasting nature than most of the single material. In addition, most of the big hits which are released as singles are eventually included in an LP release, often as the title or lead tune."

### News the Thing

Practically all top local radio outlets have placed increased emphasis on news coverage during recent months, including WNEW, New York; WLS, Chicago; KTLN, Denver; WYRE, Pittsburgh, and WINS, New York. Station WYRE programs a news item after each record.

Commenting on the situation, Joe Finan, program director of KTLN, said: "News is beginning to assume equal importance with music. It seems to direct relationship to the softness of the singles market for the last two years, and, with the return to the airwaves

(Continued on page 19)

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see Page

24

In this Issue

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DLP 10500 The Big 100  
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DLP 3148 Christmas Carols  
DLP 3140 La Paloma  
DLP 3119 Billy Vaughn Plays the Million  
Sellers  
DLP 3100 Sail Along Silv'ry Moon  
DLP 3086 Music for the Golden Hours  
DLP 3064 Melodies in Gold  
DLP 3045 Instrumental Souvenirs  
DLP 3016 The Golden Instrumentals  
DLP 3001 Sweet Music and Memories

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**VOX JOX**

By **JUNE BUNDY**

**CHANGE OF THEME:** Hy Lit, formerly with WCAM, Camden, N. J., has joined WDAS, Philadelphia, in the 10 p.m. time slot across the board. Lit, who has three Saturday shows, notes that "WDAS is one of the few stations left in Philly playing rock and roll." ... Pat Delso, WCAM, has a new 9 p.m.-midnight show, plus his regular 12:30-6 p.m. Saturday afternoon ainer. Delso also has a new son, David Michael, who was born October 9. ... Jean Michel, French-accented deejay, has left WNEW, New York, and joined WFTM, New York. Bob Howard has taken over his 11 p.m.-1 a.m. nightly seg.

Joe Finan, KTLN, Denver, has given up his deejay duties to devote full time to his program director chores. Jack Diamond has taken over his air time. Steve Risien, formerly with KTSA, San Antonio, Tex., has moved to KTLN in the 10 a.m.-2 p.m. time slot. Johnny Row is now in charge of music at KTLN, but the policy remains under Finan's control.

Station KSYD, Wichita Falls, Tex., has changed its call letters to KNIN. Jockey line-up at KNIN is as follows: Bill Thomas, Big Mike Hoey (also p.d.), Bobby Dean, Ken Grant, Bob Taylor and Bob Walker as manager. ... Jimmy Witter, formerly with WIST, Charlotte, N. C., has moved to WROV, Roanoke, Va. ... Audie Ashworth has moved from the all-night show at WKDA, Nashville, to the "Big Sound" show from noon to 4 p.m. ... Holmes (Daddy-O) Daylie, WAAF, Chicago, was honored at the Chicago Packers-Big "O," Cincinnati, professional basketball game November 11 for his sponsorship of the Daddy-O Fun Leagues, Inc.

Jack Sterling, WCBS, New York, was honored last week with a luncheon in the CBS Radio Executives dining room to celebrate his 13th anniversary with the station. Sterling owns two radio stations, four 24-hour-a-day laundromats and is negotiating to buy a nitery in Connecticut. ... New music director at KRMD, Shreveport, La., is Bud Lowry, who also emcees KRMD's 8 p.m.-midnight time period, will emcee a Ray Charles one-nighter, when the artist makes his appearance in Shreveport later this month.

Paul James has taken over the 2-7 p.m. time slot at WICE, Providence, R. I. ... Ray Durkee, formerly with KTLN, Denver, has succeeded Michael D'Arcy as program director at KRIZ, Phoenix. ... Rusty Page has taken over the 8-11 p.m. Monday through Saturday time seg at WGIV, Charlotte, N. C.; while (Hot Scott) Hubbs, who formerly occupied that time period, has moved into the 5-7 p.m. slot. Pete (Houndawg) Toomey, who formerly held down that period, has left the air to become program and news director of the outlet.

Ken Capurso has resigned as librarian at WHYN, Springfield, Mass., to take a similar post at WMEX, Boston. Ray Simone has taken over Capurso chores at WHYN. ... Jules Henry has returned to WEEL, Fairfax, Va., with a five-hour show Monday through Saturday, and "could use added disk service." Henry was with WEEL for five and half years. He left the outlet last December to join WEER, Warrenton, Va.

Mac McGarry has taken over the 4-6 p.m. time period at WRC, Washington. He also has a new TV show, "It's Academic," a quiz for local high school students, on WRC-TV Saturdays. ... Dan Weining has joined WPAT, Patterson, N. J., as assistant to President Dickens J. Wright. Weining has been vice-president and general manager of WPRO, Providence, R. I., for the past two years. Both stations are owned by Capital Cities Broadcasting.

**YESTERYEAR'S HITS**

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

**POP—5 Years Ago  
NOVEMBER 17, 1956**

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

**POP—10 Years Ago  
NOVEMBER 17, 1951**

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

**RHYTHM & BLUES—5 Years Ago—NOVEMBER 17, 1956**

- Blueberry Hill, F. Domino, Imperial  
Love Me Tender, E. Presley, RCA Victor  
Oh, What a Night, Dols, Vee Jay  
Slow Walk, S. Austin, Vee Jay  
Slow Walk, S. Austin, Mercury

- Let the Good Times Roll, Shirley & Lee, Aladdin  
In the Still of the Night, Satins, Ember  
It Isn't Right, Platters, Mercury  
Thousand Miles Away, Heartbeats, Hull  
On My Word of Honor, B. B. King, RPM

**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  
When do you first start playing Christmas records?**

**THE ANSWERS  
JIMMY (EARLY) BYRD  
WILD, Boston**

Station WILD programs Christmas music from December 10 through New Year's Day. To start before the 10th would mean a full month of Christmas music and the management feels this would be taking advantage of the public and deliberately attempting to elongate and commercialize, what, in essence, is a serious religious holiday. This is my favorite seasonal music, and I play it long after the holiday. Ramsey Lewis' LP is a good example.



**JOHN STONE  
KOL, Seattle**

Too much concentration on Christmas music before December 15 tends to take away from the effectiveness of traditional holiday music when it is played closer to December 25. We begin programming seasonal music December 15 or shortly thereafter. I would compare it the same way I would compare advertising and commercialism being ballyhooed and overemphasized. During Christmas week and gradually building up to Christmas Eve and day should be the heaviest concentration time. On Christmas Eve and day we program 100 per cent Christmas music.



**FRED C. GALLAGHER  
KWTC, Barstow, Calif.**

I first start playing Christmas music December 12. I feel that two weeks prior to Christmas is sufficient time to create the holiday spirit, yet not oversaturate the airways. It is an obligation for a radio station not to commercialize the holiday season. Many of my friends agree it is already too commercial in other areas. However, a good Christmas novelty song has its place properly integrated with the seasonal standards.



**VARNER PAULSEN, P.D.  
WIP, Philadelphia**

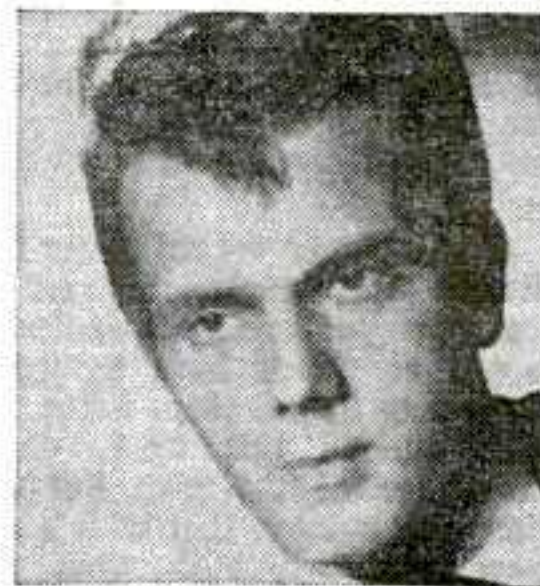
About three weeks prior to Christmas. But no block programming. Christmas music is like pumpkin pie at Thanksgiving. Wonderful, but only part of the meal. Yule tunes will be carefully selected. How it sounds — not how it sells. Our basic music policy always prevails. Did I hear someone say they're coming out with: "Whistler's Mother's Christmas Rock-A-Long?"



**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.

**KENNY DINO**



The Musicor label, distributed by United Artists Records, comes up with another hot single's artist in a young lad named Kenny Dino. Dino's debut disk, "Your Ma Said You Cried in Your Sleep Last Night," is currently making great strides up the Hot 100.

Born in New York, February 12, 1942, Dino displayed a deep interest in creative areas from his early boyhood, especially in the piano and took art lessons. As time allows, he now continues his art studies in New York.

The second of five children, Dino finished his high school education in New York, and in 1958 joined the Navy where he served for two years as an aircraft mechanic. After his discharge in October, 1960, Dino decided to concentrate on a singing career, and early in 1961 was signed with Musicor Records.

**LEROY VAN DYKE**



Mercury recording artist Leroy Van Dyke is the latest country artist to score well on both the country & western and pop charts. Van Dyke's current hit disk, "Walk On By," has held the No. 1 slot on the C.&W. chart for a number of weeks, and now is also scoring well on the Hot 100. The versatile vocalist recently showed his widespread popularity with the nation's country & western disk jockeys by capturing two honors on BMW C.&W. D.J. Poll. Van Dyke came in as No. 3 on the Most Promising Male Artist chart, and his "Walk On By" was won a spot in the 10 "Favorite C.&W. Records" category.

This farm-raised lad from Spring Fork, Mo., started singing and playing guitar while serving his two-year stint with the U. S. Army in Korea. After the Army, Van Dyke attempted business careers in livestock auctioning and the promotion business, but soon realized that singing was the only career for him. His first break came when a tune he penned tagged "The Auctioneer," inspired by his cousin's performance as an expert livestock auctioneer, became a best seller. Van Dyke then joined ABC-TV's "Jubilee, U.S.A.," headed by Red Foley, and found fame via television. He began to make personal appearances at fairs and rodeos all over the nation and won many fans.

**Many Top Radio Outlets  
Move Away From R.&R.**

• Continued from page 16

of the 'oldies,' the news segments have grown. The excitement of the new record is little, if anything. The concern of people for record stars and their careers is anemic compared to the late 1950's. Perhaps in these more serious days, people are concerned less with the froth and the frivolous and more with what is happening to their city, county, State, nation and the world."

**Hot Top 40 Time**

Not all broadcasters concur with the swing toward "better music" and away from Top 40. For example, Station WQOK, Greenville, S. C., recently switched to "a tight top 40 formula," and is very happy with the results. "The change," notes Wayne Seal, "has not only set the jocks on fire, but has warmed up the audience considerably."

Also on a new Top 40 kick is KEES, Gladwater, Tex., heretofore a country and western outlet. New program director Dub Murray, who joined the station to supervise the format switch, describes the new format as a million-dollar sound in the middle of a billion-dollar oil field."

**Vice-President**

Lionel F. Baxter, for radio of the Storer Broadcasting Company, opines, "It matters little whether

the format is music and news, Top 40, beautiful music or all talk. The chain," says Baxter, "has a theme of 'never freezing a format'. When we went into Philadelphia, our studies showed that a good, alive modern music station was needed. We programmed accordingly (Top 40), and today WIBG is the strong No. 1 outlet in that market. By the same token, Miami, our home base, showed it could use a 'Sound of Music With News in depth' approach. The town was crowded with modern music outlets."

The format changes at both stations, said Baxter, were "based on depth studies of the market, the people and the existing competition. Such studies should be continuous, warned the exec, and changes made while a station is successful, not as a desperation measure after a property 'falls off the page' in the rating books."

Storer plans to use such a depth study to determine what format changes — if any — to make at WMGM, New York (currently Top 40), when the chain's purchase of that outlet is approved by the FCC.

Next week's "Programming Panel" will feature more comments by broadcasters on their reasons for changing formats.

# New Rack Operation Will Push Sales of Hot Singles

• Continued from page 2

will be offered. At least one disk will be knocked out each week and no record will be offered more than five weeks.

## 30 Cents Per

The records are expected to be bought direct from manufacturers at a price of 30 cents per record—16 cents less than the normal price to distributors. Each record will call for a minimum order of 50,000. The records will be fully guaranteed and the rack outfit will pay the pressing cost on every record returned, with the proviso that

# Capitol Cast LP's in Deal

HOLLYWOOD — Capitol has wrapped up 18 of its original Broadway cast and movie sound track albums into a special sales program, offering dealers up to two free LP's for each 10 purchased. The program runs from October 30 through December 22, with payment deferred until January 10.

In addition, dealers are given a choice between accepting a flat 10 per cent exchange on their order, or buying under terms of Capitol's "controlled 100 per cent exchange" plan. The latter provides varying limits on the selections up to which each is fully guaranteed. In the albums offered in this program, the guarantee per selection ranges from zero on "Annie Get Your Gun" and "Plain and Fancy" up to 50 albums fully guaranteed for exchange on "Sail Away."

The product is divided into two groups. For dealers to qualify, they must purchase a minimum of 10 LP's from either group. Split orders from both groups cannot be intermixed. Capitol will give one free LP for each 10 albums ordered from Group 1, and two free albums for each 10 selected from Group 2. The free package must be at the same price level as the lowest priced package included in the 10 packages purchased.

Selections included in the program are:

Group 1: "Oklahoma!" "Music Man," "West Side Story," "King and I" and "Sail Away." Group 2: "Carousel," "Pal Joey," "Fiorello," "Tenderloin," "Giant," "Kiss Me Kate," "Plain and Fancy," "High Society," "Candide," "Bells Are Ringing," "The Unsinkable Molly Brown," "Little Mary Sunshine," and "Annie Get Your Gun."

all such returns are to be destroyed. Records will be offered on the rack to consumers at 89 cents each.

A number of record firms have already been approached on the deal, though there is no indication as yet to which have agreed to participate in the plan. Some who were queried this week, denied knowledge of the plan but ventured the opinion that with a runaway hit, "which is what they apparently want, who needs them? When you sell at 30 cents you are giving up profit. They would be most useful at an earlier stage of the disk's life, when you are struggling to get exposure."

## 49-Cent Consideration

The move is regarded as interesting in light of recent moves by RCA Victor and Jubilee to introduce new lines of singles to retail at 49 cents. The special new Southern rack plan calls for a price of 30 cents to the next distribution step beyond the manufacturer—in this case the rack jobber—whereas the price of the new Victor and Jubilee low price lines to the next step of distribution—the distributor—is 27 cents.

If the plan for the new rack operation gets the backing of a number of disk firms, some feel this will indicate that manufacturers have no great aversion to lowering their own margin, if they are convinced that new pricing and new marketing outlets can produce a substantial greater sale.

# Ariola Builds New Disk Import Links

GUETERSLOH, Westphalia — Ariola has formed an import subsidiary, Ariola World Import (AWI), which will forge business links with leading world diskeries.

Among concerns with which AWI is negotiating agreements are Fonit - Cetra (Italy), Barclay (France), and Hispa-Vox (Spain). Ariola intends, through AWI, tapping the widest possible foreign sources for a comprehensive repertory of classical, folk, dance, entertainment and jazz music.

Ariola soon will offer albums of Cetra operas as one of the first products of AWI.

Ariola has just appointed Hans Roth, program director of the Hessian State radio, as its chief producer. Roth's function will be to co-ordinate the work of the various Ariola production units.

# Getting Hung Up Speakers

MINNEAPOLIS—Stereo speakers, concealed in decorative framed wall pictures or in lamps of various styles are the latest development introduced by Mo-Zay Industries, Inc., here.

The framed wall pictures are constructed of three-quarter inch walnut, selected for fine sound transmitting qualities, and are offered in two sizes, 16 by 32 inches and 21 by 61 inches. The depth of both models is only 4½ inches, to house the compact speaker units.

Art work is done in paper-thin wood veneer, secured to a background of "Moslem cloth," a coarse-woven tan fabric. This neutral color is used because of its wide application in solving decorating problems.

Sixteen different scenes or subjects are offered in the smaller of the two models with a broad choice of veneer views provided for the larger model. The single cord from the speaker unit can be concealed in various ways including the drilling of a small hole into the wall behind the picture and running the cord inside the wall.

The larger framed model contains four coaxial speakers divided to function as a self-contained stereo speaker system. The smaller model has two speakers for individual channeling. Suggested retail prices for the veneer view models are \$69.95 for the smaller size and \$139.95 for the larger.

Lamp speakers, available in both pole, tree and hanging styles, incorporate horn-type enclosures ranging from 18 to 48 inches in length and utilizing six-inch coaxial drivers. The lighting fixtures are decorator styled. The lamps and shades are offered in a wide choice of colors and styles. Mo-Zay also has set up a custom division for finishing the lamps in fabric supplied by the customer to carry out a room's over-all decorative scheme.

# ARD Meet Set For Nov. 21

NEW YORK — The Association of Record Dealers of New York and New Jersey chapter of SORD, has set its next meeting for Tuesday evening (21) at the Park Sheraton Hotel here.

Lou Shapiro, who is secretary-treasurer of both ARD and the national body of SORD, made a vigorous appeal last week for the attendance of all record dealers in the area. "They will hear a detailed report that will be of great interest to all dealers," Shapiro said, adding, "We will discuss ways and means of dealing with the deplorable conditions that exist in our industry."

This will be the first meeting of the association under the helm of newly elected President, Mickey Gensler. It is expected that there will be considerable discussion on the 49-cent single recently announced by RCA Victor to appear on the Groove label. It is known that a number of dealers here are opposed to this low-priced single.

## 'Biscuits' Passed by Atco

NEW YORK — Atco Records (Atlantic's subsidiary label) has taken over national distribution of "Burnt Biscuits" by the Triumphs on Volt Records—Atco feeling that the disk is getting action in the South.

Volt is owned by Jim Stewart of Memphis. "Burnt Biscuits," will remain on the Volt label although distributed by Atco.

# 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-phono dealers. A different price group is published in this chart each week.

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

## PHONOS LISTINGS BETWEEN \$151 & \$200

Position This Issue	Position 8/14/61	Brand	% of Total Points
1	1	Magnavox	26.5
2	3	RCA Victor	11.3
3	2	Motorola	11.0
4	3	Voice of Music (V-M)	8.8
5	—	Curtis-Mathes	5.7
6	—	Zenith	4.6
7	—	Stromberg-Carlson	3.9
8	6	Webcor	3.5
		Others	24.7

# DISK DEALS FOR DEALERS

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

**COLOSSEUM**—Expires November 15, 1961. Started August 15, 1961. "Half Price Victory Sale." \$3.98 LP's to retail for \$1.99. Dealer cost \$1.23. f.o.b. warehouse. Label is owned by Bruno Hi-Fi Records.

**PACIFIC JAZZ-WORLD PACIFIC**—Expires November 24, 1961. Started October 9, 1961.

Two LP's free for every 10 LP's purchased with a minimum order of 100 mono or stereo LP's. Covers 11 new releases. One hundred per cent exchange privilege.

**ATLANTIC-ATCO**—Expires November 30, 1961. Started October 30, 1961. "The Right Deal at the Right Time." One LP given free with the purchase of eight LP's. Deal is available to dealers through distributors and covers entire catalogs of both labels and new releases. All qualifying dealers offered deferred billing and 100 per cent exchange privilege. See page 4, October 30 issue, for details.

**KAPP**—Expires November 30, 1961. Started October 10, 1961. October-November Program. Ten per cent discount on 12 new releases only. Dating available to qualified dealers.

**LIBERTY**—Expires November 30, 1961. Starts October 30, 1961. Ten per cent cash discount on the label's Christmas product, including its Robert Rheims catalog, plus a new Felix Slatkin Christmas release on the Premiere label. See page 2, October 16 issue, for details.

**WONDERLAND**—Expires November 30, 1961. Started August 23, 1961. Dealer gets 26 albums for the price of 24. Key numbers in catalog available in two pre-paks. Label is Riverside's children's line.

**ABC-PARAMOUNT**—Expires December 15, 1961. Started July 17, 1961. Fall-Winter LP Program. Distributors are offered 12½ per cent discount on all LP purchases. Program covers complete catalogs and new releases, including Christmas packages, on ABC-Paramount, Impulse and Chancellor labels.

**ARGO**—Expires December 15, 1961. Started November 6, 1961. Stocking Plan. One free LP for every six purchased on the entire Argo catalog, including two new releases. Available through distributor.

**PRESTIGE**—Expires December 15, 1961. Started November 4, 1961. Buy seven LP's and receive one LP free. Plan is on entire 7000 series.

**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 separate story, current issue, for details.

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

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

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

**MONITOR**—No expiration date. Started June 19, 1961. Five LP's are specially priced to the consumer at \$1.98. Soviet Army Chorus and Band, Vol. 4; Beethoven Piano Concerto No. 4 in G. Cilels, piano; Beethoven Piano Concerto No. 5 in E Flat Major, Cilels, 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-every-five-purchased basis. Label's "Success in Life" and "The Businessman's Record Club" series available at 10 per cent discount.

# ALBUM COVER OF THE WEEK



**RACHMANINOFF: SYMPHONY NO. 2 in E, Op. 27**—Pittsburgh Symphony Orchestra (Steinberg), Command CC 11006 SD. A flashy cover, modern in design, utilizing bright shades of red, fuschia and orange. The cover art credit goes to George Guisti, noted graphic designer.

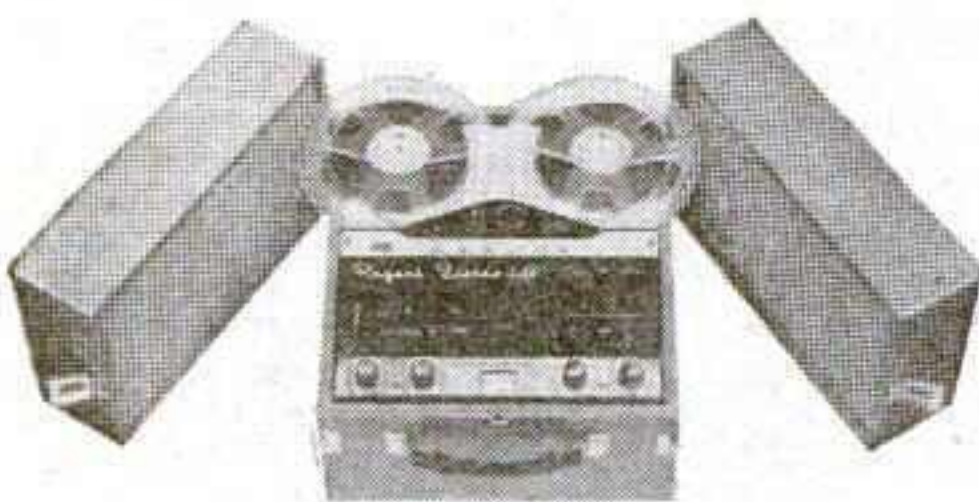


**MINGUS**—Charles Mingus and Various Artists, Candid 8021-9021. Striking cover in deep blue, black and white, designed by Frank Gauna. Distinctive photo of the artist. Prime decoration for the jazz section.



**this little black box is money in your bank!**

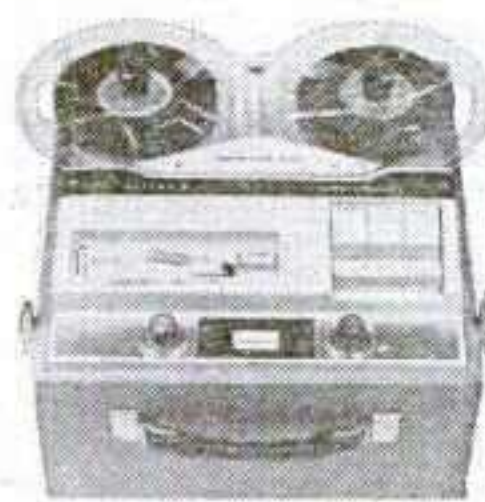
**Webcor's new Slide Synchronizer—the brain that synchronizes voice and vision—advances slides on most remote control slide projectors—in sync with any of these 1962 Webcor tape recorders:**



**REGENT STEREO-LITE—2208**  
Stereo tape playback



**ROYALITE III—2201**  
Stereo-equipped



**REGENT II—2205**  
Hi-Fi feature-loaded



Even the new \$99.95 COMPACT DE LUXE 2202 is equipped with a slide synchronizer jack.

**WEBCOR IS BUILT with an ear to your future**



**CALL YOUR WEBCOR DISTRIBUTOR TODAY!**



**VISCOUNT—2203**  
Hi-Fi record-playback



**REGENT CORONET—2207**  
Stereo record/playback

WEBCOR, INC., CHICAGO, ILL. TAPE RECORDERS, PORTABLE AND CONSOLE FONOGRAPHS, RADIOS, COMPONENTS, DORMEYER APPLIANCES AND POWER TOOLS.

BILLBOARD MUSIC WEEK

HITS OF THE WORLD



Europe

BRITAIN

(Courtesy New Musical Express, London)

- 1 2 HIS LATEST FLAME—Elvis Presley (RCA)
2 8 TAKE GOOD CARE OF MY BABY—Bobby Vee (London)
3 1 WALKIN' BACK TO HAPPINESS—Helen Shapiro (Columbia)
4 7 BIG BAD JOHN—Jimmy Dean (Philips)
5 3 A GIRL IN YOUR ARMS—Cliff Richard (Columbia)
6 4 HIT THE ROAD JACK—Ray Charles (HMV)
6 6 TAKE FIVE—Dave Brubeck (Fontana)
8 11 THE TIME HAS COME—Adam Faith (Parlophone)
9 10 MEXICALI ROSE—Karl Denver (Decca)
10 12 BLESS YOU—Tony Orlando (Fontana)
11 9 SUCU-SUCU—Laurie Johnson (Pye)
12 5 WILD WIND—John Leyton (Top Rank)
13 20 MOON RIVER—Danny Williams (HMV)
14 14 YOU MUST HAVE BEEN A BEAUTIFUL BABY—Bobby Darin (London)
15 17 BOOMERANG—Charlie Drake (Parlophone)
16 16 LET'S GET TOGETHER—Hayley Mills (Decca)
17 15 MICHAEL—Highwaymen (HMV)
18 13 YOU'LL ANSWER TO ME—Cleo Laine (Fontana)
19 — TOWER OF STRENGTH—Frankie Vaughan (Philips)
20 26 RUNAROUND SUE—Dion (Top Rank)
21 29 SUCU-SUCU—Nina and Frederik (Columbia)
22 19 LITTLE SISTER—Elvis Presley (RCA)
23 21 JEALOUSY—Billy Fury (Decca)
24 23 KON-TIKI—Shadows (Columbia)
25 — I'M A MOODY GUY—Shane Fenton (Parlophone)
26 18 YOU DON'T KNOW WHAT YOU'VE GOT—Ral Donner (Parlophone)
27 2 HATS OFF TO LARRY—Del Shannon (London)
28 — MIDNIGHT IN MOSCOW—Kenny Ball (Pye)
29 — THIS TIME—Troy Shondell (London)
30 — HEY LOOK ME OVER—Ronnie Hilton (HMV)

FRANCE

\* Denotes local origin

- 1 1 BRIGITTE BARDOT—Jorge Veiga (Barclay); \*Roberto Seto (Vogue)—Caravelle
2 2 LET'S TWIST AGAIN—Johnny Halliday (Philips); Richard Anthony (Columbia)—Salvet
3 4 GEORGIA ON MY MIND/WHAT I'D SAY—Ray Charles (Vega)—Atlantic
4 5 NAVARONE—John William (Polydor); Franck Pourcel (VSM); Compagnons de la Chanson (Columbia)
5 3 WHEELS (Danns le coeur de ma blonde)—Marcel Amont (Polydor); The String-A-Longs (London)—Legrand
6 7 PEPITO/OTORINO LARINGOLOGO—Los Machucambos (Decca)
7 6 MADAM MADAM (I Still Love You All)—Les Chassettes Noires (Barclay)—Salabert
8 8 PROTEGEZ MOI SEIGNEUR (Le gout de la violence)—Dalida (Barclay); Franck Pourcel (VSM); Jackie Noguez (Pop)—Ricordi
9 10 LE MORIBOND—Jacques Brel (Philips)—Tutti
10 9 NOUVELLE ORLEANS—Johnny Halliday (Vogue)—Alpha

ITALY

(Courtesy Musica a Dschl, Milan) \* Denotes local origin

- 1 1 LA NOVIA—\*Tony Dallara (Music); \*Domenico Modugno (Fonit); Antonio Prieto (RCA)
2 2 PEPITO—Los Machucambos (Decca); \*Cocky Mazzetti (Primary)
3 3 EXODUS—Ferrante & Teicher (UA); \*Pino Calvi (Columbia)
4 6 NATA PER ME—Adriano Celentano (Jolly)
5 4 AIUTAMI A PIANGERE—Connie Francis (MGM)
6 5 IL MIO SOTTERRANEO—Pino Donaggio (Columbia)
7 11 STRINGITI ALLA MIA MANO—Miranda Martino (RCA)

- 8 8 COME NASCE UN AMORE—Nico Fidenco (RCA)
9 7 IL CUORE DEL MANDRIANO—Fendermen (Top Rank)
10 — BRIGITTE BARDOT—Roberto Seto (Vogue); Digno Garcia (Palette)
11 9 IL TANGO DELLE ROSE—Joe Damiano (Chancellor)
12 10 TOWN WITHOUT PITY—Gene Pitney (UA)
13 13 CINDERELLA—Paul Anka (Columbia)
14 12 LE STRADE DI NOTTE—Giorgio Gaber (Ricordi)
15 14 PERA MATURA—Pino Donaggio (Columbia)

HOLLAND

(Courtesy Platennieuws Amersfoort)

- 1 1 OCH, WAS IK MAAR—Johnny Hoes (Philips)
2 2 HELLO MARY LOU—Ricky Nelson (Imperial)
3 8 BRIGITTE BARDOT—Jorge Veiga (Barclay)
4 6 LA PALOMA—Freddy (Polydor)
5 5 DANCE ON LITTLE GIRL—Paul Anka (ABC Paramount)
6 4 PEPITO—Los Machucambos (Omega)
7 — LITTLE SHIP—The Blue Diamonds (Decca)
8 — I'M GONNA KNOCK ON YOUR DOOR—Eddie Hodges (Cadence)
9 — MICHAEL—The Highwaymen
10 — ROMEO—Petula Clark (Pye)

EIRE

(Courtesy Dublin Evening Mail)

- 1 2 WALKIN' BACK TO HAPPINESS—Helen Shapiro (Columbia)—Filmusic
2 1 MICHAEL—The Highwaymen (HMV)—Tyler
3 7 YOU'LL ANSWER TO ME—Cleo Laine (Fontana) Shapiro-Bernstein
4 3 JOHNNY REMEMBER ME—(Top Rank)—Meridian
5 5 THE IRISH PATROL—Patrick O'Hagan (Beltona)—142 Music
6 8 MICHAEL ROW THE BOAT—Lonnie Donegan (Pye)—Tyler
7 6 SUCU-SUCU—Laurie Johnson (Pye)—Peter Maurice
8 4 KON-TIKI—The Shadows (Columbia)—Feldman
9 — GRANADA—Frank Sinatra (Reprise)—Latin-American
10 9 JEALOUSY—Billy Fury (Decca)—Lawrence Wright

FLEMISH BELGIUM

(Courtesy Juke Box Magazine) \* Denotes local origin

- 1 1 OCH, WAS IK MAAR—Johnny Hoes (Philips)—Benelux Music
2 3 BRIGITTE BARDOT—Roberto Seto (Vogue)—P.P.P.
3 2 ROMEO—Petula Clark (Vogue); \*Rina Pia (Barclay)—World Music
4 7 CINDERELLA—Paul Anka (ABC-Paramount)—Spanka Music
5 5 LA PALOMA—Freddy (Polydor)—Trad
6 4 HELLO, MARY LOU—Ricky Nelson (Imperial)—Basart
7 — LITTLE SISTER—Elvis Presley (RCA)—Belinda Music
8 8 YOU DON'T KNOW—Helen Shapiro (Columbia)—World Music
9 9 I'M GONNA KNOCK ON YOUR DOOR—Eddie Hodges (Cadence)—Belinda Music
10 6 DANCE ON, LITTLE GIRL—Paul Anka (ABC-Paramount)—Spanka Music

GERMANY

- 1 1 WEISSE ROSEN AUS ATHEN—Nana Moukouri (Fontana)—Kassner
2 2 PEPITO—Los Machucambos (London); Yvonne Carre (Decca)—Peer
3 8 AM MISSOURI—Tom O'Hara (Michael); Die Fellows (Decca); Die Tramps (Polydor); The Highwaymen (United Artists)
4 4 WARTE, WARTE NUR EIN WEILCHEN—Spree City Stompers (Vogue)—Sikorski
5 3 DER MANN IN MOND—Gus Backus (Polydor)
6 — OH BILLY BILLY BLACK (Harry Lime Theme)—Gerd Botchner und Detlef Engel (Decca)—Seith
7 5 LA PALOMA—Freddy (Polydor)—Esplanade
8 6 SCHLAGER VON EINST—Die Rixdorfer Sanger (Philips)
9 16 TANZE MIT MIR IN DEN MORGEN—Gerhard Wendland (Philips)—Melodie der Welt

- 7 SAN ANTONIO ROSE—Die Continental (Decca); Floyd Cramer (RCA)—R. M. Siegel
10 EINMAL KOMM ICH WIEDER—Connie Francis (MGM)—Viktoria
9 SO LEBEN WIR—Der Flotte Franz und Seine Bierbrummer (Ariola)—Arnie
14 BEIM CANDLE LIGHT—Die James Brothers (Polydor)
13 SCHADE, SCHADE, SCHADE—Siw Malmkvist (Metronome)—Intro
18 MEXICO—Bob Moore (London)
12 ZUCKERPUPPE—Bill Ramsey (Polydor)—Gerig
17 BRIGITTE BARDOT—Digno Garcia (Ariola)—R. M. Siegel
15 BERLIN MELODIE—Billy Vaughn (London)—Gerig
19 IN HONOLULU—Die Musketiere (Carina); Die Gassenhaue (Golden 12)
— KOMMT EIN SCHIFF NACH AMSTERDAM—Ich Mach Mir Nix

SWEDEN

(Courtesy Show Business, Stockholm)

- 1 1 DEN SISTE MOHIKANEN/PETTER OCH FRIDA—Little Gerhard (Karusell)
2 2 HELLO MARY LOU—Ricky Nelson (California)
3 3 PUTTI PUTTI—Jay Epae (Mercury)
4 4 DU HAR BARA LEKT MED MEJ/BORTOM BERGEN—Siw Malmkvist (Metronome)
5 7 ALPENS ROS—The Violents (Sonet)
6 5 A GIRL LIKE YOU—Cliff Richard (Columbia)
7 — SORIA MORIA/VIOLETTA—Ray Adams (Fontana)
8 9 MOODY RIVER—Pat Boone (Dot)
9 6 KARA MOR—Goetteflickorna (Joker)
10 8 EN GANG SKALL VI ATER MOTAS—Thory Bernhards (Polydor)

NORWAY

(Courtesy Verdens Gang, Oslo) \* Denotes local origin

- 1 1 MICHAEL—Highwaymen (United Artists) Norsk Musikforlag
2 4 I'M GONNA KNOCK ON YOUR DOOR—Eddie Hodges (Cadence)—Belinda
3 3 VIOLETTA—Ray Adams (Manu)—Stockholms Musikproduktion
4 6 WALKING BACK TO HAPPINESS—Helen Shapiro (Columbia)—Norsk Musikforlag
5 5 DOWN BY THE RIVERSIDE—Blue Diamonds (Fontana)—Kassner Music
6 2 HELLO MARY LOU—Ricky Nelson (California)—Bens Music A/B
7 7 KON TIKI—Shadows (Columbia)—Harmony
8 10 LITTLE SISTER—Elvis Presley (RCA)—Belinda
9 8 JOHNNY REMEMBER ME—John Leyton (Top Rank)
10 — GREEN LEAVES OF SUMMER—Brothers Four (Philips)

Asia & Pacific

HONG KONG

- 1 2 A WONDER LIKE YOU—Ricky Nelson (Imperial)
2 — CHANG CHANG CHA CHA—The Cavalry Men (UA)
3 — I'VE TOLD EVERY LITTLE STAR—Linda Scott (Canadian-American)
4 5 SAD MOVIES—The Lennon Sisters (Dot)
5 8 I'M GONNA KNOCK ON YOUR DOOR—Eddie Hodges (Cadence)
6 7 WITHOUT YOU—Johnny Tillotson (Cadence)
7 3 MICHAEL—The Highwaymen (UA)
8 — LONELY ISLAND—Mark Dinning (MGM)
9 4 CINDERELLA—Paul Anka (ABC-Paramount)
10 — FRANKIE AND JOHNNY—Brook Benton (Mercury)

PHILIPPINES

- 1 3 CHERRY PINK & APPLE BLOSSOM WHITE—Pat Boone (Dot)—Mareco, Inc.
2 1 IN TIME—Steve Lawrence (United Artists)—Mareco, Inc.

- 10 MUSKRAT—Everly Brothers (Warner Bros.)—Mareco, Inc.
2 THEME FROM "BY LOVE POSSESSED"—Vic Damone (Columbia)—Mareco, Inc.
— QUEEN OF MOVIES—Clay Cole (Imperial)—Mico Recording Co.
9 ONE MORE CHANCE—Teddy Randazzo (Dyna)—Dyna Products, Inc.
— YOUR OTHER LOVE—Flamingos (Monument)—No License
7 LAZY RIVER—Bobby Darin (Atlantic)—Mico Recording Co.
— GREEN LEAVES OF SUMMER—Brothers Four (Columbia)—Mareco, Inc.
4 DONNA, DONNA—Everly Brothers (Warner Bros.)—Mareco, Inc.

AUSTRALIA

(Courtesy Music Maker, Sydney) \* Denotes local origin

- 1 1 I'M COUNTING ON YOU—Johnny O'Keefe (Festival)—Belinda
2 2 CRYING—Roy Orbison (London)—Acuff Rose
3 11 HEY LITTLE ANGEL—Johnny Devlin (Festival)
4 12 SO LONG BABY—Del Shannon (London)
5 — GOODBYE CRUEL WORLD—James Darren (Pye)
6 — TOWER OF STRENGTH—Gene McDaniels (London)—Chappell
7 8 BIG BAD JOHN—The Shirelles (Coronet)—Allan's
8 7 HIT THE ROAD JACK—Ray Charles (Ampar)—Leeds
9 10 NEVER ON SUNDAY—Don Costa (U.A.)—Boosey & Hawkes
10 — TAKE FIVE—Dave Brubeck (Coronet)
11 4 TIME—Craig Douglas (Top Rank)—Chappell
12 — SAD MOVIES—Sue Thompson (Hickory)—Acuff Rose
13 3 FIVE FOOT TWO—Brian Davies (HMV)—Allen's
14 5 KON TIKI—The Shadows (Columbia)—Alberts
15 6 LITTLE SISTER—Elvis Presley (RCA)—Belinda

SOUTH AFRICA

(Courtesy Lourenco Marques Radio)

- 1 1 SEND ME THE PILLOW YOU DREAM ON—Pat Boone (Dot)—Melody Music
2 4 LITTLE SISTER—Elvis Presley (RCA)—Aberbach S. A. (Pty.) Ltd.
3 2 A GIRL LIKE YOU—Cliff Richard (Columbia)—Francis Day & Hunter
4 6 DUM DUM—Brenda Lee (Decca)—E. H. Morris
5 9 SWEET LITTLE SIXTEEN—Mickey Most (Rave)—Arc Music Corp.
6 3 TAKE GOOD CARE OF HER—Adam Wade (HMV)—Paxwin Music
7 — MICHAEL—The Highwaymen (Renown)—Southern Music Limited
8 5 JUDY—Elvis Presley (RCA)—Progressive Africa Music
9 — RAIN DROPS—Dee Clarke (Renown)—Melody Music Co.
10 — HIS LATEST FLAME—Elvis Presley (RCA)—Aberbach S. A. (Pty.) Ltd.

JAPAN

(Courtesy Utamite, Tokyo) \* Denote Local Origin

- 1 2 MOLIENDO CAFE—Hugo Blanco (Grammophon); Nishida Sachiko (Grammophon)
2 1 KIMI KOISHI—Frank Nagai (Victor)
3 3 KOSHU—Matsumisha Akira (Victor)
4 4 BROKEN PROMISES—Henri De Pari (Victor); Kitamura Eiji (King); Kobayashi Akira (Columbia)
5 5 LITTLE DEVIL—Neil Sedaka (Victor)
6 8 RUNAWAY—Del Shannon (Victor); Iida Hisahiko (Columbia)
7 — SUUDARA BUSHI—Ueki Hitoshi (Toshiba)
8 6 WHEELS—Billy Vaughn (Victor)
9 7 KITSUKAKE TOKIJIRO—Hashi Yukio (Victor)
10 9 HARLEM NOCTURNE—Sam Taylor (Columbia)

NEW ZEALAND

- 1 3 JOHNNY REMEMBER ME—John Leyton (Top Rank) (Southern)

- 2 2 TAKE GOOD CARE OF MY BABY—Bobby Vee (London) King/Goffin
3 6 CRYING—Roy Orbison (London)—Acuff/Rose
4 4 LITTLE SISTER—Elvis Presley (RCA) Cop Control
5 — BIG BAD JOHN—Jimmy Dean (Coronet)—Acuff-Rose
6 9 WHO PUT THE BOMB—Barry Mann (Mercury)—Morris
7 10 KON TIKI—The Shadows (Columbia)—Albert
8 — THE MOUNTAIN'S HIGH—Dick and Deedeo (London)—Wallaby
9 1 YOU DON'T KNOW—Helen Shapiro (Columbia)—Columbia
10 7 AMOR—Ben E. King (London)—Allans

The Americas

PERU

(Courtesy La Prensa, Lima)

- 1 1 MOCHITA—Sonora Sensacion (Sono Radio); Nino Estrada (Smith); Rolando de Castro (Virrey)
2 2 QUIERO AMANECER—Los Llopis (Virrey); Lorenzo Gonzalez (Cholita); Niko Estrada (Smith); Lucio (Columbia)
3 5 ESCANDALO—Javier Solis (Columbia) Los Chapaneccos (Odeon); Los Romanceros Criollos (Virrey)
4 3 FINA ESTAMPA—Los Chamas (S. Radio); Tersita Velasquez (Odeon); Romanceros Criollos (Virrey)
5 4 QUERIDA—Sergio Murillo (Columbia)
6 7 DEMONIO O ANGEL—Bobby Vee (Liberty)
7 8 ARREPENTIDA—Leonra (Columbia)
9 9 ANOCHE ME DORMI—Teen Tops (Columbia)
9 10 AMOR QUE MIENTE—Sergio Murillo (Columbia)
10 6 MELODIA DE AMOR—Paul Anka (Paramount-Phillips); Los Llopis (Odeon)

ARGENTINA

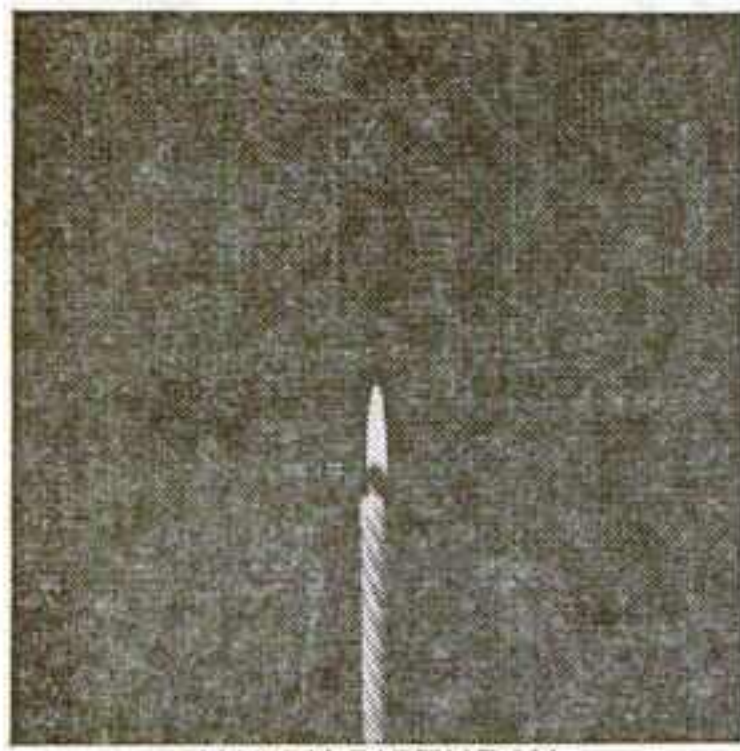
(Courtesy Escalera a la Fama, Buenos Aires) \* Denotes local origin

- 1 1 WHEELS—Billy Vaughn (Dot-Sicamericana)—Dundes Music Korn
2 1 RUNAWAY—Del Shannon (London)—Vicky-Fermata
2 2 AND THE HEAVEN CRIED—Tony Vilar (Columbia)—Rag Music-Smart
3 3 QUIERO AMANECER—Sarita Lascaro (RCA)—Korn
4 4 TONIGHT MY LOVE, TONIGHT—Paul Anka (ABC-Ariel) Spanka-Fermata
5 5 LITTLE DEVIL—Neil Sedaka (RCA)—Ayldo Music-Fermata
6 7 NOCHE DE BRUJAS—Ginn Fizz (Columbia)—Korn
7 6 ANGELICA—Horacio Guarany (Record)—Lagos
8 8 CARA DE PAYASO—Antonio Prieto (RCA)—Fermata
9 10 ESCANDALO—Roberto Yanes (Columbia)—Pam-Edami
10 — HIGH CLASE BABY—Teen Tops (Columbia); Johnny Tedesco (RCA)—Kalith Music-Fermata

MEXICO

(Courtesy Audiomusica, Mexico) \* Denotes local origin

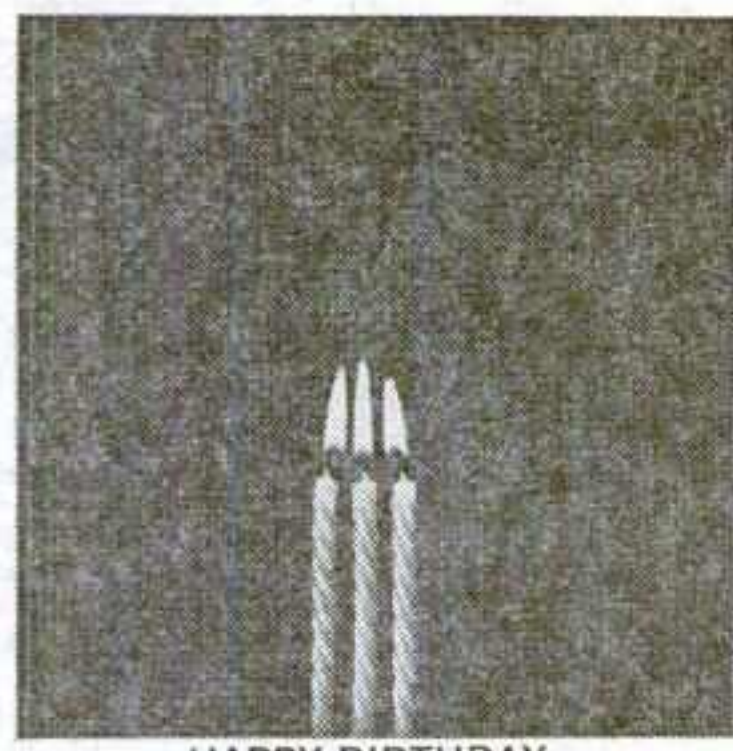
- 1 1 POPOTITOS—Los Teen Tops (Columbia)—Pending
2 2 ACAPULCO ROCK—Los Hooligans (Columbia)—Pham
3 5 MUCHO CORAZON—Amalia Mendoza (RCA)—Pham
4 4 DEL LOCO—Javier Solis (Columbia)—Pham
5 3 ESCANDALO—M. A. Muniz (RCA)—Pham
6 — ELODIA—Carlos Campos (Musart)
7 7 ENORME DISTANCIA—J. A. Jimenez (RCA)—Emml
8 9 AGUJETAS, COLOR DE ROSA (Pink Shoelaces)—Los Hooligans (Columbia)—Pham
9 6 GOTAS DE LLUVIA (Raindrops)—Enrique Guzman (Columbia)—Conrad Music
10 8 SUSPENSO INFERNAL—Los Dandys (RCA)—Emml



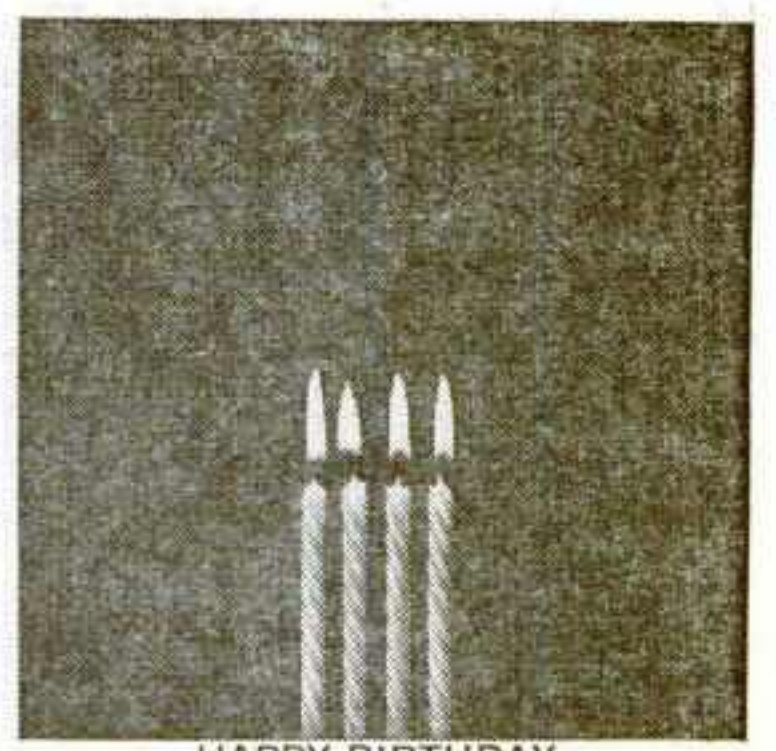
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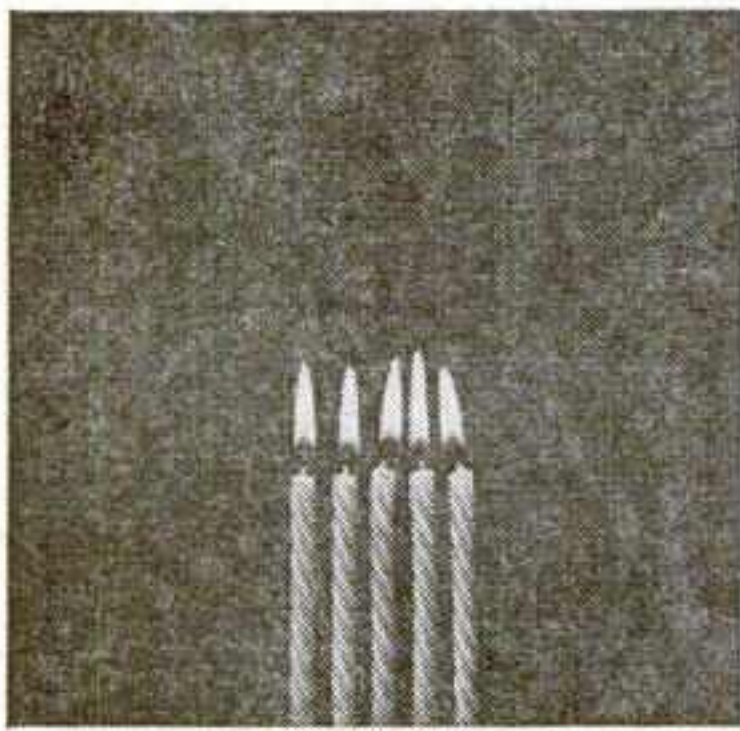
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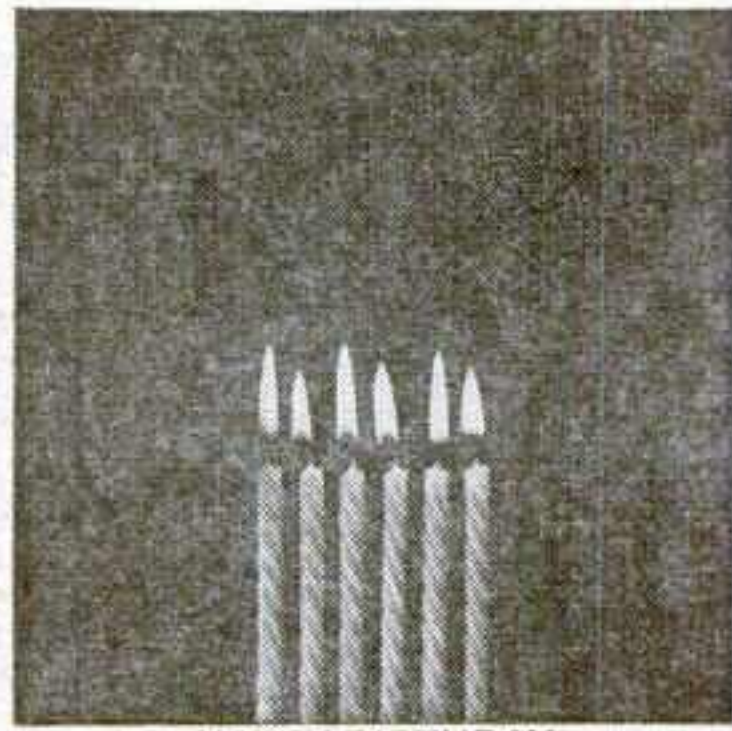
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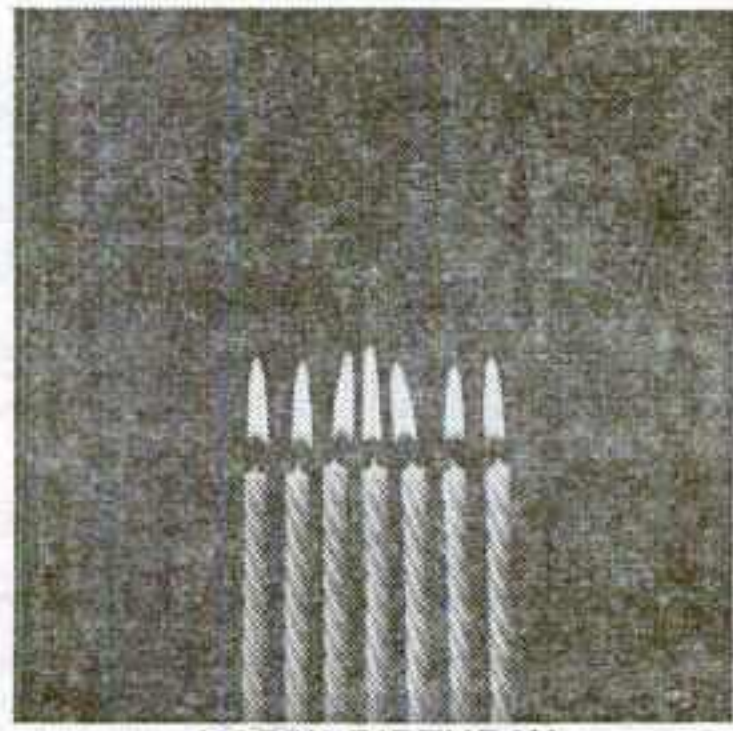
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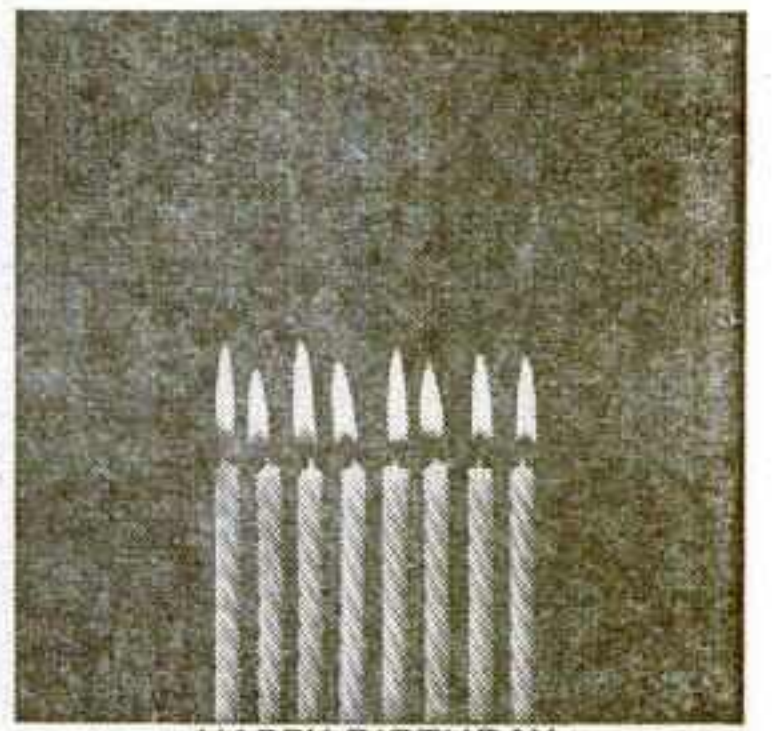
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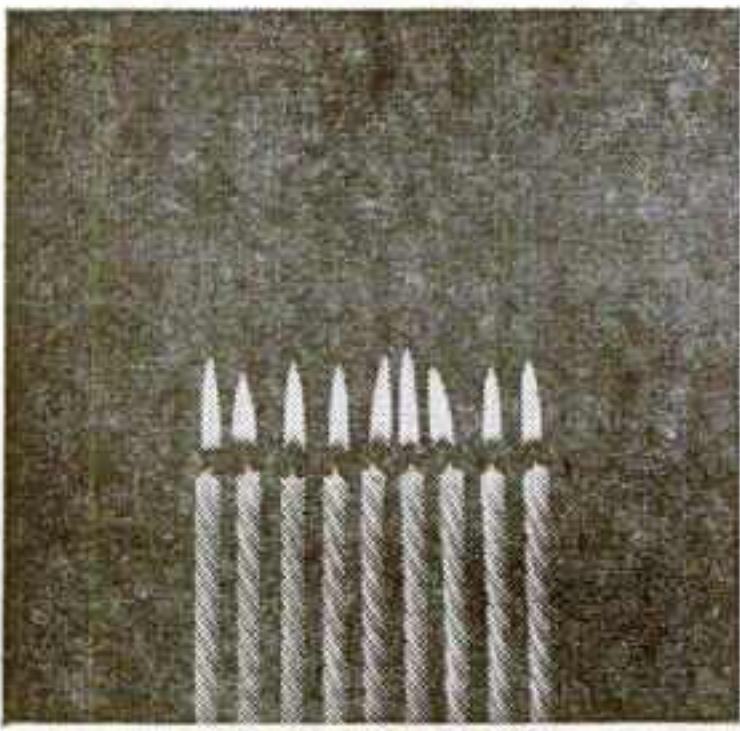
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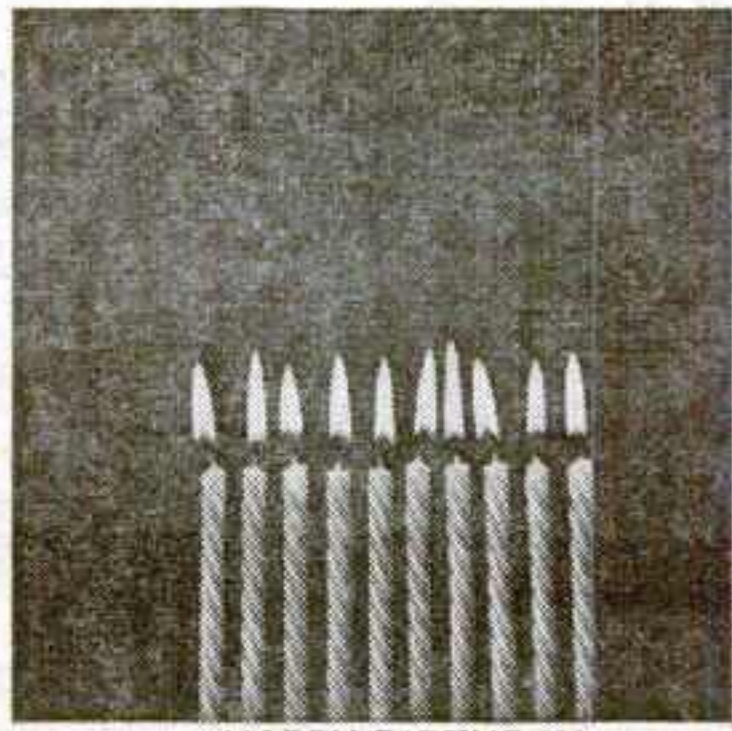
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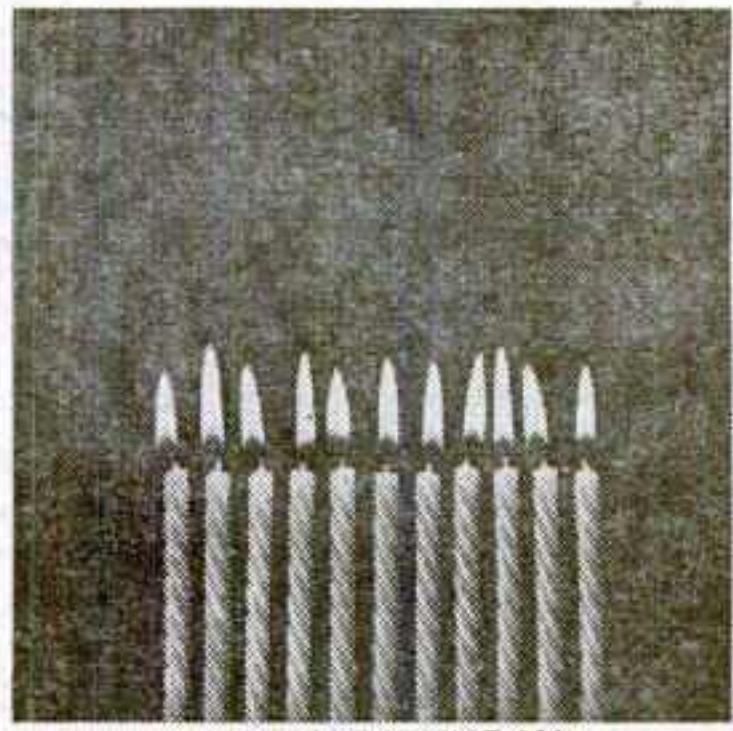
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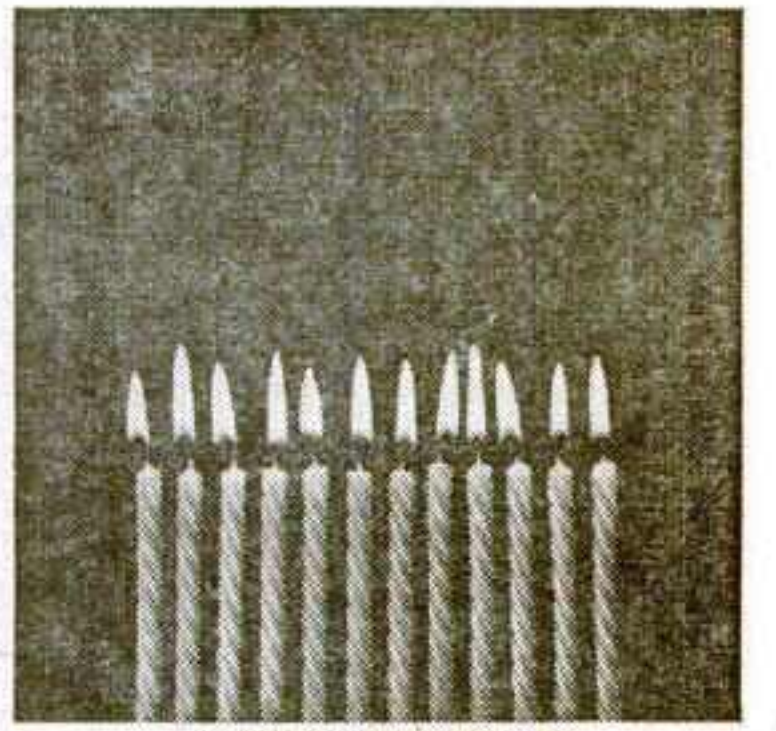
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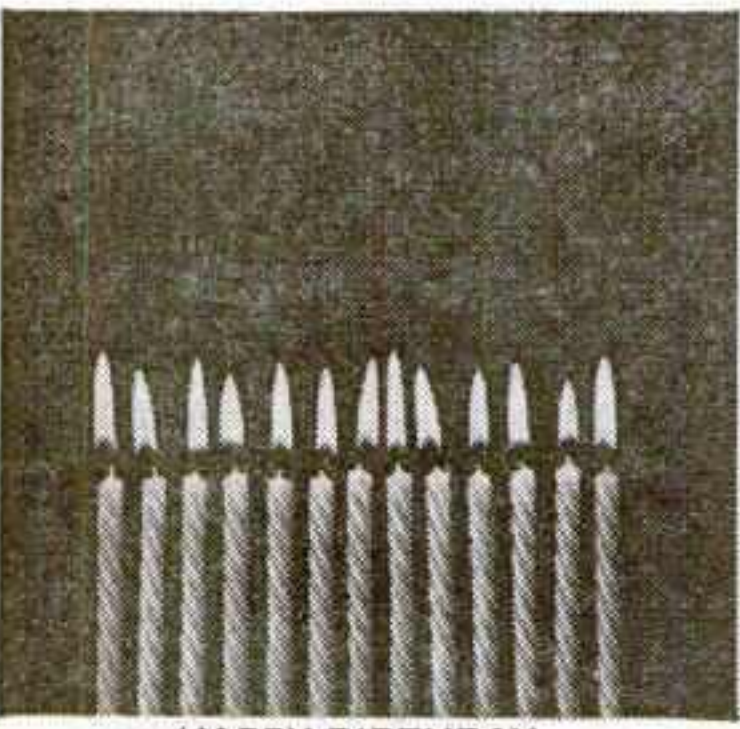
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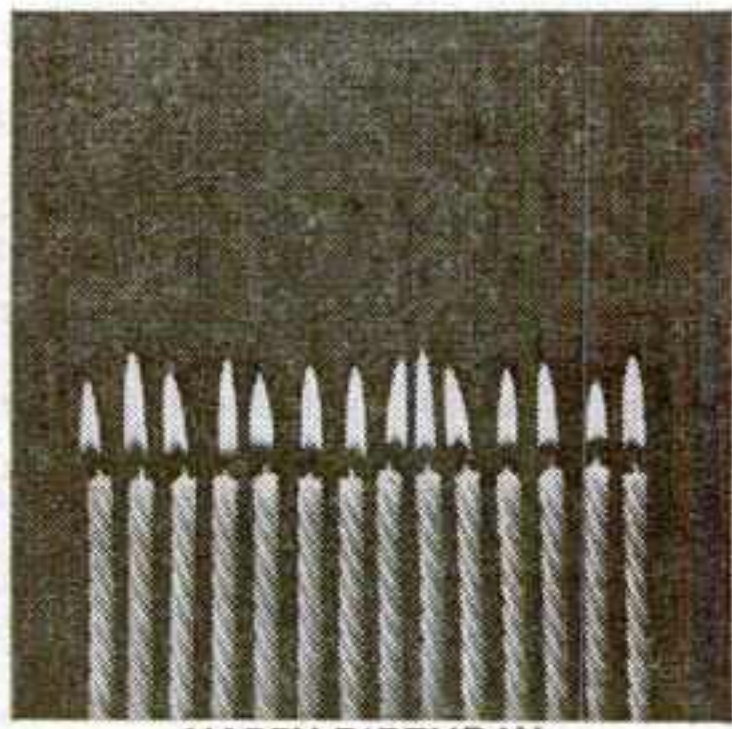
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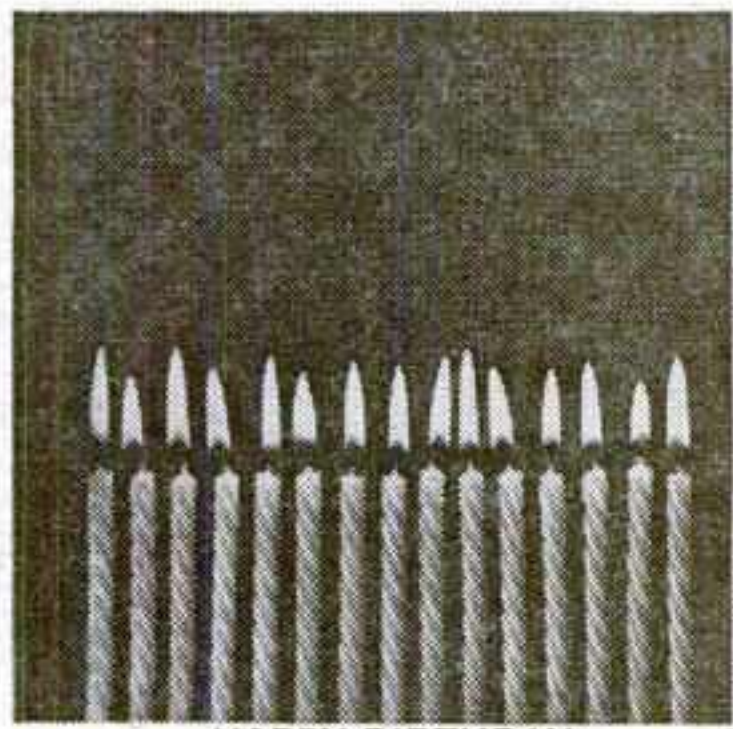
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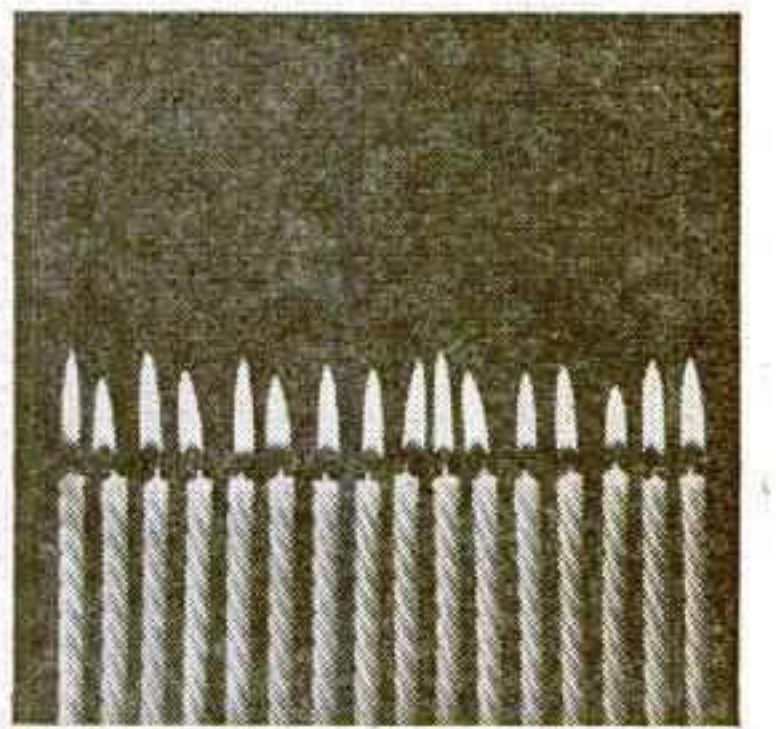
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## ITALY

# San Remo Festival Receives New Face

By **SAM'L STEINMAN**  
Piazza San Anselmo 1, Rome

A new face has been given to the 12th San Remo Festival which will take place February 8, 9 and 10, with winners to be announced on February 18 after a repetition of the nationwide lottery-pool known as Votofestival.

Songs may be submitted until November 30 with a remittance of

\$16 — instead of \$24—with each number. Two juries of eight men each will vote. All those receiving half of the nominations will be presented to two additional juries of eight, each of whom will make their choices on a 1 to 30 basis. The top 14 will enter the event along with 10 other songs by the six composers and four lyricists whose works have been most successful

in the past 11 editions of festival. Beginning in 1963, these 10 places will go to the top 10 of the previous year's event. Each entry admitted must pay an additional \$240. Each disk house is limited to one artist in the semi-finals, while those houses which have a multiplicity of labels will be limited to six names as a maximum. Because of a difference over the new rules, Ezio Raedelli, director in 1960 and 1961, has resigned.

While RAI has announced that it will only telecast the final night, a change in heart is possible because "Canzonissima," the RAI effort to establish a TV substitute for San Remo, has flopped more than any other program of past years.

RAI's Channel 2 on UHF is now  
(Continued on page 42)

## GERMANY

# Dorothy Dandridge Show Making W. German Tour

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

The newly formed Dorothy Dandridge show will start in West Germany December 1. Scheduled are a TV performance, a tour of seven German towns (among them Munich, Berlin, Hamburg, Frankfurt and Wiesbaden). The show will be accompanied in Germany by Munich's Max Greger big band. After Germany the show will tour other cities in Europe.

Through a special request from Connie Francis, Polydor producer Gerhard Mendelson recorded the German version of her new hit "Too Many Rules" with the German lyrics "Das Ist Zu Viel." The flip side offers "Eine Insel Fur Zwei" by Charlie Niessen.

## Publishing News

Peter Lach now runs the Capriccio firm. This publishing house has two hits in the charts: "Blue Sea" by the Blue Diamonds, and "My Bonny" with Ria Valk, a top star in Holland and Belgium. Maria Zamora offers a new version of the standard "La Cucaracha," another Capriccio tune, on the Philips label.

## Covers

Radio Luxemburg's Silver Hit "Johnny, Nimm Das Heimweh Mit," published by Melodie Der Welt, has four versions on the market: Gina Dobra on Polydor, Lys Assia on Telefunken, Linda Corell on Ariola, and Hannelore Cremer on Polydor.

## MEXICO

# Conde Touring Latin Nations

By **OTTO MAYER-SERRA**

RCA's newly appointed Latin American a.&r. director Mariano Rivera Conde left last Wednesday (8) for Sao Paulo and Rio de Janeiro. On Tuesday (14) he will arrive in Buenos Aires. Beginning in January, he will explore for six months the artistic possibilities and the public taste in most of South American countries. One of his chief tasks will be to promote the leading artists of one country in all the others and help RCA's Latin American affiliates to exploit all the possibilities of their big Latin catalog.

On November 28 Rivera Conde will be back in New York, and December 2 he flies to Rome, where he has been invited by RCA Italiana to attend the opening of the new studios of the company. Before Christmas he returns to Mexico, where he holds his position as vice-president of RCA Mexicana.

## AUSTRALIA

# 'Kissin' Time' Gets Australian Lyric

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

E.M.I. are rush-releasing a new version of Bobby Rydell singing "Kissin' Time." References to the American cities in the song have been changed to the Australian scene—"They're Kissin' in Sydney, Perth and Melbourne too." As the original version was never released here, this new arrangement with an Australian flavor is sure to be a hit.

## Publishing

Leeds Music has acquired from  
(Continued on page 42)

By **BRIGITTE KEEB**  
Music Editor Automaten-Markt

Composer Manos Hadjidakis (Never on Sunday), who has his big follow-up hit with "Weiss Rosen aus Athen" by Nana Mouskouri on Philips here, visited his German publisher, Peter Schaeffers, in Berlin. Talks dealt with next year's record and film production.

Bob Weiss of Warner Bros. looked in at Rolf Budde's and other music publishers during his short German trip at the end of October. With Teldec, distributor of the label here, he discussed a special publicity campaign for Connie Stevens in connection with the motion picture "Fanny." Miss Stevens is supposed to appear for a second time on German TV in January next year.

## New Label

As reported earlier, Tempo Records of Munich, a 30-year manufacturer, prepared a regular-priced label, sold at the usual German single price of DM 4. Deliver will be started November 15. The new label, named Osca, will open with five singles offering original compositions. Among the first recordings, are English songstress Maureen Rene, trumpeter Charly Tabor, and some of the most successful artists on the Tempo label. Two waxings with hit chances in Germany as well as internationally are "Dankeschon und Aufwiedersehen" by Maureen Rene and an outstanding instrumental, "Arizona Melodie," by Charly Tabor.

## Reprise in Germany

Frank Sinatra's Reprise label is now available in Germany, on Ariola. Managing Director Lutz Wellnitz signed a contract with Sinatra's representative, Morris Ostin, for distribution of Reprise by Ariola.

## NORWAY

# Proton New Verve Distrib

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

Beginning this month, Proton A/S took over the rights of representing Verve in Norway.

In Central Europe MGM is represented by Deutsche Grammophon Gesellschaft, and this German company had Verve rights for Germany and Scandinavia. Iversen & Frogg represents MGM in Norway. Verve was represented by Egil Monn Iversen.

## Talent Record

The talent competition that Iversen & Frogg arranged with an Oslo newspaper has brought three new singers to the Norwegian platter market. The first of them has had his own record, "Ekteskapsvisa" (Song of Marriage) c/w "Hankatten Peder" (Peder the Male Cat), written and sung by Wilfred Aanerud on Columbia. Aanerud is by trade a bricklayer.

Another new singer, a young girl by the name of Else Marie Vetland, sings on Triola.

Biggest selling Norwegian record this week seems to be "Marianna" and "Fjerne land" by the Key Brothers on Triola. The tunes are translated from German.

The UA record "Michael" by the Highwaymen is selling miles ahead of any other record in Norway these days. The disk draws from two segments of the public, first the ordinary teen-ager buying the Radio Luxemburg hits, and second from the public that ordinary buys religious records.



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## Firms Seek Disk Slump Answer

By GEORGE HILDER  
19 Todman Ave., Sydney

In common with the Northern States, record sales in Victoria and Tasmania have been depressed for the period of July, 1960 through to June, 1961. Caused undoubtedly by the Australian Government's fixed policy in the control of credit, the slump in sales of records has caused many problems for record companies.

Staff reductions and reduced release schedules have been the chief means used to reduce expenditure as turnover came down. Several new ideas have appeared—notably an attempt by Mercury Records to revitalize the singles market by introducing the low price Wing label which retails at approximately 33½ per cent less than the singles of other companies, including their own Mercury label. It will be interesting to see whether this drastic price cut will help after a period of time has allowed the range to become accepted.

Perhaps the better idea was to provide the youngsters with 100 per cent more music on a single for the same price—this was done by W&G who released "4 On 1 Super Disc" in September. Initial response by teen-agers to Johnny Chester's "4 On 1" disk has been extremely encouraging according to W&G sales chief Marty Angus. Sales by record companies of

cut-out disks have been a feature in record stores this year, two periods—March and October have been set aside for this purpose and both dealers and record companies have made full use of these periods to clear their stocks of "slow moving" lines.

## Disk Business

W&G announced that they are handling the distribution in Victoria of the famous Italian labels Cetra, Fonit and C.G.D. These disks are released in Australia by Minstrel Records Company of Sydney and the initial response to W&G's campaign has already been terrific; distribution commenced at the beginning of October.

Local recording of interest from Melbourne and perhaps the largest Australian recording project yet undertaken is the EMI diskings of the Australian Cast album of "Sound of Music," starring June Bronhill and Peter Graves. The W&G Custom Pressing and Recording Department is handling the on-location recording of this musical for EMI.

Business has commenced to pick up following the end-of-year period (30th June) and it is expected throughout the trade that the next few months through to Christmas should bring good sales to all companies.

The Coronet (Columbia) Record Club began earlier in the year, but was forced to soft pedal its activities pending the settlement of dealer problems—is now operating once again under the banner of the Australian Record Club.

The W&G group began activities in the music publishing field with its Woomera Music Pty. Ltd. Concentrating on Australian items, its initial sheet of "One Small Photograph" has developed into a promising standard.

## New Records

The Australian Record Company have acquired the rights to release Musicor's "Your Ma Said You Cried in Your Sleep Last Night" sung by Kenny Dino. It will be released on the United Artists label in Australia. . . . Belinda Music announced that Aaron Schroeder is to write songs especially for Australian artists. . . . Copies of the work of Col Joye, Tony Brady, Johnny Devlin, Noelene Batley and Johnny O'Keefe were forwarded to Mr. Schroeder and he was so impressed by the records that he decided "to render a special service to Aussie artists." This promises to solve the problem of singers who have always found great difficulty in finding the right material to record.

## DENMARK

## Jazz &amp; Pop At Radio Hall

By ARNE HANSEN  
11 Malerbakken, Holte.

A commercial radio station here, Radio Mercur, is not impressed by the steps taken by the government to have it prohibited, but shows a lot of activity. On its second birthday in September the station bought the doomed Scala Theater in Copenhagen for studio and concert purpose and named it Radio Mercur City.

So far the Modern Jazz Quartet So far the Modern Jazz Quartet, teen-age idol Cliff Richard and the Dave Brubeck Quartet have appeared in the hall.

Danish State Radio shows activity on other grounds. In consequence of the frequent criticism in the press of the low standard of pop records played on the air, the State radio has requested the flower of Danish poets-authors and composers of serious music to participate in a pop melody contest. The finals will take place around Christmas. Whether this contest will set perceptible changes in common taste is a big question, but long hair contributions to the pop field is of course awaited with much curiosity by the Danish record companies.

Some days ago American teen-age idol Fabian was in Copenhagen, but the visit went somehow unnoticed. Offers from Danish radio and TV, which just can't afford large fees, had been turned down. If only top stars and their managers would try to realize that a reduction of normal fee might be prudent in small countries. Denmark has a population of only four and a half million people, but one-half million are teen-agers!

## Mexican, Spanish Music Meet Topic

NEW YORK — The recording and music publishing business in Spain and Mexico will be the topic up for discussion at the International Record Men's Club's luncheon meet here Tuesday (28).

Speaker will be Fred J. Reiter, who represents Hispavox of Spain and Gamma of Mexico, and is also active in U. S. publishing.

A special advisory board is now being formed by the IRMC and members will be announced at the forthcoming meet. Reservations for the luncheon should be made through Chairman Walter Hofer or Vice-Chairman Sidney Shemel.

## FRANCE

## All of France Cries: 'Vive Le Twist'

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

The twist has completely conquered the French disk buyer and the record business. Twist records are getting strong play over the radio stations and every new record tries to display the twist label as if it were a sure media to sell the record.

Ricordi's Golden Guitars have come out with the 45th cover version.

The rock and roll craze is getting so big that Le Bal Tabarin, which in the old days was the temple of French Can Can, is now completely given up to rock and roll performers.

## Tangos Too

But despite that rock and roll fad, Editions Tutti has successfully launched two tangos which are getting strong action.

Jean Pierard expects to have a

big success with the French version of Simeone's "The Song of the Promised Land" which is the object of a joint promotional campaign by Philips and Polydor Records. The tune already has five cover versions.

## Distribution

Sinfonia, a record retail shop on the Champs Elysees, announces that they are the exclusive distributor for Candid Records.

## Talent Tours

Norman Granz, in co-operation with Paris Jazz Concert and Europe No. 1, presents at the Olympia Theater, November 18, two concerts by Dizzy Gillespie and John Coltrane. For this occasion, Barclay released "My Favorite Things" by John Coltrane (from Atlantic) and "Gillespiana" by Dizzy Gillespie (from Verve).

## NEW ZEALAND

## Richard Misses Fans But Is SRO

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

What was possibly the biggest reception and welcome ever accorded an overseas visitor went unnoticed by visiting English pop singer Cliff Richard. Cliff was whisked away by the local police through the airport baggage room and missed not only 4,000 odd fans, but also welcoming parties from EMI, and a Maori Concert Party. All four concerts in Auckland were complete sellouts and drew good press notices. EMI staged a party for Cliff and his touring friends after his show on Monday night. All record retailers in the city were there including the biggest man in radio, Selwyn Toogood. . . . HMV's Reg Johanson flew up from Wellington to attend. Unlike Richard's success, Lonnie Donegan, also on tour here, has found it rather different from his last tour. Houses haven't been too good and record sales of his latest disks are below expectations.

## Disk Shorts

Coronet will shortly release the original sound track of "The Sound of Music." Also new from Coronet are Wayne and Shuster's "Selected Short Subjects," the Brothers Four doing "Roamin'," and Doris Day's "Bright and Sunny."

## HOLLAND

## Argentinians Hot in Holland

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

The vocal instrumental quartet Los Fronterizos—one of the top names in records in Argentina—made a sensational debut at the Grand Gala Du Disque. At this event, and later for the second time on October 21, they were heard and seen on the Dutch TV. These boys, whose recordings come out on the Philips label, are getting more popular day by day. Their first Philips EP was released here a few days ago.

Los Cinco Latinos, also from Argentina, Fontana artists, were presented with a gold record by the managing director of Philips Records in Spain. Holland is hoping to welcome this ensemble before too long. . . . British Fontana singer Cleo Laine, wife of band leader Johnny Dankworth, made a successful second appearance on Dutch TV on October 27. Her recording of "You'll Answer Me" is high in the British charts. Cleo is Britain's "first lady of jazz" and this is her first pop success, just released in Holland on the Fontana label.

## ARGENTINA

## Spreading Brazilian Music

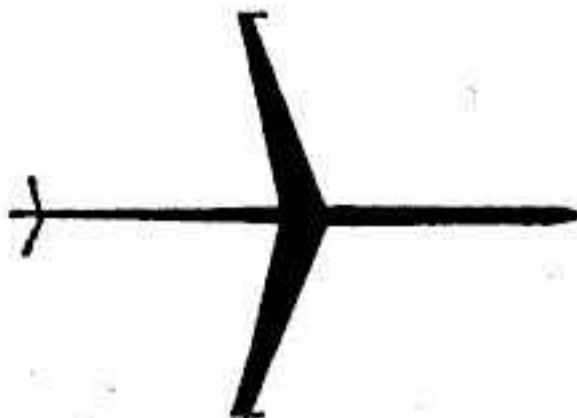
By RUBEN MACHADO  
Lavelle 1/83, Buenos Aires

Booker Pittman, saxophonist who was in Count Basie's orchestra years ago, has performed with great success in Buenos Aires. Pittman's residence is now in Brazil.

A plan to spread Brazilian Music has been set by Jose Escatena, president of the Brazilian Recording Company, RGE, who stayed a week in Buenos Aires. Escatena intends to collaborate in the solution of problems between the Brazilian Recording Companies and the Argentina Society of Authors, whose repertory is not recorded by the labels of that country.

The "Concierto Espectacular," a digest of 10 LP's which include music of all kinds, have been released by RCA and is scoring good sales. . . . In a few days the most modern studio for stereo recording in South America by Columbia Records will be finished.

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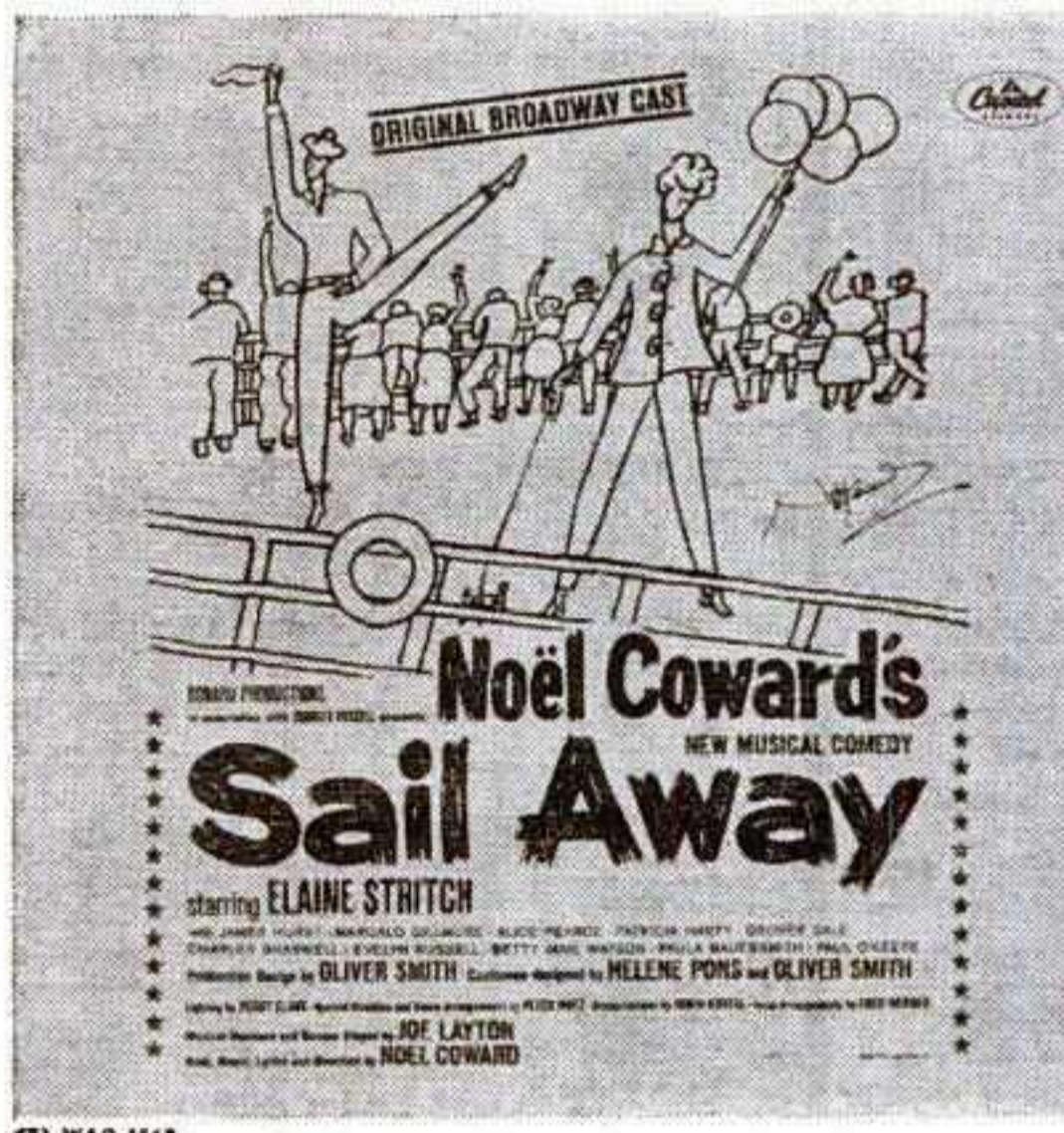
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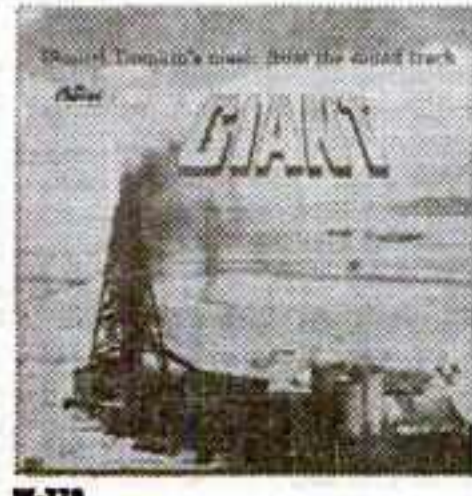
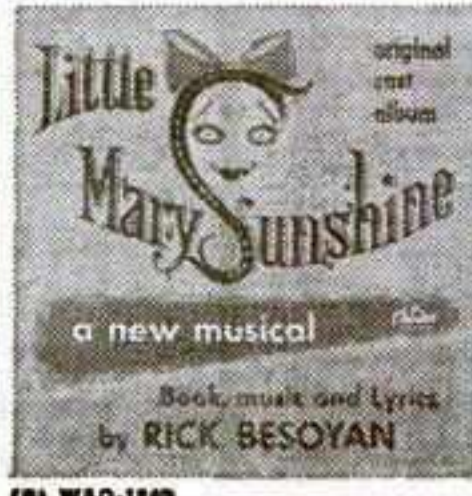
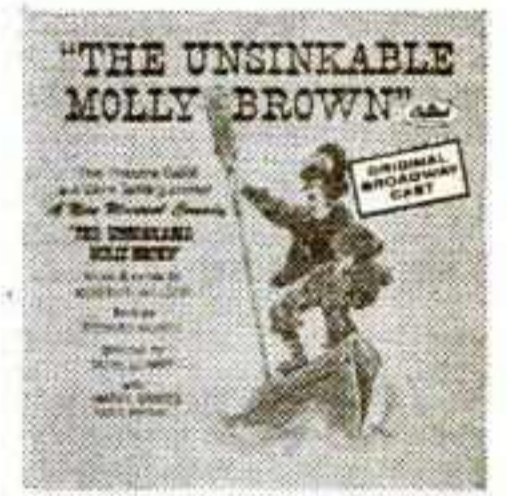
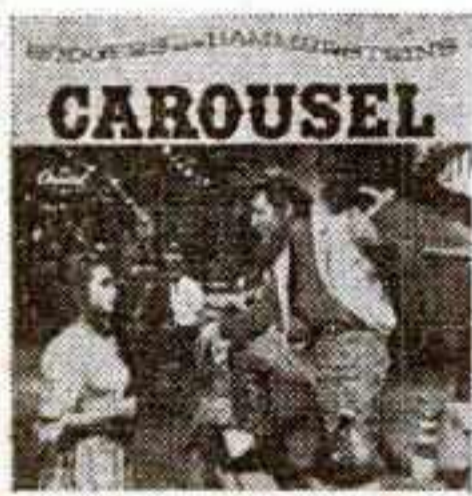
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# ALBUM PROGRAMMING & BUYING GUIDE

## TOP LP's BY CATEGORY

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

### VOCAL LP's

Title (Label)	(Stereo) Mono Top LP Rank
<b>Male Vocalists</b>	
All the Way (Cap)	115
Paul Anka Sings His Big 15 (ABC)	38
● PAUL ANKA SINGS HIS BIG 15, VOL. II (ABC)	107
Belafonte at Carnegie Hall (RCA)	(10) 21
● BOLL WEEVIL SONG AND 11 OTHER GREAT HITS (MER)	123
Come Swing With Me (Cap)	(42) 45
Bobby Darin Story (Atco)	39
Heavenly (Col)	67
● HELL BENT FOR LEATHER (COL)	87
● HITS OF THE ROCKIN' 50's (LIB)	85
Buddy Holly Story (Cap)	111
Hymns (Cap)	94
● I REMEMBER TOMMY (REPRISE)	50
Johnny's Greatest Hits (Col)	34
Johnny's Moods (Col)	98
Jump Up Calypso (RCA)	(16) 5
Love Swings (Atco)	149
Moody River (Dot)	108
● MY KIND OF GIRL (WARWICK)	88
Nice 'n' Easy (Cap)	117
Portrait of Johnny (Col)	(12) 4
Rick Is 21 (Imp)	78
Ring-A-Ding Ding (Rep)	74
● JIMMY REED AT CARNEGIE HALL (VEE JAY)	77
● RYDELL AT THE COPA (CAMEO)	73
Sinatra Swings (Rep)	(9) 23
● SING TO ME, MR. C (RCA)	133
Something for Everybody (RCA)	(37) 41
● WHOLE LOTTA FRANKIE (CHANCELLOR)	84
<b>Female Vocalists</b>	
All the Way (Dec)	33
Basin St. East Proudly Presents Miss Peggy Lee (Cap)	121
Connie's Greatest Hits (MGM)	49
● ELLA IN HOLLYWOOD (VERVE)	99
Emotions (Dec)	143
● HE NEEDS ME (EVEREST)	126
● I HAVE DREAMED (COL)	150
● I'M GLAD THERE IS YOU (EVEREST)	72
Judy at Carnegie Hall (Cap)	(1) 1
● NEVER ON SUNDAY (MGM)	26
Roarin' 20's (WB)	54
● SPECIAL DELIVERY (RCA)	113
● THIS LITTLE BOY OF MINE (EVEREST)	66
● TIMI YURO (LIB)	132
<b>Duos and Groups</b>	
● COLORFUL VENTURES, THE (DOLT)	125
Encore of Golden Hits (Mer)	43
Four Preps on Campus (Cap)	(41) 28
Goin' Places (Cap)	(26) 35
Here We Go Again (Cap)	63
● HIGHWAYMEN (UA)	96
Kingston Trio (Cap)	59
● KINGSTON TRIO CLOSE UP (CAP)	(8) 7
● LIMELITERS (ELEKTRA)	(48) 56
Make Way (Cap)	134
● SLIGHTLY FABULOUS LIMELITERS (RCA)	(31) 22
Tonight in Person (RCA)	31
● VENTURES, THE (DOLT)	135
<b>Choruses</b>	
Fireside Sing Along With Mitch (Col)	51
Folk Song Sing Along With Mitch (Col)	127
Happy Times Sing Along With Mitch (Col)	136
● HOLIDAY SING ALONG WITH MITCH (COL)	124
Memories Sing Along With Mitch (Col)	60
More Sing Along With Mitch (Col)	79
Saturday Night Sing Along With Mitch (Col)	69
Sentimental Sing Along With Mitch (Col)	71
Sing Along With Mitch (Col)	(15) 11
TV Sing Along With Mitch (Col)	(25) 16
● YOUR REQUEST SING ALONG WITH MITCH (COL)	(13) 25
<b>Mixed Voices</b>	
Oldies But Goodies (OS)	44
Oldies But Goodies, Vol. III (OS)	12

### CLASSICAL & SEMI-CLASSICAL LP's

● RODGERS: VICTORY AT SEA, VOL. III (RCA)	(11) 82
Sixty Years of Music America Loves Best, Vol. II (RCA)	101
Sixty Years of Music America Loves Best, Vol. III (Classical) (RCA)	19
<b>INSTRUMENTAL LP's</b>	
<b>Mood and Dance</b>	
Calcutta (Dot)	(21) 40
Ebb Tide and Other Instrumental Favorites (Dec)	(20) 29
● GOLDEN WALTZES (DOT)	(46) 122
Italia Mia (Lon)	145
● MEXICO (MON)	90

Title (Label)	(Stereo) Mono Top LP Rank
Mr. Lucky Goes Latin (RCA)	131
● MUCHO GUSTO (COL)	(43)
● NEW PIANO IN TOWN (RCA)	(49) 61
Orange Blossom Special and Wheels (Dot)	142
Piano Forte (RCA)	120
● SATIN AFFAIR (CAP)	89
Say It With Music (Col)	139
Sixty Years of Music America Loves Best, Vol. III (Popular) (RCA)	13
Somebody Loves Me (Col)	(28) 53
● SONGS OF THE SOARING 60's (KAPP)	83
Stars for a Summer Night (Col)	(6) 10
● TOUCH OF ELEGANCE, A (COL)	148
Yellow Bird (Life)	(38) 103
Yellow Bird (Dot)	(7) 17
Yellow Bird (Kapp)	146
<b>Jazz</b>	
Ray Charles and Betty Carter (ABC)	58
● MILES DAVIS IN PERSON, FRIDAY NIGHT AT THE BLACKHAWK, SAN FRANCISCO, VOL. 1 (COL)	119
Dreamstreet (ABC)	105
Exodus to Jazz (Vee Jay)	(24) 81
Pete Fountain's New Orleans (Cap)	118
Genius of Ray Charles (Atl)	109
Genius Plus Soul Equals Jazz (Impulse)	70
● GENIUS SINGS THE BLUES (ATL)	130
● HE'S THE KING (RCA)	68
Al Hirt, Greatest Horn in the World (RCA)	(47) 144
Time Out (Col)	(22) 8
What'd I Say (Atl)	92
<b>Teen Beat</b>	
Dance Till a Quarter to Three (LeGrand)	64
● LET'S TWIST AGAIN (PARK)	86
On the Rebound (RCA)	147

### Percussion and Sound

● BIG BAND PERCUSSION (LON)	(33)
● MELODY AND PERCUSSION FOR TWO PIANOS (LON)	(34) 128
● PASS IN REVIEW (LON)	(17)
● PERCUSSION OOM PAH (LON)	(50)
Persuasive Percussion, Vol. I (Com)	(23)
Provocative Percussion, Vol. I (Com)	(39)
● STEREO 35/MM (COM)	(2)

## SHOW MUSIC

### Original Cast

Camelot (Col)	(4) 2
Carnival (MGM)	(40) 24
Fiorello (Cap)	106
Gypsy (Col)	137
Music Man (Cap)	80
My Fair Lady (Col)	(36) 36
The Sound of Music (Col)	(3) 6
South Pacific (Col)	32
Unsinkable Molly Brown (Cap)	129
West Side Story (Col)	(35) 37

### Sound Track

Ben-Hur (MGM)	110
● BLUE HAWAII (RCA)	(32) 3
Exodus (RCA)	(14) 9
● FANNY (WB)	141
G. I. Blues (RCA)	(44) 55
● THE GUNS OF NAVARONE (COL)	100
● KING OF KINGS (MGM)	(29)
Never on Sunday (UA)	(5) 30
● PARENT TRAP (VISTA)	114
● PARRISH (WB)	140
South Pacific (RCA)	(27) 116
● WEST SIDE STORY (COL)	(45) 48

### Music From Musicals, Films and TV

● BREAKFAST AT TIFFANY'S (RCA)	(30) 57
Film Encores (Lon)	118
Great Motion Picture Themes (UA)	(18) 15
Music From Exodus and Other Great Themes (Lon)	(19) 97
● WEST SIDE STORY (CAP)	75

### COMEDY LP's

● AIN'T THAT WEIRD? (RCA)	27
● BEHIND THE BUTTON-DOWN MIND OF BOB NEUHART (WB)	20
Button-Down Mind of Bob Neuhart (WB)	52
Button-Down Mind Strikes Back (WB)	62
Stan Freberg Presents the U. S. A. (Cap)	102
Here's Jonathan (Ver)	95
In Living Black and White (Colpix)	138
Inside Shelley Berman (Ver)	104
Jose Jimenez at the Hungry I (Kapp)	14
Knockers Up (Jub)	18
● MOMS MABLEY AT THE PLAYBOY CLUB (CHESS)	42
Moms Mabley at the UN (Chess)	46
● MURRAY THE "K's" SING ALONG WITH THE ORIGINAL GOLDEN GASSERS (ROULETTE)	76
● PERSONAL APPEARANCE, A (VERVE)	47
Rejoice Dear Hearts (RCA)	93
Sinsational (Jub)	65
Songs for Sinners (Jub)	91

## Reviews of New Albums

The pick of the new releases:

### SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

#### Pop

##### THE HUSTLER



**Sound Track, Kapp KL 1264**—Kenyon Hopkins' expressive jazz score of the new Paul Newman-Jackie Gleason movie is spotlighted on this LP with dramatic impact. Gleason, a Capitol artist, isn't mentioned on LP cover copy, which lists only the name of the character he plays in the film—Minnesota Fats. The picture is doing all right at the box office, which should help sales on the package.

##### RICHARD RODGERS' WINSTON CHURCHILL THE VALIANT YEARS



**Orchestra, Cond., Robert E. Dolan. ABC-Paramount ABCS 387 (Stereo & Monaural)**—This package is made up of the thematic material Rodgers wrote for the Winston Churchill TV series, "The Valiant Years." Divided into four parts, the music conveys grandeur and nobility. Could be as big as Rodgers' "Victory at Sea."

##### YOUR TWIST PARTY



**Chubby Checker. Parkway P 7007**—With the revived interest in the Twist, the originator of the dance, Chubby Checker, should have a sock seller here. It includes his hit disks, from "The Twist" to "Twistin' U.S.A.," as well as a flock of others in twist style like "Let's Twist Again," "Rock Around the Clock" and "Hound Dog." Solid teen—

##### THE BROTHERS FOUR SONG BOOK



**Brothers Four. Columbia CS 8497. (Stereo & Monaural)**—This handsomely packaged, double-fold album has a sales plus in printed lyrics and music score for guitar accompaniment, which are bound into the LP. The boys are in fresh, verveful voice on a group of singable oldies—"Goodnight Irene," "Ole Smokey," "Lady Greenleaves," and "Rock Island Line." A strong sales item.

#### Classical

##### BACH: THE FOUR SUITES FOR ORCHESTRA (2-12")



**Yehudi Menuhin and the Bath Festival Chamber Orchestra. Capitol GBR 7252**—There can be nothing but the highest praise for this extraordinary reading of Bach's "Four Suites for Orchestra." In top quality stereo sound, the distinguished violinist Yehudi Menuhin and the Bath Festival Chamber Orchestra present a technically perfect performance of this work. This superb two-disk package is a must for every classical collector's library, and would certainly be a treasure to receive as a Christmas gift. Potent item for classical dealers.

##### HANDEL: MESSIAH (3-12")



**Sutherland, Bumbry, McKellar, Ward. London Symphony Orchestra and Chorus (Boult). London OSA 1329 (Stereo)**—This new recording of Handel's "Messiah" is one of the outstanding recordings of the year. It will probably remain, for a long time, the definitive "Messiah." Joan Sutherland is superb; American-born Grace Bumbry, and Kenneth McKellar and David Ward are all excellent. They are splendidly supported by the London Symphony Orchestra and Chorus under Sir Adrian Boult. A strong Christmas item.

##### RACHMANINOFF: SYMPHONY NO. 2 IN E, OP. 27



**William Steinberg and the Pittsburgh Symphony Orchestra. Command CC 11006 SD (Stereo)**—An excellent reading in superb stereo sound of the popular work. Sales attraction is three fold: the extraordinary stereo sound resulting from use of 35-mm. magnetic film; the popularity of the symphony itself, and the name value that Steinberg has developed, especially with the young adults beginning their classical collections. A potent package.

##### THE INCOMPARABLE BJOERLING



**Jussi Bjoerling. RCA Victor LM 2570 (Stereo & Monaural)**—Jussi Bjoerling was a giant among singers in his time and in this new packaging, Victor presents the great tenor in a colorful program of arias with which he was closely associated. Included in this memorial tribute are items from the pens of Puccini, Verdi, Mascagni, Ponchielli, Giordano and Cilea, among them some of the most familiar and beloved of all. Much action across the counter can be expected here.

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


(Continued on page 38)

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Glamorous, exotic, dramatic sounds of great singers and musicians recorded in France, Mexico, England and Italy... on the same label that also brings you the original soundtrack recordings of two prize-winning Italian film hits! Available in Living Stereo and Monaural Hi-Fi.

LIVING STEREO FPM/FSP-101  
RECORDED IN PARIS  
**JOSEPHINE BAKER**  
  
**CHANTE PARIS**  
LISTEN...THE SOUND OF THE SEINE...  
THE MURMUR OF MONTMARTRE...THE HEARTBEAT  
OF LES HALLES."PARIS, JE T'AIME,"  
SHOUTS THE INCOMPARABLE JOSEPHINE BAKER,  
AS SHE SINGS OF HER NEVER ENDING  
LOVE AFFAIR WITH THE MOST BEAUTIFUL CITY IN  
THE WORLD LOVERS EVERYWHERE,  
LISTEN...AND DREAM. YOU ARE IN PARIS.


LIVING STEREO FPM/FSP-104  
RECORDED IN LONDON  
**Ave a go wiv the Buskers**  
Listen  
Cockney street singers and musicians after  
quaffing a few pints of ale...Sentimental songs with  
a wailing accordion...Bawdy songs with a  
"spoon-basher's" beat...Drown your sorrows or laugh  
your bloomin' ead off...you're in a man's town...  
You're in London  


LIVING STEREO FPM/FSP-103  
RECORDED IN MEXICO  
**Magic Violins of Villa Fontana**  
  
Listen...one of the great string ensembles of the world  
caresses you. Singing, soaring, shimmering sounds  
of violins in the hands of proud Mexican artists. The  
melodies are exquisite, the interpretation is passion-  
ate, and the nights are unashamedly romantic.  
You're at the famous Villa Fontana. You're in Mexico.

LIVING STEREO FPM/FSP-102  
RECORDED IN EUROPE  
**LOS CHAKACHAS**  
  
LISTEN...Cha Cha Cha with a touch of Oh La La! Afro-Cuban witchery  
on a continental kick! Los Chakachas—six European musicians, ignited by  
a female firecracker from Cuba, kick, swing and scream the Cha Cha Cha  
to positively uncivilized heights! Believe it or not...YOU'RE IN EUROPE!

LIVING STEREO FPM/FSP-100  
RECORDED IN ITALY  
**NEAPOLITAN MANDOLINS**  
LISTEN ♡ PULSATING MANDOLINS IN  
THE HANDS OF PASSIONATE ITALIANS.  
THE MEN OF NAPLES SERENADE YOU.  
SEE THE SHIMMERING BAY ♡ FEEL THE  
EXQUISITE SILK ♡ TASTE PIZZA ALLA  
NAPOLETANA. LIFE IS SENSUOUS HERE.  
♡ YOU ARE IN NAPLES ♡  


Original Sound-track Recording  
**Federico Fellini**  
**LA DOLCE VITA**  
Music by Nino Rota.  
The 'sweet life' of  
Roman Café Society...  
Haunting, seductive  
music from a prize-  
winning, shocking film  
masterpiece... Damned  
and praised in Italy,  
England, France, Japan,  
now sweeping America.  


LIVING STEREO FOC/FSO-2  
Original Sound Track Recorded in Italy  
Nino Rota's hypnotic score of a tragic Odyssey. The earthy saga—  
fervent hopes, crushing failures and lust-raw experiences—of an Italian  
"Grapes of Wrath." Winner of twenty-two major Film Festival Awards.  
ASTOR PICTURES presents Luchino Visconti's  
**ROCCO AND HIS BROTHERS**  


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INTERNATIONAL 

STAR PERFORMERS—Selections registering greatest upward progress this week. S Indicates that 45 r.p.m. stereo single version is available. A Indicates that 33 1/3 r.p.m. mono single version is available.

Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains top 33 songs.

Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 34-65.

Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 66-100.

HOT 100—A TO Z—(Publisher-Licensee)

Large alphabetical list of songs and artists from the Hot 100 chart, including song titles, artists, and chart positions.

BUBBLING UNDER THE HOT 100

Table listing songs that are bubbling under the Hot 100 chart, including titles, artists, and chart positions.



## 33 $\frac{1}{3}$ Thousand Hours Ago

Nashville, Tennessee — August 21, 1958. Archie Bleyer records Johnny Tillotson's first Cadence release, DREAMY EYES. A fabulous new talent handled with the usual Cadence attention to quality that later produced such outstanding hits for Tillotson as JIMMY'S GIRL and POETRY IN MOTION. Now — almost 33 $\frac{1}{3}$  thousand hours later — another Cadence release looks like it will reach the point of great return. DREAMY EYES is back! It has just moved into number one spot in K-POI's (Hawaii) yearly Marathon of Hits tabulation. Last year it was number two and both years out-scored some of the nation's biggest selling singles by Presley, Anka, Avalon, etc. in a poll of over 61,000 listeners. DREAMY EYES even topped Tillotson's own POETRY IN MOTION (the number two record in the country — ran 298 in the K-POI poll.) This certainly proves sales appeal to us. For critical appeal, Bill Gavin says: "Hooray!" Dick Clark says:

"Tillotson's personal appeal plus the wonderful sound on DREAMY EYES could make this another top contender." Neil McIntyre, Music Director, WHK in Cleveland says: "Everything going for it to make it a winner even though it is the second time around." We like to think that a return engagement like this proves our point that the time and care we take to produce quality — not quantity — can pay off in listenable and saleable products for you. This same quality approach can make the new CADENCE LITTLE LP and those by other labels now in production, one of the hottest profit items in the industry — if you who are responsible for selling records — sell them. The profits are yours because the job is yours. DREAMY EYES proves to us again that the time and effort we put into producing fewer records can pay off in great return for you with the right selling effort. Now — or 33 $\frac{1}{3}$  thousand hours later!

150 Best Selling

MONAURAL LP's

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

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

Table with columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Lists 150 monaural LPs, starting with Judy Garland's 'Judy at Carnegie Hall' at #1.

Table with columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Lists 150 monaural LPs, starting with Bob Newhart's 'Button-Down Mind of Bob Newhart' at #52.

Table with columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Lists 150 monaural LPs, starting with 'Sixty Years of Music America Loves Best, Vol. II' at #101.

50 Best Selling

STEREO LP's

Table with columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Lists 50 stereo LPs, starting with Judy Garland's 'Judy at Carnegie Hall' at #1.



# SINGLES PROGRAMMING & BUYING GUIDE

## TOP MARKET BREAKOUTS

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

### NEW YORK

- PEPPERMINT TWIST  
Joey Dee, Roulette
- TONIGHT  
Jay and the Americans, United Artists

### LOS ANGELES

- IT'S TOO SOON TO KNOW  
Etta James, Argo
- LITTLE ALTAR BOY  
Vic Dana, Dolton

### PHILADELPHIA

- THERE'S NO OTHER  
Crystals, Philles
- LET THEM LOVE  
Dreamlovers, Heritage

### BOSTON

- EVERY LEAF THAT FALLS  
Cathy Carroll, Triodex

### DALLAS-FT. WORTH

- A CERTAIN GIRL/I CRIED MY LAST TEAR  
Ernie K-Doe, Minit

### MEMPHIS-NASHVILLE

- IT DO ME SO GOOD  
Ann-Margret, RCA Victor

### SAN FRANCISCO

- FUNNY HOW TIME SLIPS AWAY  
Jimmy Elledge, RCA Victor
- LITTLE LONELY  
Chad Allen, Smash
- GOD BLESS THE CHILD  
Eddie Harris, Vee Jay
- DON'T WALK AWAY FROM ME  
Dee Clark, Vee Jay
- EV'RYBODY'S CRYIN'  
Jimmie Beaumont, May
- NEVER, NEVER  
Jive Five, Beltone
- LITTLE ALTAR BOY  
Vic Dana, Dolton

### NEW ORLEANS

- IT'S TOO SOON TO KNOW  
Etta James, Argo
- SOMETHIN' YOU'VE GOT  
Chris Kenner, Instant

### ATLANTA

- TENNESSEE FLAT-TOP BOX  
Johnny Cash, Columbia
- PUSHIN' YOUR LUCK  
Sleepy King, Joy

### HOUSTON

- TENNESSEE FLAT-TOP BOX  
Johnny Cash, Columbia

## BEST BUYS IN RECORDS

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

### POP

- \*JUST OUT OF REACH (Of My Two Open Arms), SOLOMON BURKE..... (Four Star, BMI) Atlantic 2114
- \*MOON RIVER, HENRY MANCINI..... (Famous, ASCAP) RCA Victor 7916
- LET THERE BE DRUMS, SANDY NELSON..... (Travis, BMI) Imperial 5775
- \*WALK ON BY, LEROY VAN DYKE..... (Lowery, BMI) Mercury 71834
- GYPSY WOMAN, IMPRESSIONS..... (Curtam, BMI) ABC-Paramount 10241

### COUNTRY & WESTERN

- BE QUIET MIND, DEL REEVES..... (Yonah, BMI) Decca 31307
- ONE GRAIN OF SAND, EDDY ARNOLD..... (Figure, BMI) RCA Victor 7926

### RHYTHM & BLUES

- \*BIG JOHN, SHIRELLES..... (Ludix, BMI) Scepter 1223
- IN THE DARK, LITTLE JUNIOR PARKER..... (Lion, BMI) Duke 341

## • Reviews of New Singles

The pick of the new releases:



## SPOTLIGHT SINGLES OF THE WEEK

Strongest sales potential of all records reviewed this week.

### Pop

#### CONNIE FRANCIS



**WHEN THE BOY IS IN YOUR ARMS** (Pickwick, ASCAP) (2:40)—Miss Francis turns her warm style to a pretty, new romantic ballad and she handles it fine. The gal gets a pleasant ukulele and rhythm backing. This should score. Flip is "Baby's First Christmas" (Francon, ASCAP) (2:20). **MGM 13051**

#### DAVE BRUBECK QUARTET



**UN SQUARE DANCE** (Derry, BMI) (2:00) — **IT'S A RAGGY WALTZ** (Derry, BMI) (2:50)—The Brubeck crew has broken solidly into the pop field with "Take Five," and here are two potential repeaters. Top side gets a sharp, hand-clapping rhythm behind the Brubeck piano while the flip is a colorful blues with a fine rhythmic pattern. Watch both. **Columbia 42228**

#### THE LETTERMEN



**WHEN I FALL IN LOVE** (Northern, ASCAP) (2:25)—The group has scored heavily with "The Way You Look Tonight," and here's another solid standard rendition which could stretch the string. Familiar harmony style is mighty pleasing here. Watch it. Flip is "Smile" (Bourne, ASCAP) (2:04). **Capital 4658**

#### THE PLATTERS



**SONG FOR THE LONELY** (Joli-Tinker, ASCAP) (2:27) Sonny Turner, the Platter's new lead, does a strong warbling job on a good piece of ballad material, neatly arranged. Side can easily happen. Flip is "You'll Never Know" (Bregman, Vocco & Conn, ASCAP) (1:55). **Mercury 71904**

#### DUANE EDDY AND THE REBELS



**THE AVENGER** (Linduane, BMI) (2:15)—Duane Eddy has his best outing in quite a spell as he reverts to his old, down-to-earth sound. The solid guitar playing is applied to a hard-driving rhythm rocker which has a good chance. Watch it. Flip is "Londonderry Air" (Linduane, BMI) (2:30). **Jamie 1206**

#### JOSE JIMINEZ



**SHINE ON HARVEST MOON** (Remick-Vogel, ASCAP) (2:00)—The "Astronaut" kid is back again, this time with a hilarious, sing-along session. Jiminez will never take any singing honors but he certainly packs a lot of laughs into these grooves. Flip is "Jingle Bells" (Bill Dana, ASCAP) (2:22). **Kapp 434**

#### IKE AND TINA TURNER



**YOU CAN'T BLAME ME** (Saturn, BMI) (2:05)—The catchy rhythm-rocker is sung by the duo with sock showmanship and verve. A strong dual market side with r.&b. appeal as well as pop. Flip is "Poor Fool" (Saturn, BMI) (2:25). **Sue 753**

#### GLADYS KNIGHT AND THE PIPS



**LETTER FULL OF TEARS** (Bealbin) (2:45)—The thrush sings with feeling and heart on a moving rockaballad with bluesy flavor. Another dual market item. Cute backing by the Pips. Flip is "You Broke Your Promise" (Fast) (2:45). **Fury 1054**

#### LINDA LAURIE



**STAY-AT-HOME SUE** (Schwartz-Disal, ASCAP) (2:38)—Here's an answer waxing to Dion's current hit "Runaround Sue." Sue explains why she hasn't been a stay-at-home. Gal sells it with verve and sparkle. Watch it. Flip is "Lazy Love" (Just Music, BMI) (2:22). **Rust 5042**

#### DON COLE



**BORN TO BE WITH YOU** (Mayfair, ASCAP) (2:15)—The bluesy oldie, a hit by the Chordettes a few years ago, is wrapped up in an interesting vocal treatment and catchy tempo. Flip is "Lie Detector Machine" (Renda, BMI) (2:00). **Guyden 2059**

#### DELLA REESE



**WHAT DO YOU THINK JOE?** (Alexis, ASCAP) (2:18)—The canary gives a strong performance on an effective bluesy theme with good lyrics. A good deejay item which could step out. Flip is "Gone" (Alexis, ASCAP) (2:18). **RCA Victor 7961**

(Continued on page 36)

2-Sided Hit!  
"SEVEN DAY  
FOOL"  
b/w

"TOO SOON  
TO KNOW"  
ETTA  
JAMES  
argo #5402

"ON  
BENDED  
KNEES"  
CLARENCE  
HENRY  
argo #5401

Goin' Pop!  
"SO MEAN  
TO ME"  
LITTLE  
MILTON  
checker #994

Movin' Up  
"I'M A  
LITTLE  
MIXED UP"  
BETTY  
JAMES  
chess #1801

and 2 New Hits  
"CHILL  
BUMPS"  
JOHNNY  
CANNON  
chess #1807

"LET ME BE  
THE FOOL"  
LUCKY CLARK  
chess #1806

★  
CHESS  
PROD. CORP.  
2120 S. Michigan  
Chicago 5

● **Reviews of New Singles**

● *Continued from page 35*

ROGER WILLIAMS



MARIA (Schirmer, ASCAP) (2:47) — The lovely theme from "West Side Story" is accorded a sweeping, romantic piano solo treatment by Williams, aided by large ork support. Fine spinnable side. Flip is "Eventide."

Kapp 437X

BROOK BENTON



REVENGE (Raleigh, BMI) (2:37)—Brook Benton turns in a powerful vocal on a strong new ballad, aided by a smart arrangement. This should be a big one. Flip is "Really, Really" (Raleigh, BMI) (2:38). Mercury 71903

ERNIE FREEMAN



THE TWIST (Lois, BMI) (2:34)—Here's a bright, attractive instrumental version of the old hit, handled tastefully enough by the combo that it should appeal to adults as well as kids. Flip is "Shine On Harvest Moon" (Remick-Vogel, ASCAP) (2:20). Imperial 5793

THE QUOTATIONS



IMAGINATION (ABC, ASCAP) (2:05)—The Quotations hand the old standard a Marcel-type treatment, with many vocal gimmicks, and a beat. This is a good item for teens. Flip is "Ala-Men-Sy" (Lycoming, BMI) (2:00). Verve 10245

Country & Western

CARL SMITH



THINGS THAT MEAN THE MOST (Cedarwood, BMI) (2:38) — AIR MAIL TO HEAVEN (Cedarwood, BMI) (3:35)—Two fine weepers for the country chanter. On top he pours much meaning into his material, with a tender guitar spotted in the backing. Flip, too, is a real heart-breaker ballad. Either way here. Columbia 42222 and maybe adult—wax.

★★★★  
**STRONG SALES POTENTIAL**

POPULAR

THE IMPERIALS MINUS 1

★★★★ A Swingin' Dream — IMPERIAL 5787—Here's a flavorsome instrumental side with solid sax and guitar work. Nice jockey wax. (Post, ASCAP) (2:02)

★★★★ In Any Language — Solid vocal chorus on catchy theme featuring sprinkling of foreign phrases. Another good jockey side. (Post, ASCAP) (2:25)

JOHNNY ANGEL

★★★★ Lady of Spain—FELSTED 8633—Rocking vocal and ork treatment of the standard should get play from teensters. (Fox, ASCAP) (2:05)

★★★★ Without Her Heart—Effective vocal counter-part by Angel and group on bouncy r.&r. ditty. (Garpax, BMI) (2:20)

JOE TEX

★★★★ The Rib—DIAL 3002—Zestful performance by Tex on exciting gospel flavored tune with stirring tempo. Dual-market wax with appeal for both pop and r.&b. (Tree, BMI) (2:00)

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 98, N. Y.

★★★★ One Giant Step—Emotional rendition by Tex on solemnly paced heartfelt rockballad. Some comment on potential. (Tree, BMI) (2:58)

RICHEL ALHONA

★★★★ Mama, Mama—FANTASY 556—Showmanly performance on catchy rhythm item with interesting Latin tempo, jazz-flavored backing. (Cireco, BMI) (2:38)

★★★★ The Pagan—Emotion-packed country-styled vocal by chanter on moving blues. Good wax. (Cireco, BMI) (3:14)

DALE HAWKINS

★★★★ I Can't Erase You (Out of My Mind)—ATLANTIC 2126—Attractive ballad receives a good performance from Hawkins over bright support from ork and chorus. Watch this one. (Saturday-Walden, ASCAP) (2:04)

★★★★ Stay At Home Lulu—Dale Hawkins bows on the label with a rhythm item that incorporates a lot of song titles in the lyric. It has a good handclapping chorus. (Saturday-Walden, ASCAP) (2:23)

HAROLD DORMAN

★★★★ Uncle Jonah's Place—SUN 370—Bright novelty item is handed a sock reading by Dorman aided by smart double tracking. Side has a beat and a sound and could take off. Watch it. (HiLo, Gando, BMI) (1:45)

★★★★ Just One Step—Bluesy effort is sung neatly here by the chanter over quiet support. Flip is stronger. (Knox, Gando, BMI) (2:16)

HANK LOCKLIN

★★★★ Happy Journey — RCA VICTOR 7965—Locklin turns in a meaningful vocal on this pretty ballad over interesting rhythm support. A good side for country and pop as well as the juke boxes. (Regent, BMI) (2:30)

★★★★ I Need You Now—The old Eddie Fisher hit receives a first-rate reading by Locklin, again with strong support from the group. (Miller, ASCAP) (2:30)

PETER DUCHIN, HIS PIANO AND HIS ORCHESTRA

★★★★ Clair de Lune—DECCA 25543—Eddie Duchin's son, Peter, plays the familiar classical effort mightily nicely here over ork backing. Side is worth juke and juke exposure. (2:27)

★★★★ Never on Sunday—Charmant cha cha version of the recent hit, done in happy style by the ork. Flip is a trifle stronger. (Esteen & Sidmore, BMI) (1:59)

JACKIE DeSHANNON

★★★★ Ain't That Love—LIBERTY 55387 —The Ray Charles hit receives a very exciting performance from the thrush over driving backing from the chorus and ork. This could happen. (Progressive, BMI) (2:15)

★★★★ Baby—Wild hunk of material is handled with spirit by the enthusiastic thrush on this swinging side. She sells it solidly and the backing is in the groove. (Metric, BMI) (2:15)

ERROLL GARNER

★★★★ When You're Smiling — ABC-PARAMOUNT 10260—Garner swings into the oldie with enthusiasm and verve and sells the evergreen in his own individual style. It swings and it has a chance to pull juke coins. (Mills, ASCAP) (3:51)

★★★★ Dreamstreet — Erroll Garner performs this new tune—which he penned—with warmth and style aided by rhythm support. Side is out of his new album of the same title. (Octave, ASCAP) (3:18)

GINA BOYER

★★★★ Jim—LIBERTY 55390—The fine oldie receives a strong performance from the new thrush on her debut waxing for the label. She reads it tearfully over a smart arrangement. Watch it. (Leeds, ASCAP) (2:22)

★★★★ Written in Tears — New thrush bows on the label with a potent reading of a listenable ballad with lots of feeling. She has a soulful style and the backing is good, too. (Eden, BMI) (2:40)

LUCKY CLARK

★★★★ Let Me Be the Fool—CHESS 1806 —Plaintive rock and roll theme is handled with tenderness and sincerity by Clark. (Arc-Fine, BMI) (2:35)

★★★★ Feeling of Love—Bouncy r.&r. ditty is chanted brightly by the lad. Both sides have dual-market appeal for r.&b. as well as pop. (Arc, BMI) (2:27)

DICK AND DEEDEE

★★★★ Swing Low — LIBERTY 55382—The mixed voices that back up the two principals add much to this up-to-date version of "Swing Low Sweet Chariot." Strong side and could step out. (Odin, ASCAP) (2:00)

★★★★ Goodbye to Love — The duo does a rhythm ballad on this side that's nicely proportioned. Strong rhythm backing really makes the side move along. (Safari, BMI) (1:56)

DEL SHANNON

★★★★ Hey! Little Girl—BIG TOP 3091—Shannon turns in a rockin' ditty with strong touches of several of his earlier hits. He belts all the way, with the high-voiced gimmick used prominently. Backing pounds away. (Vicki, MacLaughlin, BMI) (2:25)

★★★★ I Don't Care Any More—A ballad done at an easy pace in dual-track vocal style. The backing goes right along in a relaxed setting. Strings move in later to create a nice effect. (Vicki, MacLaughlin, BMI) (2:36)

WARSAW SERENADERS

★★★★ Skyway Polka—JAY JAY RECORD 249—The Warsaw Serenaders turn in a bright and cheery reading of a happy instrumental polka effort. Good wax. (2:25)

★★★★ Around We Go Polka—Same comment. (2:25)

CLEBANOFF AND ORCHESTRA

★★★★ Maria—MERCURY 71905—Here's the delightful song from "West Side Story," done in a colorful arrangement with the strings supported by interesting percussion effects. This can grab a healthy share of the spins and action. (Schirmer, ASCAP) (1:57)

★★★★ Tender Is the Night—Here's an attractive hunk of motion picture title theme wax. Vic Damone has a vocal version as well. (Miller, ASCAP) (1:54)

ED TOWNSEND

★★★★ Little Bitty Dave—CHALLENGE 9129—Here's an answer song to "Big John." Townsend talk-sings effectively on the saga about David and Goliath. (Four Star, BMI) (2:35)

★★★★ And Then Came Love—Inspirational-type theme is sung with warmth and sincerity by Townsend. Merits exposure. (Duchess, BMI) (2:40)

WARNER MACK

★★★★ Fireball Mail—KAPP 851 — The song here is about a train. Mack turns in a creditable vocal with a strong arrangement with vocal group. Tune swings along nicely in a country blues groove. Side is from his new LP. (Milens, ASCAP) (2:08)

★★★★ Send Me the Pillow You Dream On—The old Hank Locklin tune gets a fine country reading here by the boy. The boy's easy vocal effort is nicely backed by fine guitar work and country ballad rhythm. (Four Star, BMI) (2:45)

THE CONFESSIONS

★★★★ Before You Change Your Mind—EPIC 9474—A wild femme group with a

down-to-earth sound in the style of the Shirrelles. It's a fast-paced item with a degree of excitement. (Cherio, BMI) (2:19)

★★★★ Be-Bop Baby — A medium-rhythm item by the gals. A good bit of shouting goes on here and the side has a chance. (Cherio, BMI) (1:54)

THE CRICKETS

★★★★ He's Old Enough to Know Better — LIBERTY 55392—Interesting side about a buddy who is trying to date his best friend's girl. The boys sell it with spirit in Everly's style. (Cricket, BMI) (2:23)

★★★ I'm Feeling Better—(Salma, BMI) (2:01)

GUY MITCHELL

★★★★ Big Big Change — COLUMBIA 42231—A rousing happy sound here with Mitchell turning in an enthused vocal of a country-styled medium beater. This can get a lot of play. (Joy, ASCAP) (2:06)

★★★ Soft Rain—(Pamper, BMI) (2:36)

THE CORSAIRS

★★★★ Smoky Places — TUFF 3030 — A wild sound on this rockballad that has to do with hidden love. Jay (Bird) Uzzell sings lead. Group and combo with strings do an estimable job of backing. (Annie-Earl, ASCAP) (2:42)

★★★ Thinkin' — (Annie - Earl, ASCAP) (2:35)

THE CHAD MITCHELL TRIO

★★★★ The Whistling Gypsy—KAPP 428 —Strong vocal by the lead singer and group on a pleasant folk saga. Spinnable. (Teena, ASCAP) (3:00)

★★★ Mighty Day—(Tenna, ASCAP) (2:17)

SAMMY TURNER

★★★★ Raincoat in the River—BIG TOP 3089—A smart reading of a medium-rhythm ditty by Turner. The chanter handles it with verve and there's a good arrangement featuring a chick behind him. A good side. (Arch, ASCAP) (2:15)

★★★ Falling—(Quintet, BMI) (2:16)

MIKE CLIFFORD

★★★★ Bombay—COLUMBIA 42226 33) —A smart, swinging arrangement backs Clifford's pipes here. It's a tune that builds neatly and has a chance for play. Worth watching. (Von Tilzer, ASCAP) (2:14)

★★★ When We Marry — (Somerset, ASCAP) (2:24)

THE FOUR ESQUIRES

★★★★ Can't Help Falling in Love—TER-RACE 7502—A soft ballad performance by the group featuring a nice lead job and easygoing group support against triplet background. Spinnable. (Glady, ASCAP) (2:03)

★★★ The Merry-Go-Rounds of Rome—(Gold, ASCAP) (1:50)

ROBIE LESTER

★★★★ The Miracle of Life—LANDA 681 —The lass has a lovely voice and uses it to great effect on this inspirational melody. Banks of strings and mixed chorus add to the classy sound. (Bernstein & Jacqueline, ASCAP) (2:38)

★★★ Ballad of Cheating John—(Karin, ASCAP) (2:28)

MICKEY AND SYLVIA

★★★★ I'm Gully — WILLOW 23002—Mickey and Sylvia come through with a bright performance of happy tune that has the style of "Love Is Strange." Good guitar work and good vocal make it a potent side. (Ben-Ghazi, BMI) (2:17)

★★★ Darling (I Miss You So)—(Prestige-Ben Ghazi, BMI) (2:50)

PAUL CARRUTH

★★★★ Thippin' Thlder—FLAG 5002—The cute rhythm song tells of the cutie sipping cider through a straw. A good performance, with a chorus of chicks backing the male vocal. (Cedarwood, BMI) (2:25)

★★★★ Teen-Age Girl—(Cedarwood, BMI) (2:27)

AL RENO

★★★★ Congratulations—KAPP 432—The boy sings a rockballad with weepy sentiments in convincing style here. The ork backing is perfectly styled for the young man's performance. Drum figure is highly infectious. (Salm, BMI) (2:34)

★★★ Chery!—(Shoestring, BMI) (2:21)

ARTHUR EPPS

★★★★ Baby These Are the Things I Need—SPARK 903—Fervent chanting by Epps on feeling r.&r. theme with bouncy beat. (Sark, BMI) (2:32)

★★★ Why Him Instead of Me—(Sark, BMI) (2:10)

BOB HARTER

★★★★ The Atom—20TH FOX 211—An interesting recitation in rhythm about the development of the atom and the liberation of same. Guitar and drums are the only accompaniment. Side has a lot of topical interest. Jocks may spin this one. (Paris, ASCAP) (2:27)

★★★ The Last Word of Sam Hall—(Planetary, ASCAP) (2:04)

(Continued on page 46)

**ONE OF THE FASTEST BREAKING  
RECORDS IN YEARS!**

*OUT ONLY A FEW DAYS AND ALREADY A SMASH!*

**DEL SHANNON**

**HEY! LITTLE  
GIRL**

an embee production

**BIGTOP 3091**



*A NEW AND GREAT SOUND FOR SAMMY*

**SAMMY TURNER**

singing

**RAINCOAT IN THE RIVER**

**BIGTOP 3089**

*A SMASH INSTRUMENTAL!*

**JOHNNY GIBSON**

playing

**MIDNIGHT**

**BIGTOP 3088**

an embee production

*An Unusual Blues Ballad Breaking in  
Several Markets!*

**BOBBIE SMITH**

and THE DREAM GIRLS singing

**WANTED**

**BIGTOP 3085**

an embee production

*BRAND NEW RELEASE OUT THIS WEEK!*

**JOHNNY AND THE HURRICANES**  
**FAREWELL and TRAFFIC JAM**

**BIGTOP 3090**

A KING-MACK PRODUCTION

# THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING NOVEMBER 12

The Honor Roll of Hits comprises the nation's top tunes according to record sales and disk jockey performances as determined by Billboard Music Week's weekly nationwide surveys.

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	1	BIG BAD JOHN	By J. Dean—Published by Cigma (BMI)	6
2	2	RUNAROUND SUE	By Ernie Maresca-Dion DiMucci—Published by Schwartz-Disal (ASCAP)	7
3	3	BRISTOL STOMP	By Mann-Appell—Published by Kalmann (ASCAP)	8
4	6	FOOL #1	By Kathryn Fulton—Published by Sure Fire (BMI)	4
5	4	HIT THE ROAD JACK	By Percy Mayfield—Published by Tangerine (BMI)	9
6	8	THIS TIME	By Chips Moman—Published by Tree (BMI)	8
7	5	SAD MOVIES (Make Me Cry)	By Loudermilk—Published by Acuff-Rose (BMI)	7
8	11	TOWER OF STRENGTH	By Hilliard-Bachrach—Published by Famous (ASCAP)	5
9	9	THE FLY	By Madara-White—Published by Woodcrest-Mured (BMI)	6
10	16	YOU'RE THE REASON	By Edwards-Imes-Henley-Fell—Published by American (BMI)	5
11	21	PLEASE MR. POSTMAN	By Dobbins-Garrett-Brianbert—Published by Jobets (BMI)	2
12	29	GOODBYE CRUEL WORLD	By Shayne—Published by Aldon (BMI)	2
13	7	LET'S GET TOGETHER	By Richard M. Sherman-Robert B. Sherman—Published by Wonderland (BMI)	7
14	15	A WONDER LIKE YOU	By Jerry Fuller—Published by Four Star (BMI)	4
15	10	I LOVE HOW YOU LOVE ME	By Mann-Kolber—Published by Aldon (BMI)	6
16	12	YA YA	By Dorsey-Robinson—Published by Fast-Barich (BMI)	7
17	14	CRYIN'	By Roy Orbison-Joe Melson—Published by Acuff-Rose (BMI)	11
18	13	THE WAY YOU LOOK TONIGHT	By D. Fields-J. Kern—Published by Harms (ASCAP)	7
19	24	EVERLOVIN'	By Dave Burgess—Published by Jat (BMI)	4
20	22	BIG JOHN	By Patten-Summers—Published by Ludix (BMI)	3
21	—	MOON RIVER	By Mancini-Mercer—Published by Famous (ASCAP)	1
22	20	I UNDERSTAND (Just How You Feel)	By Pat Best—Published by Jubilee (ASCAP)	4
23	28	CRAZY	By Willie Nelson—Published by Pamper (BMI)	2
24	19	SWEETS FOR MY SWEET	By Pomus-Shuman—Published by Brenner-Progressive-Trio (BMI)	6
25	30	HEARTACHES	By Klenner-Hoffman—Published by Leeds (ASCAP)	2
26	—	GOD, COUNTRY AND MY BABY	By Dolan-Holiday—Published by New Phoenix-Sarah (ASCAP)	1
27	—	SCHOOL IS IN	By Barge-Anderson—Published by Pepe (BMI)	1
28	—	TONIGHT	By Sondheim-Bernstein—Published by Schirmer (ASCAP)	1
29	27	CANDY MAN	By Beverly Ross-Fred Neil—Published by January (BMI)	2
30	17	MEXICO	By Boudleaux Bryant—Published by Acuff-Rose (BMI)	8

## RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- BIG BAD JOHN**—Jimmy Dean, Columbia 42175.
- RUNAROUND SUE**—Dion, Laurie 3118.
- BRISTOL STOMP**—Dovells, Parkway 827.
- FOOL #1**—Brenda Lee, Decca 31389.
- HIT THE ROAD JACK**—Ray Charles, ABC-Paramount 10244.
- THIS TIME**—Troy Shondell, Liberty 55353.
- SAD MOVIES (Make Me Cry)**—Lennon Sisters, Dot 16255; Sue Thompson, Hickory 1153.
- TOWER OF STRENGTH**—Gene McDaniels, Liberty 55371.
- THE FLY**—Chubby Checker, Parkway 838.
- YOU'RE THE REASON**—Bobby Edwards, Crest 1075; Hank Locklin, RCA Victor 7921; Joe Smith, Fairlane 21006.
- PLEASE MR. POSTMAN**—Marvlettes, Tamla 54046.
- GOODBYE CRUEL WORLD**—James Darren, Colpix 609.
- LET'S GET TOGETHER**—Hayley Mills, Vista 385.
- A WONDER LIKE YOU**—Rick Nelson, Imperial 5770.
- I LOVE HOW YOU LOVE ME**—Paris Sisters, Gregmark 6.
- YA YA**—Lee Dorsey, Fury 1053.
- CRYIN'**—Roy Orbison, Monument 447.
- THE WAY YOU LOOK TONIGHT**—Lettermen, Capitol 4586.
- EVERLOVIN'**—Rick Nelson, Imperial 5770.
- BIG JOHN**—Shrelles, Scepter 1223.
- MOON RIVER**—Jerry Butler, Vee Jay 405; Henry Mancini, RCA Victor 7916; Fuller Brothers, Challenge 9119; Carmen Cavallaro, Decca 31304; Calvin Jackson, Reprise 20022; Richard Hayman, Mercury 71869; Hollyridge Strings, Capitol 4631; Mantovani, London 2021; Jane Morgan, Kapp 431.
- I UNDERSTAND (Just How You Feel)**—G-Clefs, Terrace 7500.
- CRAZY**—Patsy Cline, Decca 31317.
- SWEETS FOR MY SWEET**—Drifters, Atlantic 21127.
- HEARTACHES**—Marcells, Colpix 612.
- GOD, COUNTRY AND MY BABY**—Johnny Burnette, Liberty 55379; Chico Holiday, Coral 62291.
- SCHOOL IS IN**—Gary (U. S.) Bonds, LeGrand 1012.
- TONIGHT**—Ferrante and Telcher, United Artists 373; Eddie Fisher, Seven Arts 719; Jay and the Americans, United Artists 353; Ralph Marterie, United Artists 352; Felicia Sanders, Decca 31335.
- CANDY MAN**—Roy Orbison, Monument 447.
- MEXICO**—Bob Moore, Monument 446; L'il Wally and the Harmony Boys, Jay-Jay 250.

## Reviews of New Albums

The pick of the new releases:



Strongest sales potential of all albums reviewed this week.  
Continued from page 28

### Classical

#### TCHAIKOVSKY, THE SLEEPING BEAUTY



The Philadelphia Orch. Eugene Ormandy. Columbia MS 6279 (Stereo & Monaural)—Ormandy and the Philadelphia have another top selling classical item in this performance of the Tchaikovsky ballet suite. The stereo recording of the composition is filled with powerful drama of the score. Ormandy extracts from his musicians the flowing quality of the music and the Philadelphia is at its height. Strong sales fodder.

### SONGS



Birgit Nilsson. RCA Victor LM 2578 (Stereo & Monaural)—The toast of the opera, Birgit Nilsson, turns to another milieu, the recital hall, in this program of songs. She proves every bit as adept in the new medium as in her better known field. Here, the soprano presents songs by Schubert, Wagner, Richard Strauss, Sibelius and Grieg in a most artful fashion. Leo Taubman accompanies at the piano. Set proves a rewarding experience for fanciers of fine vocal stylings.

#### ISAAC STERN-BARTOK: CONCERTO NO. 1 FOR VIOLIN & ORCH.



Op. Post. The Philadelphia Orchestra (Ormandy). Columbia MS 6277 (Stereo & Monaural)—This polished performance by Isaac Stern of the Bartok Concerto with the Philadelphia Orchestra under Eugene Ormandy should be of solid interest to classical buyers. The strong combination of Stern and the Philadelphians could make this package a prime item for Christmas giving. Attractive cover will help sales too.

#### BEETHOVEN MISSA SOLEMNIS



Eileen Farrell, Carol Smith, Richard Lewis, Kim Borg. New York Philharmonic (Bernstein). Columbia MS 2619 (Stereo & Monaural)—This is one of the most attractive albums of the season, both musically and from a package sense. The moving work is sung with meaning by soloists Eileen Farrell, Carol Smith, Richard Lewis and Kim Borg, accompanied by the Westminster Choir and the New York Philharmonic under Leonard Bernstein. The package itself is eye-catching, and the slip-in case is artful.

#### CHOPIN: CONCERTO NO. 1



Artur Schnabel; New Symphony Orch. of London (Szkrowaczewski). RCA Victor LM 2575 (Stereo & Monaural)—This album, released to coincide with the 10 Carnegie Hall concerts being given by Rubinstein during November and December, should turn into a choice item for classical fans. Rubinstein, still at the height of his powers, performs the concerto with the unerring musicianship that has made him the greatest of Chopin interpreters. An outstanding LP.

### Jazz

#### THE INDISPENSIBLE DUKE ELLINGTON (2-12")



RCA Victor LPM 6009 — An extensive and invaluable package of reissues here for the jazz collector. The album is a two-LP set which contains some of the Duke's top recorded moments between the years 1940 and 1946. Besides such well-known compositions as "Don't Get Around Much Anymore," "Chelsea Bridge," "Carnegie Blues" and "I Didn't Know About You," there are previously unreleased versions of Ellington's "Just You, Just Me," "Mood Indigo" and two other compositions.

#### MIDNIGHT SPECIAL



Jimmy Smith. Blue Note 4078—Organist Jimmy Smith has another potential top jazz seller in this handsomely played and infectious rhythmic five-track set. The tempo is easy and in the bluesy groove and there are fine solos from guitarist Kenny Burrell and some of the best Stanley Turrentine tenor sax wax to date.

#### THE SOUL OF JAZZ PIANO



Various Artists. Riverside S-7—An exceptional introduction to some of today's finest jazz pianists—all on the Riverside label, of course. The high regard, both critically and as far as sales are concerned, for the likes of Thelonious Monk, Bill Evans, Wynton Kelly, Bobby Timmons and Billy Taylor should net this set many sales. Strong jazz wax.

#### TIME FURTHER OUT



Dave Brubeck Quartet. Columbia CS 8490 (Stereo & Monaural)—Taking a sales cue the success of his current "Time Out" LP Dave Brubeck's latest album on Columbia swings in unusual time signatures. The album spotlights each of the members of the quartet with Paul Desmond and drummer Joe Morrelo coming in for special kudos. Two sides have already been released as singles "Unsquare Dance" and "It's a Raggedy Waltz," but other tracks from the LP should get recognition—especially "Far More Blues" and "Maori Blues."

(Continued on page 40)

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**Reviews of New Albums**

the pick of the new releases:  
**SPOTLIGHT ALBUMS OF THE WEEK**

Strongest sales potential of all albums reviewed this week.

Continued from page 38

**Christmas**

**A CHRISTMAS OFFERING**



Leontyne Price; Vienna Philharmonic Orchestra and Chorus (Von Karajan). London OS 25280 (Stereo & Monoaural)—This unusual holiday package presents Metopera star Leontyne Price singing familiar Christmas corals backed by the Vienna Philharmonic under the direction of Herbert von Karajan. Miss Price's rich and winning voice adds depth and warmth to the lovely carols, from Christmas packages of the year, and though it won't have a mass sale, it should sell well both classically and pop.

**Christmas International**

**A CHRISTMAS SONG FESTIVAL**



Various Artists, Decca DL 4169—This album is a prime package for the Christmas season — especially in areas where there is a concentration of German-speaking population. Most of the traditional holiday melodies receive German language performances from a variety of artists including Lolita and Willy Schneider and choruses of one kind or another.

**Comedy**

**JOSE JIMINEZ IN ORBIT**



Bill Dana on Earth. Kapp KL 1257 (Mono only)—Bill Dana, alias Jose Jiminez, has been singularly successful of late both with albums and more recently with his hit single, "The Astronaut." Here is another sampling of Dana's wild, but singularly clean humor, in a series of skits like "The Skin Diver," "The U. S. Senator" and "The Lion Tamer." Plenty of laughs with these and in "Shine on Harvest Moon," also released as a single this week. Watch it.

**RUSTY WARREN BOUNCES BACK**



Jubilee JGM 2039—Rusty Warren, one of the best-selling artists in the sophisticated comedy vein, has another hot LP here that should join her others on the charts. The disk was waxed at the Club Alamo in Detroit and it features the thrush and comedienne in songs and chatter, aimed strictly at the adults. It's fast and funny and strong sales wax for dealers.



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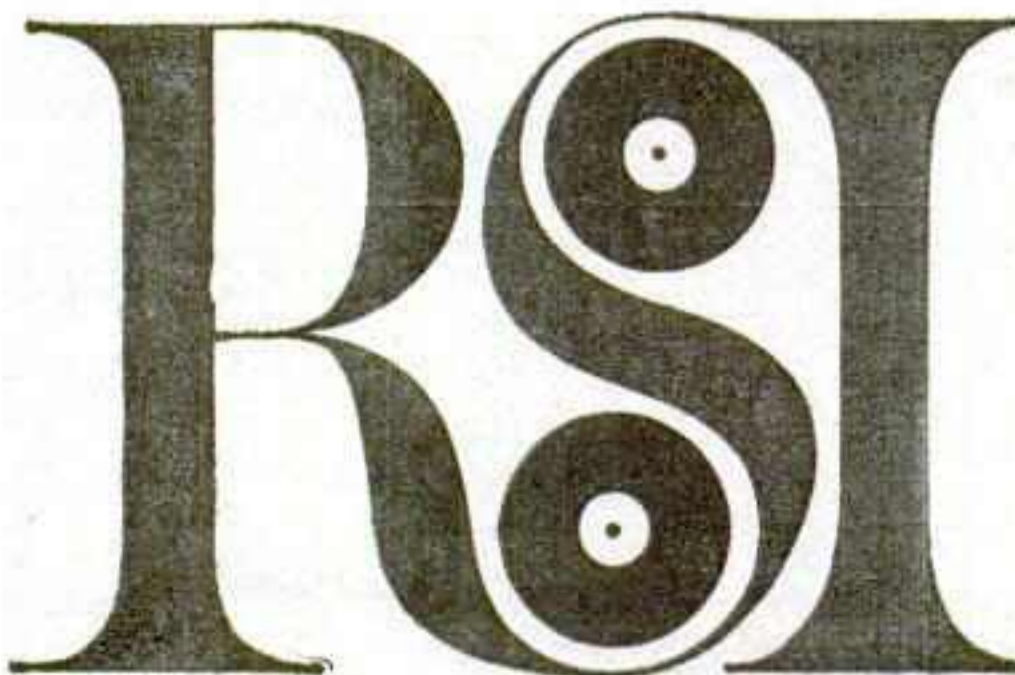


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 see page 24

**Country & Western**

**GALAXY OF COUNTRY & WESTERN GOLDEN HITS**  
 Various Artists. Mercury SRD 12 (Stereo & Monaural)—Here's another sock collection of old country and western hits. This one features the current best-seller in the c.&w. market, Leroy Van Dyke's "Walk On By," plus sides by George Jones, Lawton Williams, Margie Bowes, Claude Gray, Jimmie Skinner, James O'Gwynn, Benny Barnes, Rex Allen, and Merle Kilgore. Solid wax.

**Opera**

**DONIZETTI: LUCIA DI LAMMERMOOR (3-12")**  
 Various Artists. London OSA 1327 (Stereo)—Joan Sutherland's exquisite voice should score again on this magnificent three-record waxing of "Lucia Di Lammermoor" by Donizetti. A brilliant cast includes Renta Cioni, Robert Merrill and Cesare Siepi. The accompanying orchestra and chorus are affiliated with L'Accademia di Santa Cecilia in Rome. The passion and the anguish of the opera come across vividly in this fine recording.

**Operetta**

**THE GONDOLIERS (3-12")**  
 The D'Oyle Carte Opera Company. London OSA 1323 (Stereo)—This new album presents the complete version of Gilbert and Sullivan's "The Gondoliers," recorded in stereo by the D'Oyle Carte Opera Company. As to be expected, it is excellent, with all of the performers turning in fine acting and singing roles, in the high style of the D'Oyle Carte. Along with G.&S.'s "Gondoliers" the set also contains the curtain-raiser, "Cox and Box." There is a complete libretto with the three-record set, and the packaging is eye catching. A wonderful Christmas item for G.&S. fans.

**Spoken Word**

**SHAKESPEARE: A MID-SUMMER NIGHT'S DREAM (3-12")**  
**SHAKESPEARE: THE MERCHANT OF VENICE (4-12")**  
 The Marlowe Society and Professional Players. London OSA 1321, 1412 (Stereo)—Two more expert performances by the Marlowe Society and Professional Players in the London series of Shakespeare plays. The rewarding quality of the stereo sound definitely enhances each presentation. Although there isn't a very large market for this type of recording, the two and three-disk packages should do well in college towns and wherever there are Shakespeare enthusiasts.

**Oratorio**

**BERLIOZ: L'ENFANCE DU CHRIST (2-12")**  
 The St. Anthony Singers; the Goldsbrough Orchestra (Davis). London SOL 60032-3 (Stereo)—There are few recorded versions available of the complete version of this work and none at present in stereo. Thus, this new packaging from the L'Oiseau Lyre catalog can have an impact on the market. Perfectionist ears may find the sound not as sharp and brilliant as they might like, but it is certainly the equal of any now available. Beyond this, the vocal performances are splendid and the packaging is most attractive. Complete lyrics are furnished in a booklet.

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★★★★ **TRANE WHISTLE**  
 Eddie (Lockjaw) Davis Big Band. Prestige PR 7206 — After successful teamings with organist Shirley Scott, and tenor saxist Johnny Griffin, Prestige has seen fit to wax Eddie (Lockjaw) Davis in front of a big band. The tenor saxist is not helped too much by the unwieldy brass section, but his full-of-vinegar sound stomps right through for another successful outing. Davis is in strong form on the set and his many fans should find much to be thankful for.

★★★★ **MAGGIE'S BACK IN TOWN**  
 Howard McGhee. Contemporary M 3596 — Veteran trumpeter Howard McGhee is surrounded by some really top-flight West Coast musicians on this date, and his playing is so much the better for it. The indomitable rhythm section is made up of drummer Shelly Manne and bassist Leroy Vinnegar. The pianist, making one of his rare appearances is Phineas Newborn Jr. All four jell for strong improvisation and solo work at a variety of tempi.

★★★★ **NEAR-MYTH: BRUBECK-SMITH**  
 Dave Brubeck, Bill Smith. Fantasy 3319—Another bright and tasteful set from a couple of old jazz buddies—clarinetist Bill Smith and Dave Brubeck. The latter's rhythm team of Gene Wright and Joe Morrello support the two principals in a 10-track set of tunes written by Smith, all of which have some association (no matter

how remote) with mythology. Light, loose swinging prevails on most of the tracks.

★★★★ **RUTH PRICE WITH SHELLY MANNE AND HIS MEN AT THE MANNE HOLE**  
 Contemporary M 3590—Ruth Price is a young lady with a fine lilt in her voice, a style that swings and a warm tone. She is caught, on this LP, singing at the Shelly Manne-owned night club in L.A. with the drummer-leader-tavern keeper providing enthusiastic support. Besides Manne, the group also stars stellar jazzmen like Conti Candoli, Russ Freeman and Richi Kamuca. The material sung by the lass is in top taste with sophisticated versions of "I Love You," "Nobody Else But Me" and "Who Am I" tied to better known standards.

★★★★ **FUN IN THE SUN**  
 The Three Suns, RCA Victor LSP 2437 (Stereo & Monaural)—Here's a pleasant package of melodic instrumentals, presented in the attractive style of the veteran Three Suns group. The spinnable line-up—keyed to the title theme—includes such nostalgic standards as "You Are My Sunshine," "On the Sunny Side of the Street" and "Blue Skies."

★★★★ **NEW YEAR'S EVE WITH GUY LOMBARDO AND HIS ROYAL CANADIANS**  
 Decca DL 74177 (Stereo & Monaural)—This is a new recording by the perennial Guy Lombardo. The tunes include all of the  
 (Continued on page 43)

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## BRITAIN

# CBS Label Launch Date Near; Lieberon Dispels Club Rumors

By DON WEDGE

News Editor, New Musical Express

The launching date of American Columbia's own British label should be settled this month. This was the forecast of Columbia President Goddard Lieberon who, with label executives, has been here for talks on the project. He said that negotiations were "in a delicate stage," but it was "likely" that it would be launched in association with Philips although it was not finally decided.

American Columbia repertoire, for many years released on EMI's Columbia label, has been issued

on Philips since the Dutch-owned label was launched here in 1954. The name has to be changed as Columbia is an EMI trade-mark here (and in many other countries) with CBS likely as used by U. S. Columbia elsewhere. Since Columbia's intentions became known, there have been growing rumors that it would start a British version of its American record club operation. With resale price maintenance regarded as a major factor behind the thriving British disk trade and the existing clubs making only minor inroads compared with total output, the rumor had caused some alarm. Lieberon was anxious to dispel them: "We plan no British club operation," he said.

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## SPAIN

## Paul Anka Rated Top Foreign Disk Artist

By RAUL MATAS  
32 Av Jose Antonio, Madrid 13

In the last 34 months Paul Anka has been on top of the Spanish charts for 16 months. From "Diana" to "Tonight My Love Tonight" the Canadian has remained the No. 1 "best foreign seller."

The Duo Dinamico, Los Cinco Latinos, Brother Four, Antonio Prieto, Jose Luis, Torrebruno, Dalida, Luisita Tenor, Jacqueline Boyer, Monna Bell and Arturo Testa are also among the nationally acclaimed hits for the last three years.

## Disk Shorts

Barclay launched a new LP by Stephane Grappelly of Cole Porter's music. Hispavox released four songs of Benidorm recorded in Mexico by Monna Bell with Bebo Valdes and his ork. . . . The Blue Diamonds' new release is "Ramona" and "Mona Lisa." . . . Venezuelan Hector Cabrera sings "La Novia" on a new Cubalegre disk. . . . Tonio Areta's rendition of "Michael" is his first Hispavox disk here. He also recorded the Spanish version of "Wooden Heart." . . . Gonzalo Portillo of Spain singing in Germany. . . . Lolita Garrido, Lyna Mariani and Duo Dinamico simultaneously performing in Argentina. . . . Sam

## New Face for San Remo Festival

Continued from page 24

in operation, with two of the major evening events devoted to popular songs. The Sunday night program features Caterina Valente and the TV debut of Alberto Sordi, Italy's hottest cinema comedian. Another weekly feature will be the U. S. produced "Disneyland." Monthly opera productions will begin in December.

Voce del Padrone has inaugurated Club del Disco with offers of two LP's for \$5.20 plus 50 cents packing and mailing charge, local sales tax and additional points toward bonus records for those buying at least four others during the year. First major label to undertake this program in Italy. . . . "Brigit Bardot" has become a big Italian hit on Vogue by Roberto Seto and His Rumberos.

## Disk Shorts

As "Canzonissima" goes into its midway point, vote leader is "Hold My Hand" sung by Miranda Martino (RCA). . . . Pietro Garinei and Sandro Giovannini have retitled their new musical "Enrico '61" instead of "The Centenarian." Renato Rascel is in the starring role and it opens in Milan November 20.

Meanwhile, their successful "Rinaldo on the Battlefield" with Domenico Modugno set a Rome record by grossing \$19,200 in three weekend performances. . . . Walter Chiari, now starring on Broadway in "The Gay Life," is being paged to do an Italian musical in 1962-1963 with Mina in co-starring role. . . . On stage as well as on TV, a big recording name seems to be a necessity. With the second channel on TV now in operation, major programs using pop artists can be seen on four nights of the week with minor ones on other nights.

A big market for p.a.'s by foreign names, particularly from the U. S., can be seen in the offing. . . . Dinah Shore has been here to discuss a forthcoming tour of Italy and other European countries.

RAI has guaranteed sending the winner of the San Remo Festival to Luxembourg as the Italian representative in the European Song Festival which is carried by Eurovision. . . . December will be the month of Turin's Festival of Love Songs. . . . Voce del Padrone has issued a sound track of "All in a Night's Work" here along with in-

## ISRAEL

## Eichman Trial Being Waxed

By AZARIA RAPOPORT  
73 Ahad Haam St., Tel Aviv

A new LP, "Eichman's Echoes" or "Echoes of the Eichman Trial," is now being taped in Tel Aviv for pressing by the end of this month. Highlights of the trial, including four minutes devoted to the sentence given by the Special Court of Justice will be added immediately after pronouncement has been compiled for Hed Arzi by three of Kol Israel's broadcasting experts. Yehuda Lev is preparing the English version, while two others, who have covered the trial since it began, are preparing French and German versions.

No arrangements have been made as yet for distribution and releases abroad, but this correspondent learned that some of the American and European labels associated with Hed Arzi have already been approached. This LP will carry the most important parts from Eichman's own testimony, some of the moving instances in evidence of eye witnesses who survived the gas chambers and death camps, and the prosecution and defense counsel addresses.

Cooke singing "Under Paris Skies" and "Arrivederci Roma" on a new RCA disk. . . . Barry Mann's "Who Put the Bomp" was also released in Spain last week.

## EIRE

## Rock 'n' Roll Show Returns to Radio

By KEN STEWART  
Dublin Evening Mail

Thousands of popular music enthusiasts were pleased to learn that the "Downbeat Club," emceed by Noel Andrews, the Republic's only "beat" show, will return to Radio Eireann early next year. This show provides the best radio exposure for new disks in the country.

Producer Bill O'Donovan told BMW: "When the show returns, naturally it will have some refinement, as we have already achieved our purpose in creating an impact—something we had to do, as it was the first series of all-out 'beat' music sessions broadcast from Radio Eireann. Among other things, we intend to tape recorded interviews with stars introducing their disks."

In response to many requests from the provinces, the "Downbeat Club" may tour the country soon.

## Disk Shorts

Donal Donnelly, a leading Irish actor, has waxed a unique collection of native ballads. The material comprises songs he has collected, some of them in the Irish language. Consequently, many of these traditional tunes have been recorded for the first time.

Thomas Manahan, general manager of Irish Record Factors in Dublin, said last week: "As the success of "Forty Shades of Green" has shown, an Irish song sung by a fairly prominent American singer, will always have a very big sales potential in this country. It could also easily succeed in overseas areas populated by emigrants from Ireland."

It should be interesting to note the effect of Telefis Eireann (Irish Television) on disk sales here. The country's first TV service begins its programs on December 31.

## 'Kissin' Time' Lyric

Continued from page 24

Kaye Music, England, a new novelty song entitled "My Boomerang Won't Come Back" recorded in London on the Parlophone label by comedian Charlie Drake. The number has not created much interest overseas but, when released in Australia early in November, disk jockeys are predicting that it will be the year's top selling platter.

The first record to be released for the newly formed publishing company Tu-Con Music is James Darin's "Goodbye Cruel World" from Colpix on Pye, and the Top Rank recording of Dion's "Run-around Sue" and "Runaway Girl." . . . George Misels, U. S. pop composer, forwarded to Jack Argent of Leeds Music a copy of his latest work, a number called "Suspense." Argent passed the music onto Festival Records who recorded it by Lucky Starr. At the moment the disk is racing up the local prediction charts.

After being two weeks in No. 1 position on the English charts, Helen Shapiro's latest for Columbia has been scheduled for release by E.M.I. The title is "Walkin' Back to Happiness."

RCA is having trouble with the release of Elvis Presley's latest album, "Blue Hawaii." Anxious to get the disk on the market for Christmas sales, both the publisher, Belinda Music, and RCA have been notified by Paramount films that they won't be releasing the film until Easter, 1962.

Both companies are now putting pressure on Paramount's Hollywood studios to lift the restriction so that the music and record can be released.



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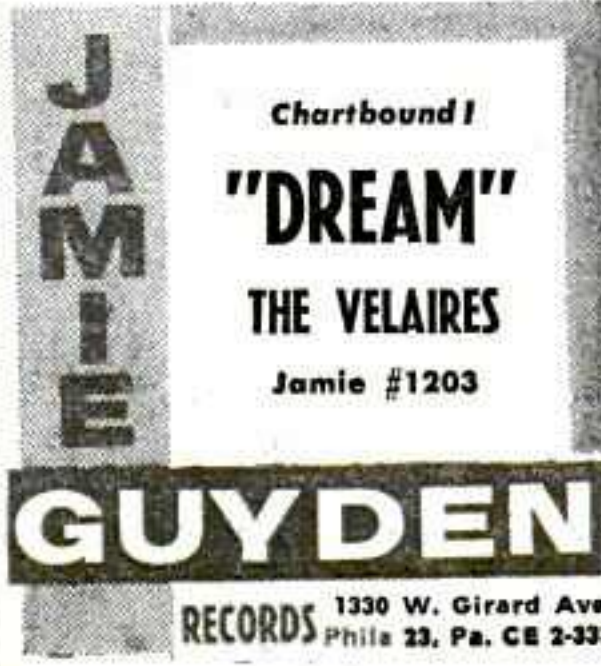
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## ● Reviews of New Albums

● Continued from page 41

### ★★★★ STRONG SALES POTENTIAL

old favorites, for New Year's Eve, such as "Bye Bye Blues," "Beer Barrel Polka," "Auld Lang Syne," "Happy Days Are Here Again" and "Hall, Hall the Gang's All Here." The band sounds fine in stereo and the Lombardo Trio and Kenny Garner contribute pleasant vocals.

#### ★★★★ SO WARM

Etta Jones. Prestige PR 7204—Miss Jones essays a group of familiar love tunes pleasantly enough, to a large background ork, using a heavy string complement. There seems to be a decided attempt on the gal's part here to emulate the Billie Holiday style, and this does not have the best results. Tracks include "Unchained Melody," "I Laughed at Love," etc.

#### ★★★★ MIGHTY DAY ON CAMPUS

The Chad Mitchell Trio. Kapp KL 1262—The Mitchell group turns in a rousing performance, recorded live before a college audience which seemed unusually enthused. The group is much in the urbanized folk groove of the Kingston Trio, Limeliters, etc., and their material, too, is reminiscent of that of others. There are samples of spirituals, war songs, work songs, etc., all done with verve and vigor to their own guitar and banjo accompaniment.

#### ★★★★ MORE MUSIC FOR DINING

Melachrino Strings and Ork. RCA Victor LSP 2412 (Stereo & Monaural)—The lush, mello Melachrino strings are joined here by brass and woodwinds in a delightful

program of familiar melodies from pop and classical repertoire. These include "Dream," "You Are Too Beautiful," plus "Melody in F" and "Musetta's Waltz," from "La Boheme." The songs are all set to a gentle beat, well-suited to dancing. Nice mood wax with a lot to offer deejays.

### ★★★★ MODERATE SALES POTENTIAL

★★★★ GERSHWIN PLAYS "RHAPSODY IN BLUE"  
George Gershwin. Distinguished Recordings, Inc. DR 107.

ARTHUR MURRAY'S MUSIC FOR DANCING—PACHANGAS  
Arthur Murray Ork. RCA Victor LSP 2428 (Stereo & Monaural).

★★★★ A CARLE-LOAD OF HITS  
Frankie Carle. RCA Victor LSP 2148 (Stereo & Monaural).

★★★★ PARIS!  
Jo Basile. Audio Fidelity AFSD 5955.

★★★★ PERCUSSION IN HOLLYWOOD, BROADWAY, TELEVISION  
Morty Craft and the Singing Strings. Warwick W 5000 St (Stereo).

★★★★ GLENN MILLER MEETS THE DORSEY BROTHERS IN PERCUSSION  
Warwick W 5007 ST (Stereo).

## JAZZ LP'S

### ★★★★ STRONG SALES POTENTIAL

#### ★★★★ THE SOUL OF JAZZ PERCUSSION

Various Artists. Riverside S-8—This album is a collection of drum tracks by some of the top drummers of the day, including Max Roach, Art Blakey, Philly Joe Jones, Kenny Clarke, Louis Hayes, Jimmy Cobb, Charlie Persip, Elvin Jones, Art Taylor, Al Heath, Billy Higgins and Ben Riley. Sides are taken from various albums recorded by the drummers and it adds up to a

potent album in these percussion days. Every style of drumming is here, and the set should sell well in jazz circles.

#### ★★★★ ON THE SPUR OF THE MOMENT

Horace Parlan Quartet. Blue Note 4074—Horace Parlan and the Turrentine Brothers turn in some happy, swinging work on this new album. The tunes are all originals, and the group handles them brightly. Parlan on piano, T. Turrentine on trumpet and S. Turrentine on tenor, turn in some effective solos. Best tracks are the title tune and "Skoo Chee." Good item for the steady jazz set.

#### ★★★★ BLUE LIGHTS, VOL. 2

Kenny Burrell. Blue Note 1597—Kenny Burrell is one of the best of the younger guitarists and he shows off both his stylish technique and his warmth on this new album, along with a collection of top names who get many chances to blow. His aids include Louis Smith, Junior Cook, Tina Brooks, Duke Jordan and Bobby Timmons, with Art Blakey on drums. Best tracks are "Yes Baby" and "Rock Salt" two blues, and "Autumn in New York" on which Burrell shows off his lyrical approach.

### LP REVIEW POLICY

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

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

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

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

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

### ★★★ MODERATE SALES POTENTIAL

★★★ THE BATTLE OF THE DIXIE-LAND BANDS  
The Saints and the Satans. Medallion ML 7520.

### CLASSICAL LP'S

### ★★★★ STRONG SALES POTENTIAL

#### ★★★★ ROSSINI: OVERTURES

London Symphony Orchestra (Gamba). London CS 6204 (Stereo & Monaural)—A package of popular overtures, done very well from the performance and engineering standpoints. Included are "The Thieving Magpie," "The Silken Ladder," "The Barber of Seville," "Semiramide" and "William Tell."

#### ★★★★ BERG: SUITES FROM WOZZECK AND LULU

London Symphony (Dorati); Helga Pilarczyk, Soprano. Mercury SR 90278 (Stereo & Monaural)—Extracts from the two Alban Berg operas "Wozzeck" and "Lulu" fill the two sides of this LP. The still eerie-macabre music of Berg receives a highly dramatic reading by the London Symphony with its conductor, Antal Dorati, bringing forth much of the high tension of Berg's dodecahonic writing. As the principal voice, Helga Pilarczyk is both tender and chilling.

#### ★★★★ RAVEL: DAPHNIS ET CHLOE AND VARIOUS SELECTIONS

L'Orchestre de la Suisse Romande (Ansermet). London CS 6210 (Stereo & Monaural)—Maestro Ernest Ansermet conducts the L'Orchestre de la Suisse Romande in a masterful and stimulating reading of several Ravel pieces. In addition to "Daphnis Et Chloe," M. Ansermet presents a spirited "Alborada Del Gracioso," "Le Tombeau de Couperin" and "Valse Nobles et Sentimentales." Ravel's works are popular concert pieces and although there are other fine recordings available, conductor Ansermet's reputation should give this package, in fine stereo sound, good sales stimulus.

#### ★★★★ RIMSKY-KORSAKOV: CAPRICCIO ESPAGNOLE; TCHAIKOVSKY: CAPRICCIO ITALIEN

L'Orchestre de la Societe Des Concerts du Conservatoire (Vandernoot). Command CC 11004 SD (Stereo)—Excellent performances of the well-known "Capriccio Espagnole," and "Capriccio Italien" by the Paris Conservatory Orchestra under Andre Vandernoot, and the Colonne Orchestra under Pierre Dervaux. The sound on the album is exceptional, aided by the fact that it was recorded on 35-mm. film tape. Excellent packaging and cover art add sales value.

#### ★★★★ DEBUSSY: CHILDREN'S CORNER SUITE

Daniel Ericourt, Piano. Kapp KCL 9095—A magnificent reading of the Debussy "Children's Corner Suite" from the solo pianist. The much-loved composition receives a warm and gentle treatment at the artist's hands. In addition to this work, "Suite Bergamasque," "Valse Romantique," "Mazurka" and "Le Petit Negre" are also handsomely performed.

#### ★★★★ A CHOPIN COLLECTION

Abram Chasins. Kapp KCL 9063—This is Mr. Chasins' first recording in many years, and indeed it is a fine one. The versatile artist demonstrates his masterful musicianship as a pianist and his expert knowledge of Chopin's music. The five selections included are: "Scherzo in C Sharp Minor," "Impromptu in F Sharp Minor," "Ballade in A Flat Major," "Polainaise in A Flat Major" and "Fantaisie in F Minor." There is stiff competition in the way of available recordings of this program, but Mr. Chasins' excellent reputation as a pianist, composer, teacher, author and music director of Station WQXR in New York should assist this disk to capture sales.

#### ★★★★ BEETHOVEN: DIABELLI VARIATIONS

Julius Katchen. London VS 6203 (Stereo & Monaural)—Julius Katchen offers a high caliber performance of these intricate variations. Although this work is not one of the most popular concert pieces, the selling point here would be that there are not many versions available and only one other stereo package. The sound on this LP is top quality, and Mr. Katchen should help draw the attention to this rendition, too.

#### ★★★★ FALLA: THREE-CORNERED HAT

L'Orchestre de la Suisse Romande (Ansermet). London CS 6224 (Stereo & Monaural)—This complete performance of the fluttering, sprightly Spanish ballet jumps out of the speakers with a crisp, sparkling sound, and herein lies its biggest appeal. There are numerous good versions to choose from but the sound quality here can be a heavy sales factor. Beyond this, the name value of the conductor and ensemble provides extra counter impetus.

(Continued on page 44)

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**24**  
 of this issue

● **Reviews of New Albums**

● Continued from page 43

★★★  
**MODERATE SALES POTENTIAL**

★★★ OFFENBACH: GAITE  
 PARISIENNE  
 Orchestra of the Royal Opera House of  
 Covent Garden (Sollt). London OS 6216  
 (Stereo & Monaural).

★★★ MOZART: SERENADE NO. 7 IN  
 D MAJOR (K. 250)  
 Vienna Philharmonic Orch. (Munchinger).  
 London CS 6214 (Stereo & Monaural).

**SEMI-CLASSICAL**

★★★ CORELLI: CONCERTO GROSSO  
 NO. 8  
 Stuttgart Chamber Orch. (Munchinger).  
 London CS 6206 (Stereo & Monaural)

★★★ PILZNER PRETZELS POLKAS  
 Vardi and the Medallion Strings and  
 Percussion. Medallion ML 7521.

**SPECIALTY LP'S**

★★★★★  
**STRONG SALES POTENTIAL**

**INTERNATIONAL**

★★★★ O SOLE MIO  
 Robertino. Kapp KL 1252 — Robertino,  
 young Italian singer, has been very success-  
 ful in Europe on disks and TV, and he has  
 been compared to Caruso when the latter  
 was a youngster. The melody and sunshine  
 of the Mediterranean are in his voice, as he  
 sings "O Sole Mio," "Santa Lucia," "Torna  
 a Surriento," etc.

★★★★ NEAPOLITAN MANDOLINS  
 Various Artists. RCA Victor International  
 FPM 100 (Stereo & Monaural)—One of the  
 first of the new releases in the RCA Victor  
 International series, this package (recorded  
 in Italy) contains a collection of Neapolitan  
 melodies played on the romantic instrument,  
 the mandolin. Gino Del Vesovo, master of  
 the instrument, and his troupe, transport  
 the listener to Naples quickly with spirited  
 and moving renditions of familiar as well  
 as local tunes. Included are "Anema e  
 Core," "Funiculi Funicula," "Santa Lucia,"  
 "O Sole Mio" and a tantalizing tune titled  
 "A Tazza e Caffè." This well made wax  
 should sell.

★★★★ MAGIC VIOLINS OF VILLA  
 FONTANA  
 Various Artists. RCA Victor Interna-  
 tional FPM 103 (Stereo & Monaural)—  
 These 10 "Magic" violins, accompanied by  
 duo pianos and double bass of "Villa  
 Fontana," noted night spot in Mexico City,  
 present a combine of Continental, classical,  
 American and Mexican mood music. Selec-  
 tions run the gamut of the categories to  
 include "Estrellita," "Un Bel Di" from the  
 opera "Madame Butterfly," "If I Loved  
 You," "Alborada" and Tchaikovsky's "Con-  
 certo Number One in B Flat Minor." Pleas-  
 ant listening.

★★★★ CHANTE PARIS  
 Josephine Baker. RCA Victor Interna-  
 tional FSP 101 (Stereo & Monaural)—Here  
 is a sort of vocal love affair between Miss  
 Baker and Paris, in which the music is  
 virtually continuous, interrupted only once  
 on each side. Between her songs, the or-  
 chestra, a large pit kind of ensemble, per-  
 forms its own original and extended seque-  
 material, all contributing to the mood of  
 "Paris, I Love You." Flavorful material  
 with strong Continental appeal.

**CHRISTMAS**

★★★★ HAPPY HOLLIDEE  
 Lenny Dee. Decca DL 74146 (Stereo &  
 Monaural)—A bright and distinctive sam-  
 pling of holiday fare on this LP by organist  
 Lenny Dee. The album deals exclusively  
 with non-religious material and Dee's ar-  
 rangements are inventive and liting. Be-  
 sides the organ, an ark does some back-  
 ing. The Anita Kerr singers are also on  
 hand. Besides the usual Christmas material,  
 a parody of "Mr. Sandman" is included  
 called "Mr. Santa."

★★★★ CHRISTMAS TIME  
 L'I'l Wally. Jay Jay 1039—L'I'l Wally  
 sings all the old favorite Christmas melodies  
 and hymns on this set quietly and with  
 much reverence. The singer is backed by  
 organ and the St. Stanislas Choral group  
 of Michigan City, Ind. Although there's not  
 a polka beat on the album, this set should  
 sell where the leader is much esteemed—  
 in the nation's polka belt.

★★★★ MERRY CHRISTMAS—  
 BARBERSHOP STYLE  
 Evans Quartet. Decca DL 74162 (Stereo  
 & Monaural) — Something different in  
 Christmas albums and one which certainly  
 can appeal to the fans of the four square  
 chords. The Evans group, 1960 International  
 SPEBSQSA champs, apply their sound to  
 "Silver Bells," "White Christmas," "Silent  
 Night," "Jingle Bells," and others. The lads  
 appear on the cover in Santa Claus suits,  
 making for a good display item.

**CHILDREN'S**

★★★★ JONAH AND THE WHALE AND  
 THE STORY OF NOAH'S ARK  
 Sir R. Richardson and R. Morely. Won-

derland 1440 —Fine performances by noted  
 British actors Sir Ralph Richardson and  
 Robert Morely make this a quality pack-  
 age. The biblical stories should have special  
 appeal in these nervous nuclear times.  
 Strong wax for the market.

**POLKA**

★★★★ SPIEWAJMY RAZEM  
 L'I'l Wally. Jay Jay 1034—L'I'l Wally, the  
 Polka King, is in showmanly form on this  
 sing-along-in-Polish package, featuring a  
 double-fold LP with Polish lyric-sheets  
 bound in. Five copies of the lyrics gives  
 package solid party-appeal. Strong pros-  
 pects in specialized market.

**RELIGIOUS**

★★★★ THE ST. OLAF LUTHERAN  
 CHOIR  
 Mercury SR 60636 (Stereo & Monaural)—  
 The St. Olaf Choir of St. Olaf College in  
 Minnesota is one of the country's outstand-  
 ing a capella choirs, made famous by  
 conductor F. Melius Christensen, and now  
 led by his son Olaf. The choir sings  
 Twentieth Century Psalms and Hymns, and  
 of The Birth, Life, Death and Resurrection  
 of Christ on this lovely recording. The  
 choral work is superb, and the arrange-  
 ments are excellent.

★★★★ A PROCESSION WITH CAROLS  
 The Choir of Kings College, Cambridge.  
 London OS 25285 (Stereo & Monaural)—  
 This is an authentic recording of the private  
 service held at King's College Chapel, Cam-  
 bridge, on the evening of Advent Sunday.  
 The lessons are read by the Provost, the  
 Fellows, the Lay Dean and the Dean, and  
 the carols are sung by the choir of King's  
 College, accompanied on organ. It is a mov-  
 ing service, faithfully recorded here in  
 stereo at the college. Set should move  
 during the holiday season. Cover art of the  
 procession will help sales.

**BLUES**

★★★★ LAST NIGHT BLUES  
 Lightnin' Hopkins With Sonny Terry.  
 Prestige Bluesville BV 1029—Dealers with a  
 blues clientele will have no trouble selling  
 this one. Lightnin' is great as usual, and  
 Terry's harmonica (and vocals) adds a siz-  
 able contribution. Material is right in the  
 solid folk and primitive groove and in-  
 cludes "Rocky Mountain," "Got to Move  
 Your Baby," "Hard to Love a Woman."

**RHYTHM & BLUES**

★★★★ GOLDEN BLUES HITS  
 Clyde McPhatter. Mercury SR 60655  
 (Stereo & Monaural)—The chanter is in fine  
 voice on this package. His voice, particu-  
 larly in the upper ranges, carries excitement  
 and reflects the gospel influence so preva-  
 lent in today's music. The sides include  
 classic blues, such as "C. C. Rider" and  
 relatively recent blues, as "Fever." Well  
 produced.

**COUNTRY & WESTERN**

★★★★ RUSTY AND DOUG SING  
 LOUISIANA MAN AND OTHER  
 FAVORITES  
 Hickory LPM 103 — Good traditional  
 country, some of it in the Cajun style, such  
 as "Louisiana Man." Other tunes are Roy  
 Acuff's "Jolie Blon" and Hank Williams'  
 "Kaw-Liga." Lively programming.

**SPIRITUAL**

★★★★ LORD DO SOMETHING FOR  
 ME  
 The State Choir of Southwestern Michi-  
 gan Church of God in Christ. Kapp KL  
 1258 — The State Choir of Southwestern  
 Michigan Church of God in Christ, led by  
 Eugene L. Potts, is composed of members  
 of choirs from 130 different churches in  
 Southwestern Michigan. There are 362 active  
 members of the choir, and they show off  
 their fine choral work on this listenable  
 album. Selections include "Going to Heaven  
 to Meet the King," "Trust in God" and  
 "Jesus Knows the Trouble I've Seen."

**SPECIALTY**

★★★★ THE CONQUEST OF SPACE  
 William L. Laurence. Spoken Arts 775—  
 An exceedingly interesting dissertation by  
 Laurence, the renowned science editor of  
 the New York Times and one of the best-  
 informed men on rocketry, satellites and  
 the problems of getting them launched into  
 space. Here, Laurence goes into much of  
 the background of the theory of gravity and  
 its application to space craft. Most educa-  
 tional and suitable for schools.

★★★★ HOW TO PLAY THE HAM-  
 MOND ORGAN (2-12")  
 Paul Renard. Washington R-1—An ambi-  
 tious undertaking, in which Renard goes to  
 considerable detail in explaining organ play-  
 ing techniques. Two booklets accompany  
 the package, one of which is used with  
 Sides One and Two and other with Sides  
 Three and Four. Market potential is not  
 easy to determine, despite the excellence  
 of the presentation, since it is difficult  
 to imagine a buyer without a Hammond or-  
 gan purchasing the set. A logical merchan-  
 dising method might be for organ dealers  
 to throw the package in as a premium with  
 every Hammond organ purchase.

★★★ **MODERATE  
 SALES POTENTIAL**

**CHRISTMAS**

★★★★ SING NOW AND REJOICE  
 Various Artists. Decca DL 74173 (Stereo  
 & Monaural).  
 ★★ NOEL, NOEL  
 Anne Phillips Choir. Stere-O-Craft 17.  
 ★★ CHRISTMAS IN HAWAII  
 Paradise Islanders. Decca DL 74122  
 (Stereo & Monaural).

**INTERNATIONAL**

★★★★ AVE A GO WIV THE BUCKERS  
 RCA Victor International FSP 104 (Stereo  
 & Monaural).

★★★★ THE GREAT SONGS OF OLD  
 RUSSIA  
 The Capella Russian Male Choir. Meda-  
 lion ML 7528.

★★★★ BALALAIKA  
 Pierre and Vladimir Svetlanoff with the  
 Sania Poustynnikoff Orchestra. Mercury  
 SRI 604 (Stereo & Monaural).

★★★★ THE MOST FABULOUS GYPSIES  
 Szuca and his Magyar Ciganyok. Request  
 RLP 10057 (Stereo & Monaural).

**SOUND**

★★★★ SIGHT AND SOUND PERCUS-  
 SION SAMPLER  
 Warwick 61 ZST 9-10 (Stereo).

**SPOKEN WORD**

★★★★ SHAKESPEARE: MERCHANT OF  
 VENICE  
 Hilton Edwards and Michael MacLiam-  
 moir. Spoken Arts 810.

★★★★ SHAKESPEARE: JULIUS CAESAR  
 Hilton Edwards and Michael MacLiam-  
 moir. Spoken Arts 809.

**POLKA**

★★★ BEAUTIFUL POLKA MUSIC  
 L'I'l Wally. Jay Jay 1035.

**COMEDY**

★★★★ HOW TO BE TERRIBLY,  
 TERRIBLY FUNNY  
 Various Artists. Riverside RLP 7516.

**LATIN AMERICAN**

★★★ LOS CHAKACHAS  
 Various Artists. RCA Victor International  
 FPM 102 (Stereo & Monaural).

**SACRED**

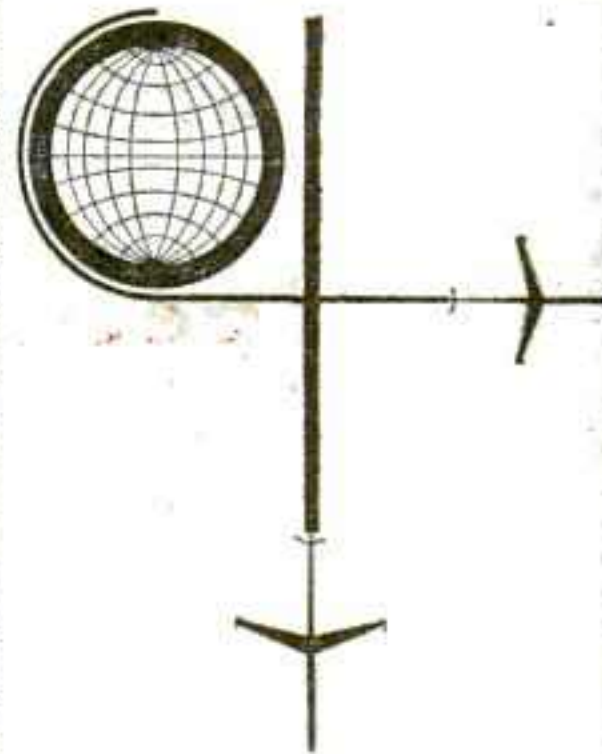
★★★★ THE CHOIR OF SALISBURY  
 CATHEDRAL  
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 facilities. Mills last week sold a  
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 to be sponsored by Old Milwaukee  
 Beer, division of Schlitz breweries.  
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 ately for the shows that are sched-  
 uled to start January 1 and going into  
 60 to 100 markets.



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 "success" theme will be divided into four  
 major sections treating:

**THE TOP RECORD  
 ARTISTS OF THE  
 WORLD IN 1961**

**THE U. S. MUSIC-  
 RECORD SUCCESSES  
 OF 1961 AND A  
 FORECAST FOR 1962**

In addition, this section will feature the  
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Denmark	Peru
Eire	Puerto Rico
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Holland	Switzerland
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**THE INTERNATIONAL  
 JUKE BOX SCENE IN 1961  
 AND FORECAST FOR 1962**

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# BILLBOARD MUSIC WEEK

In Two Sections.....Section 1

*in this section ...*

**1962  
WHO'S  
WHO IN THE  
WORLD OF  
MUSIC**

*Spotlighting*

**RECORD LABELS**

—and Their Top Records Around the World

**MUSIC PUBLISHERS**

... and Their Song Hits Around the World

**RECORDING ARTISTS**

and Their Record Winners Around the World

**JUKE BOXES**

—Products and Prospects Around the World

Reviews of New Singles

Continued from page 36

Moderate Sales Potential

POPULAR

- RUDY LAMBERT: I'll Do It - Jamboree JUNIOR 1001.
FRANCISCO CAZADOR: Adios Muchachos - Valentiniano Tango. REPRISE 20032.
PHIL AND HARVEY: Ain't It the Facts of Love - Sweeter Than Candy. RAMPART 612.
LARRY TAMBLYN: Destiny - This Is the Night FARO 612.
TEX ATCHISON: Tennessee Hound Dog - Mailman. SAGE 343.
SHELLY EVANS: Ain't It the Truth - What Shall I Tell My Mother. SILVER LEAF 1200.
ARTIE BANKS AND THE TELLERS: Oriental Baby - The Spider and the Fly. IMPERIAL 5788.
LONG JOHN HUNTER: Grandma - Old Rattler. YUCCA 138.
JERRY BRIGHT AND THE EMBERS: Almost Blue - Jim's Jive. YUCCA 139.

- RONNIE HAYDEN: The Letter - Wyoming. CAMAY 2002.
HONEY AND THE TEARDROPS: Something to Remember You By - You Are the One. VAL 202.
JIM HADLEY AND THE DRIFTIN' RANGERS: My Broken Heart - Wanted BUDDY 116.
OLE MISS DOWN BEATS: Geraldine - Mister Crump. ARDENT 8331.
THE MUSIC MAKERS: Dreams of Teresa - Something Else. Do-Ra-Me 1415.
THE FABULOUS VALIENTES: Garmelita - Your Golden Teardrops HOLIDAY 61006-5.
FREDDY MORGAN: The Whistler and the Fiddler - Theme From "Forever." KBM 2771.
TOMMY LOVE AND THE DEADBEATS: Half Past Midnight - Stop-Stop. DONDEE 1937.
THE PHILLIP SISTERS: Together We'll Be - You'll Never Know. PRELUDE 106.
BILLY JOE ROYAL: Never in a Hundred Years - We Haven't a Moment to Lose. FAIRLANE 21009.
GEORGE WESTON: Sneakin' - Thirteenth Child. GLENN 305.
CARDELLA DE MILO: Lies - Mama, Tell Me What to Do. REPUBLIC 2023.
DICK WILSON: I Miss All the Songs - Merry Christmas to You Dear Holy-One. SILVER LEAF 200.
ALL BRAGGS: Cigarettes and Coffee. PEACOCK 1907.
THE CYCLONES: Say What? - Give Me Love. FESTIVAL 25003.
NICK LANDERS: You'll Never Wear a Halo - Angel of Mine. MASCOT 101.
TRAVIS AND THE CONTINENTAL: Only Friends - Hey Baby. NUGGET 8161.
THE IMPS: That'll Get It - Oh-Oh. DO-Ra-Me 1414.
DOUG SAHM: Crazy, Crazy Feelin' - Baby, What's On Your Mind. RENNER 215.
THE EASY RIDERS: Silver and Gold - Go Tell Her For Me. KAPP 850.
BILLY TRACY: High School Hero - Lost Love. RADIANT 1504.
JOHNNY MADARA: The Dream - You Make Me Mad. BAMBOO 515.
LARRY GREEN: Dinah - The Greatest Story Ever Told. INDIGO 117.
THE BOFFIN BILLIES: Green Rock - Don't Dance Another But Me. MOPIC 9682-1.
DENNIS AND THE EXPLORERS: Every Road - Remember. CORAL 62295.
GARY TERMEN: I'm Crazy in Love - I'm the Fall Guy. ABC-PARAMOUNT 10271.
FABIAN-FAB. FOUR: Wild Party - The Gospel Truth. CHANCELLOR 1092.
MATHEW REID: Jane - Why Start? ABC-PARAMOUNT 10259.
BERNA-DEAN: Little Willie - I Walk in My Sleep. IMPERIAL 5792.
FREDDIE OWENS: Heavenly One - The Chapel. WALL 550.
BOB BECKHAM: Just Friends - 10,000 Tears. DECCA 31337.
MARION: Nite Breezes - Cutie. SANDY 1026.
FRANKIE LAINE: Miss Satan - Ride Through the Night. COLUMBIA 42353.

- DICK FLOOD: Hellbound Train - Judy Lynn. EPIC 9479.
CAL-QUETTIES: Most of All - I'm Gonna Love Him Anyway. CAPITOL 4657.
THE MELLOKINGS: Love at First Sight - She's Real Cool. HERALD 567.
STEVE ALAIMO: The Waiting's So Hard - You Got Me Whistling. CHECKER 998.
WILLIE NELSON: The Part Where I Cry - Mr. Record Man. LIBERTY 53386.
JIMMY VELVIT: Sometimes at Night - Look at Me. CUB 9100.
DENNY O'CONNOR: Don't Ever Leave Me - I'm Not Alone. VARIETY 1031.

STRONG SALES POTENTIAL

JAZZ

- LEO PARKER: Blue Leo - BLUE NOTE 1822 - Warm and moody blues effort is handled nicely here by Parker aided by simple support. Good juke item. (Grove Music, BMI)
Let Me Tell You 'Bout It - Driving gospich effort is handed a strong going over by the combo. Also a good side for the soul jazz fans.
ART BLAKEY AND THE JAZZ MESSENGERS: Hipsyppy Blues, Part I - II - BLUE NOTE 1786 - Blakey, with Lee Morgan, Hank Mobley and Bobby Timmons has a live item here, recorded live at Birdland in New York. Sides features good solos by Morgan and Mobley, plus the potent Blakey backing. Worth exposure on the jazz boxes. (Groove Music, BMI)

IKE QUEBEC

- Everything Happens to Me - BLUE NOTE 1804 - Mighty pretty blowing by Quebec on the familiar tune. Nice, warm jazz wax for jockeys and operators. (Embassy Music)
Mardi-Gras - Ike swings on this side aided by Lord Bently, Milt Hinton, and J. C. Heard. Two good sides. (Groove Music, BMI)

COUNTRY & WESTERN

- WILMA LEE AND STONEY COOPER: The Mighty Battle Cry - HICKORY 1157 - Stirring march-tempo tune is wrapped up in solid vocal stent by duo. Watch it. (Acuff-Rose, BMI) (2:22)
Heartaches Don't Lie - Plaintive reading by thrush on feelingful country weeper. (Acuff-Rose, BMI) (2:18)
OSBORNE BROTHERS: The Black Sheep Returned to the Fold - MGM 13045 - Osborne Brothers and Jimmy Brown warble with sincerity on moving country weeper. Strong side. (Milene, ASCAP) (2:13)
Each Season Changes You - Attractive country ditty with good lyrics is sung with flavor by boys. (Acuff-Rose, BMI) (2:15)
HAWKSHAW HAWKINS: Twenty Miles From Shore - COLUMBIA 42223 (33) - Hawkins has a fine novelty number here, which he sings in his inimitable style. Rhythm feeling is somewhat in the pop groove, but there's some mighty fancy fiddlin' on the side as well. (Cedarwood, BMI) (1:53)
Big Ole Heartache - Country cats who are Hawkins fans will enjoy this latest side. Traditional sound is still there, with the addition of a pop-type vocal group. Good wax. (Acuff-Rose, BMI) (2:18)

SHIRLEY COLLIE

- If I Live Long Enough - LIBERTY 55391 - Attractive ballad is handled nicely here by Shirley Collie, with good touches of double tracking, and neat backing. Watch this one. (Pamper, BMI) (2:29)
Keeping My Fingers Crossed - Lass handles this weeper with heart while the group and chorus back her smoothly. Sides could go both country and pop. Two good ones. (Central, BMI) (2:19)

LOWELL FULSON

- Hung Down Head - CHECKER 992 - Sock warbling treatment by Fulson on strong blues theme. (Arc, BMI) (2:50)
So Many Tears - (Arc, BMI) (2:10)
BILL DUDLEY: Top Ten in Heaven - NASHVILLE 5036 - The jockeys in heaven is the theme of this disk. Religious significance has to do with the listeners being able to meet stars and d.j.'s. Most of the tune is recited with prominent names like Jimmy Rodgers, Hank Williams, etc., among them. (Starday, BMI) (2:46)

That's What Happened to Me

- That's What Happened to Me Yesterday - (Backwood, BMI) (2:14)
MACK KING: Second Choice - NUGGETT 8275 - A strong weeper, done simply in traditional style. Vocalist's sincerity may help it get spins. (Lonzo and Oscar, BMI) (1:48)
Go Ahead - (Lonzo and Oscar, BMI) (1:48)
REDD STEWART: I'm Praying for the Day - BRIAR 119 - Redd Stewart gives a sincere reading of the Hank Williams tune. (Fred Music Company) (2:54)
Um-Pah-No-Lah - (Copar-Forest Music, BMI) (2:11)

EDDIE DEAN

- I Can't Go On Alone - SAGE 342 - Dean sings this weeper in the traditional style essentially, with good effect. (Sage & Sand, SESAC) (2:30)
Saber Man - (Sage & Sand, SESAC) (2:00)

Moderate Sales Potential

COUNTRY & WESTERN

- DOYE O'DELL: Diesel Smoke - Wish I'd Stayed in the Wagonyard. SAGE 345.
DAVE LEE: Step It Up and Go - They'll Understand. NUGGET 8212.
DILLARD BROTHERS: Mama Don't Allow - Highway of Sorrow. K-ARK 225.
WHITEY KNIGHT: Glass of Wine - Happy-Go-Lucky. SAGE 344.
BUDDY FRUIT: Who Am I Fooling - I'm Learning Now. TUNE 231.
SAMMY SMITH: Your Helping Hand - Consolation in My Dreams. NASHVILLE 5018.
DEWEY GROOM: Butane Blues - That's All I Want Out of Life. LONGHORN 517.
GOLDEN TRUMPETS: Born to Die - I Thank Jesus So Much. NASHBORO 706.
SIX TRUMPETS: Jesus Christ, the Baby - My Jesus, He's Pleased. NASHBORO 707.
EDNA GALLMON COOKE: The Hammer Rings - Stop Gambler. NASHBORO 705.

ONIE WHEELER

- My Stubborn Heart - White Lightning Cherokee. K-ARK 626.

CHRISTMAS

- HARVEY JUNE VAN: Natividad - Dasher. BRIAR 121.

SACRED

- MOLLY O'DAY: I'd Like to Talk It Over With Him - Living the Right Life Now. REM 310.

ONIE WHEELER

- Please Don't Break His Heart - Mother Prays Loud in Her Sleep. K-ARK 227.

POLKA

- EDDIE BLATNICK: Waltz of the Little Red Shoes - Alphabet Polka. JAY JAY RECORDS 248.

LIMITED SALES POTENTIAL

POPULAR

- VENAE CAROL: Tommy Green - The Werewolf. FRESH 2105.
ROGER CARLIN: I Love You Any Time - On a Rocket Ship to the Moon. RONNIE 1027.
LINDA MAYS: My Rosary (To Mom) - Love Me and Remember. RONNIE 1030.
AL BROWNE: Theme From the Downbeat - Hot Dog. XAVIER 8892-3.
DAVE HERNANDEZ: I Like My Baby - Cool, Cool Cat. "Z" 8353.

ROGER CARLIN

- Space Age - The Brooding Ocean. RONNIE 1026.
GIGILOS: Listen to the Rain - Now Now I Lay Me Down to Cry. CONDOR 114.
STEVE RIGGIO: Capriccio Italiano - Poem Exotique. ESSAR 110.

BOBBY DALE

- Love Me More - You, You Love Me Only in Your Dreams - DE ROSE 8469.

VICKI MILLS

- Eng Wong Way - My Weeping Heart. DE ROSE 8470.

AL SLOAN

- Dancin' Doggie - Spin the Wheel and Throw the Dart. LE CHIEN 101.

JACKIE FERN

- Lonely Heart - Sad Little Girl. SAM 105.

JAMES REYNOLDS

- Someone Like You - Just Ahead of Me. FOREST 2001.

ROGER CARLIN

- You're the Only One - Hear My Humble Prayer. RONNIE 1029.

12 FACES OF LOVE

- Yulyn. Stand SLP 414.

COUNTRY & WESTERN

- JIMMIE CRANE: Break a Heart Each Night - Down on the Bayou. MERLENE 95611.

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# MOA Backs Strong PR Effort

## Detroit Coinmen Avoid Press Limelight

By HAL REVES

DETROIT—The passing of the Coin Machine Council has created some regrets among operators here, but scarcely a ripple of activity. A round-up of operators indicates that very little is being done that can be called planned public relations, and little is being done about the situation.

The low level of interest in Detroit was evidenced some months ago when a representative of the Coin Machine Council arrived in town to meet with the industry for a luncheon session, to review the then upcoming Council plans. Only about eight operators bothered to show up for the entire metropolitan industry, to the disappointment of those actively concerned.

"These people are just digging their own graves," in the words of Erwin B. Moss, secretary-treasurer

of the Music Operators Incorporated. "Public relations is the greatest thing in the world but they don't seem to care."

The MOI, the official trade association, has been relatively quiescent for months. It received a severe blow in leadership when the president, Frank R. Fabiano, closed his Detroit business last winter and concentrated activities at his longtime home in New Buffalo, near Lake Michigan.

Later, Moss suffered a heart attack which has kept him inactive until a couple of weeks ago, and apparently nothing was done to keep the association formally active in the interim. Moss is now making plans to call the first meeting in perhaps seven months. Meanwhile any concerted public relations program must suffer from inevitable conditions.

Press treatment of the coin machine field here has been largely nil, except for a rare report of some official investigation perhaps. Even when there has been a local angle, the industry seems to have received less publicity than might be expected—a matter of news judgment with the editors of course.

The feeling in the industry appears to be in part that the industry is just as well off without formal public attention. Some years ago it figured here quite adversely in the public press because of court and other activities, and operators who recall those years have a natural reaction to keep out of the limelight, and a tendency to be pleased if the newspapers forget them.

An intensive public relations campaign for the juke box field was launched some years ago, and it achieved some worthwhile results, such as sponsorship of youth activities, but these efforts have just disappeared.

Operators are individually donating used boxes, for instance, to schools and youth centers—but doing it quietly and getting no real public recognition for it. An oper-

*(Continued on page 58)*

## Ratajack Stresses Facts About Trade

CHICAGO—Despite the recent collapse of the Coin Machine Council, public relations here for the juke box operator is far from dead.

In fact, a surprisingly effective program has been slowly getting under way and prospects for it being in full swing by the end of the year are excellent.

The program is that of Music Operators of America and its direction is under the association's managing director, E. R. Ratajack.

### Philosophy on P.R.

The Ratajack philosophy about public relations is simple and perhaps different from that of others in the industry. He doesn't feel that the industry's image can be helped by donating juke boxes or gifts to charitable organizations.

"We're too far gone for that." By too far gone Ratajack means that the coin machine industry's reputation is too far gone and he feels the industry might as well face up to it.



E. R. RATAJACK

What then is the answer? Ratajack feels it's facts—facts about the industry, the operator and *(Continued on page 61)*

## Philadelphia Coinmen Fill Their Own Publicity Needs

By GEORGE METZGER

PHILADELPHIA — The Coin Machine Council might be dead but the operators and distributors around Pennsylvania won't miss it. In fact, some of them asked "what's that?"

Almost all of the coinmen contacted explained they carried on their own public relations programs and didn't think a nation-wide program was necessary.

One head of an operators' group told how his organization had its picture taken at a convention by CMC and the industry's public

relation's arm was to send it to a local newspaper. But a check at the paper revealed it was never submitted.

### Press Co-Operation

However, without a single exception, the operators and distributors around Pennsylvania agreed that the local news media—press, radio and TV—were co-operating to the fullest.

As Joe Silverman, business manager for the Amusement Machine Operators of Philadelphia, put it, there is never any reason for the newspapers in this area to give the industry bad publicity.

"The news media never says anything derogatory about the industry around here," said David Rosen, head of the distribution firm that bears his name. "And when we have a story it is always used."

### Fair Treatment

Leon Taksen, manager of the Pennsylvania Amusement Machine Operators Association, also agreed that the press of Pennsylvania has been "very fair."

As is the case in most places the public relations effort in Pennsylvania consists mainly of giving cash to charity fund drives and amusement machines to youth organizations and orphanages.

Most of the operators do their donating through their local or State associations while the distributors, for the most part, work independently.

"We have our own public relations man who handles all such *(Continued on page 56)*

## Pinball Games Go to Denver Mental Cases

DENVER—No attempt has been made by Denver operators on an association basis to cultivate good will with gifts of equipment for several years. However, Pete Geritz of Mountain Distributors started a unique practice several years ago which has been continued with much newspaper attention ever since. He donates fully rejuvenated pin tables to mental hospitals, where ordinary five-ball pin games have proved of tremendous therapeutic value.

Even strongly disturbed cases appear to be calmed to the point of fascination by the action of the balls, and the combination of lights, balls, buzzes and similar activity.

Geritz, now Rock-Ola distributor for Denver, has donated half a dozen machines to mental institutions through the Denver area, always with much appreciation from the public. In one instance a photo of a machine plan in the darkroom of a Denver hospital appeared in The Denver Post.

The program was actually begun by old-timer Wolf Roberts, with whom Geritz was associated for many years.

## CMC DEMISE HURTS TRADE

NEW YORK—With the disintegration of the Coin Machine Council, which had acted as the industry's public relations arm on a national scale, the public relations burden falls on local operators and groups. What these operators are doing to present the image of the industry to the public is the subject of a report published in the current issue of BMW. In general, the industry isn't faring too well in the mass media or in the local press. Reports from BMW correspondents indicate that local operators and groups are pretty inept in getting their story across to the general public.

# Coin Machine Council: A Post Mortem

CHICAGO — Coin Machine Council, public relations arm of the coin machine industry, officially disbanded last week, ending a two-year program to uplift the industry's image.

Lack of funds accounted for the council's fall. Manufacturer support had dropped to three—United, Bally and Keeney. Distributor support dropped from over 80 to less than half the figure and operator memberships—never too high—were pegged at under 300.

Although achieving several solid

accomplishments, the council's strength was never too high.

The vote held last Monday (6) was entirely by proxy, and "decisively in favor of discontinuing the work of the council," according to Secretary Herb Jones. Such a move had been recommended by the executive committee October 10.

The council's hard-working president, Lou Casola, noted that "mindful of the loyal and generous support of those who wanted a public relations program, the ex-

ecutive committee sorrowfully and reluctantly recommended dissolution only after prolonged and strenuous effort to keep the council alive.

"Although enthusiasm was high in the early stages," said Casola, "by the first of this year manufacturing support had dwindled to three plants.

"Naturally," Casola continued, "support of distributors and operators weakened in view of the lack of interest on the part of the manufacturers.

"Convinced that widely representative membership is a basic requirement of any co-operative action of businessmen, we devoted a considerable part of our time, energy and funds to membership drives. This investment did not pay off."

Casola stressed, however, that the council's "investment in public relations did pay off, and although limited by a narrow budget, was a success of which 'we are justly proud.'"

Casola noted the coin machine

industry "received more favorable mention in the press during the brief life of the council than during the entire previous existence of the industry."

"Specifically," he continued, "in Milwaukee and New York, unwarranted headline blasts at 'juke box hoodlums' and 'pinball racketeers' were erased from the public mind by fair and factual follow-up stories published as a result of prompt and vigorous council action."

*(Continued on page 59)*

## Price Co. Debuts New Charm Line

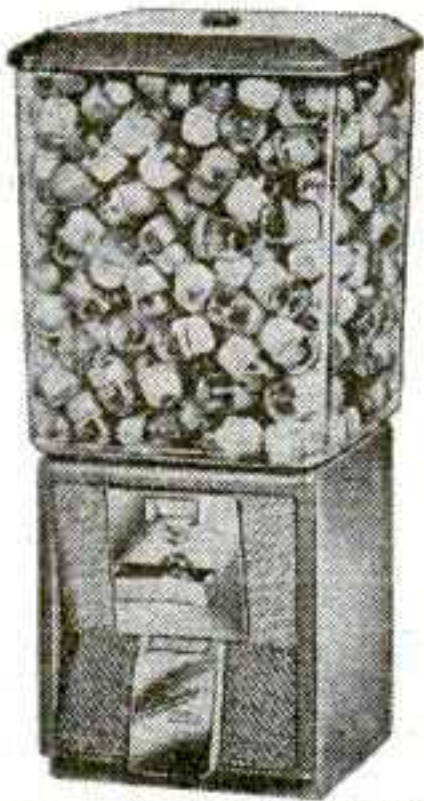
NEW YORK — Paul A. Price Company, local charm manufacturer, displayed his new line at the recent board meeting of the National Vendors Association at the Congress Hotel in Chicago.

Items included the Owl Head Ring, Lion Head Ring, Fascination Ring (featuring a stone of deep transparent colors and a diamond-like faceted center), Tiffany Ring, transparent plastic Yo-Yo and 15 assorted capsule puzzles.

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## BILLBOARD MUSIC WEEK

## BULK VENDING

NOVEMBER 13, 1961

# Serving Mechanics What They Want Ups Denver Vendor's Take

DENVER — Making a frequent survey among mechanics in garages and large service stations as to their bulk vending tastes, has kept these locations particularly profitable for the Foster-Gibbons Company here.

Mrs. M. L. Foster of the Denver bulk vending firm believes that tastes change periodically, and thus, she makes a habit of checking the customer on the spot at least twice a year. This program has led to concentrating on nuts, in almost all garage markets, to the point that on triple-head machines, the customer often gets his choice of Spanish peanuts, ordinary peanuts, both at 1 cent, and cashews, in the center machine at 5 cents.

In many more locations where three-head machines are used, there will be a 1-cent peanut vender, one 5-cent cashew vender, and one confection unit, the latter because a check reveals that the customer has a sweet tooth, and wants some candy, along with nuts.

Invariably, whenever such changes are made, volume goes up, to the point that garage and super service locations have become the most profitable stops on the Foster-Gibbon routes.

### Case in Point

A typical location which benefits from both this kind of planning, and from good machine positioning is Williams-Rambler, an automobile dealership, which maintains an exceptionally large service department through the length of the new-car showroom.

Here, there is one 1-cent machine for peanuts, one 5-cent vender for cashews, and bridge mix in a third machine at a penny. Observing that this garage prefers customers wait in a waiting room while repairs are carried out on their cars, Mrs. Foster asked for permission to spot the vending machine at the entrance to the waiting room, where they would be convenient to both car-owner customers, and to the 20-odd employes in the shop.

Even though the machines had been spotted primarily for the benefit of mechanics, who are all peanut lovers according to Mrs. Foster, the volume from waiting customers which was added by repositioning the machines was enough to double the collections in a few weeks time.

### Fresh Products

One point which is always observed by this feminine-operated vending organization in Denver is extreme freshness on all vended products. This is particularly important to mechanics, who habitually visit the vending machines as much as a dozen times per day.

Consequently, Foster-Gibbons calls for roasting of all peanuts, the night before they are actually distributed, to insure absolute freshness, uses airtight packaging, and in this way, has produced a reputation for permanently good flavor which has had a lot to do with the co-operative attitude of location owners.

# New Bulk Vending Operation to Benefit The Florida Cardiac Children's Hospital

By JOHN HICKS

MIAMI — A new operator has joined the ranks in the bulk vending industry here. The recently started operation, which has a potential of about 5,000 bulk machines in the State, is run for the benefit of the National Children's Cardiac Hospital in Miami, the nation's only non-sectarian, 100 per cent charitable hospital devoted exclusively to the diagnosis and

treatment of rheumatic heart disease and congenital heart ailments in children.

Supported entirely by voluntary contributions, the hospital has treated children from all of the States in the United States and from foreign countries. The National Children's Cardiac Hospital's income from bulk vending operations fit into its plan for construction of a new hospital and expanded services to children on ground provided by the city of Miami and Dade County. Funds received from the machines will supplement contributions raised by other means.

As yet, only tab gum is vended in machines on locations but plans call for expanding into Chicklet, 100-count, ball gum and charms and Boston baked beans. Because of continuous warm weather in Florida, the vending operator is not considering going into cashews or nuts.

### Koritz in Charge

Running the new venture for the benefit of the hospital is a tried and proven bulk vending operator. Jason Koritz of Marjay Vending Company, whose operations span six States, has been contracted as general supervisor.

The Florida operation is handled by Lawrence M. Woolfson. Woolfson has had prior experience in the bulk field. He is assisted by his wife, Ricci, and their two sons, Mark and Leonard Paul Woolfson.

(The eldest Woolfson is the brother of Koritz's wife, Ethel, and he also is a former St. Louis resident by way of Boston. Both Mark Woolfson and Mark Koritz, son of Mr. and Mrs. Jason Koritz, are named for the father of Mrs. Koritz and Woolfson.)

Jason Koritz, president of the Missouri State Bulk Vendors Association and a director of Northwestern bulk machines, related that he first learned about the National Children's Cardiac Hospital while attending the National Automatic Merchandising Association's convention last year in Miami. The St. Louis area-headquartered bulk vending operator - distributor inquired further into the children's institution for "cripples without

crutches," and as a result offered whatever further assistance could be given through bulk vending means.

### "Enchanted Forest"

The key feature of the proposed new hospital, now under construction, is the relationship of the patients and school wings to an "Enchanted Forest," a garden about 100 by 100 feet which could serve as a fascinating environment to the patient through the duration of treatment. The "forest" would provide pleasant areas for young heart patients: story telling, wading, picnics, visiting with parents and other restful daily activities that would encourage the relief of tensions which are so necessary in this type of illness.

The National Children's Cardiac Hospital has auxiliary chapters in New York, Brooklyn, Queens and the Bronx in the New York area and an affiliate in Cleveland, in addition to chapter's throughout the Miami area. National chairman for the hospital's new building program is Fred MacMurray, radio, screen and television star. President of the charitable institution's Board of Governors is Leo Robinson, New York and Miami businessman. Members of its national advisory board include such

(Continued on page 49)

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Silver Kings 1c B.G. or Mds.	5.50
ABY Gums	35.00
Mills 1c Tab Gum	12.00
Model 533 Peanut, 1c	6.50

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Pistachio Nuts, Jumbo Queen, White	.69
Pistachio Nuts, Large Tulip	.45
Pistachio Nuts, Vendor's Mix	.40
Cashew, Whole	.78
Cashew, Butts	.45
Peanuts, Jumbo	.45
Spanish	.37
Mixed Nuts	.35
Baby Chicks	.32
Rainbow Peanuts	.32
Bridge Mix	.32
Boston Baked Beans	.32
Jelly Beans	.28
Licorice Gems	.28
M & M, 500 ct.	.47
Hershey's	.47

Rain-Bio Gum, 72 ct.	.32
Malt-Ette, 100 ct., per 100	.38
Rain-Bio Ball Gum, 140 ct., 170 ct., 210 ct.	.32
Rain-Bio Ball Gum, 100 ct.	.34
300 lb. minimum priced on all Rain-Bio Ball Gum.	
Adams Gum, all flavors, 100 ct.	.48
Wrigley's Gum, all flavors, 100 ct.	.45
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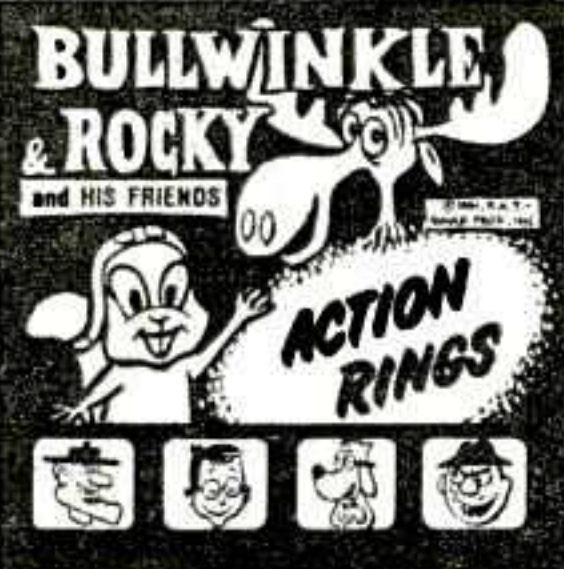
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- ACORN 1c or 5c Nut ..... 11.00
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charms ..... 11.00
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- VICTOR MODEL V, nuts or  
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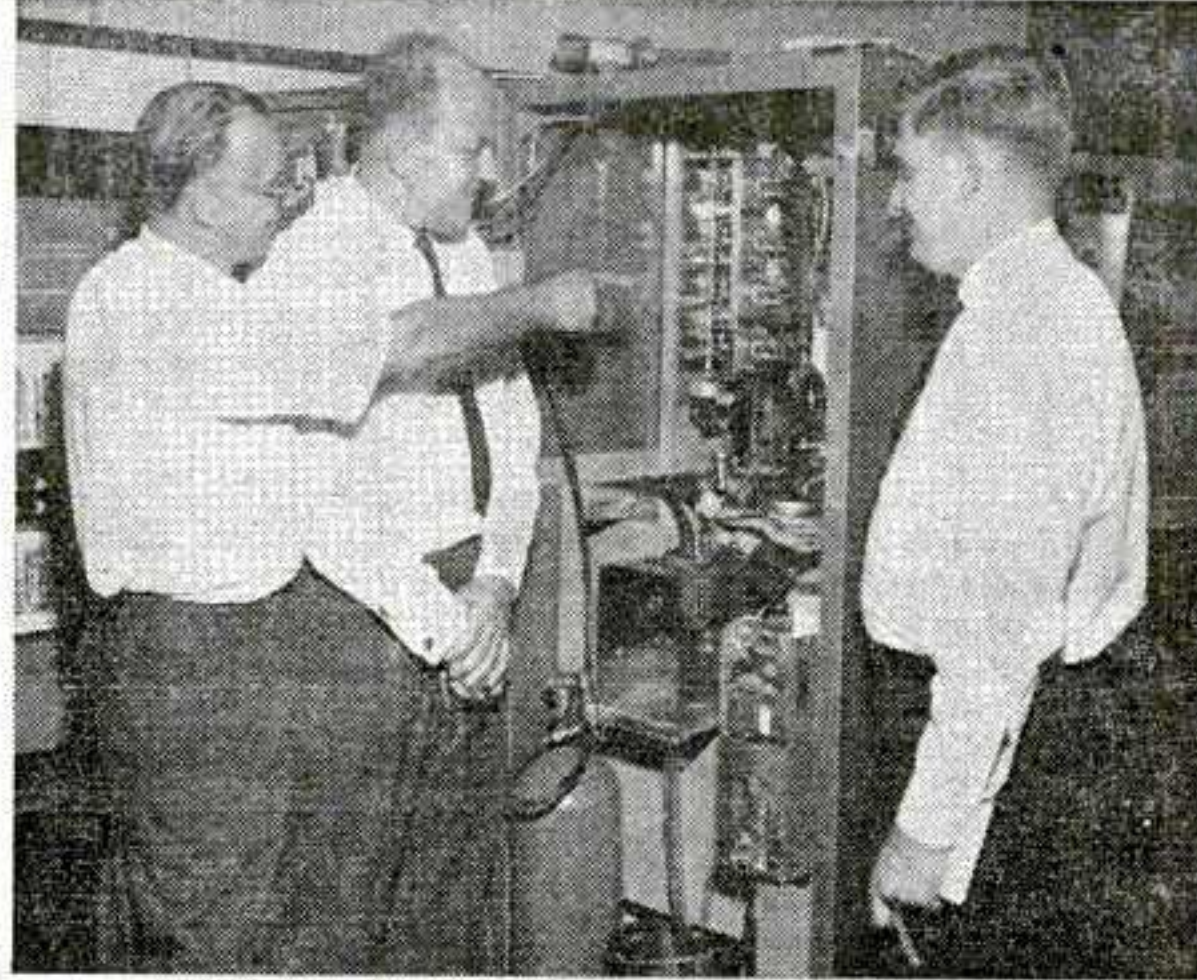


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- Tab (short stick), 100 ct. ... 38¢ box
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- F.O.B. Factory 150 lb. lots.

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AL PANUZZO, ROWE FIELD ENGINEER, explains the workings of a drink machine to Charles Stassinis (center), Massasoit Vending Company, Plymouth, Mass., while Gil Schofield, service engineer for Servend of Boston looks on.

**Impact of Blue Law Could Sting Indiana Bulk Machines**

INDIANAPOLIS — Enforcement of Indiana's 56-year-old Sunday closing law could lead to a ban on vending machines on the Sabbath, some Hoosier businessmen asserted last week.

That warning was sounded in full-page ads in the leading newspapers of Indianapolis and South Bend, as law-enforcement agencies intensified their drive to shutter many operations under the provisions of a blue law passed in 1905.

"Under the 1905 law," the merchants declared in the ads, "coin machine sales of cigars, cigars, candy, gum and chewing tobacco could be prohibited."

**Temporary Injunction**

The merchants sponsoring the ads have organized to resist the law. A temporary injunction against enforcement has been granted by an Indianapolis court. Petitions for restraining orders have been rejected in Gary, Hammond and South Bend. A Fort Wayne court has enjoined enforcement permanently.

Coin machine repairs and collections are also prohibited by the Sunday closing law.

**New Operation**

Continued from page 48

names as Milton Berle, Joe Di-Maggio, Hank Greenberg, Mrs. Jennie Grossinger and Sophie Tucker.

All techniques of cardiac diagnosis are employed at the hospital, which also is renowned for its research work, examination and treatment. Just as important as medical skills is its tender, loving care of its charges.

Each of the institution's bulk vending machines carries a sticker which states: "This machine operated by the National Children's Cardiac Hospital, Miami, Fla., HI 8-6567."

With supermarkets the principal objectives of the Sunday closing enforcers, operators of bulk vending machines, and kiddie amusement devices are among the first to feel the economic impact of the Sabbath drive.

Sunday opening of taverns is not at issue. An Indiana law passed after the Prohibition era forbids Sabbath liquor sales.

"Suddenly our city government has been encouraged by a few self-interested people to restrain and dictate the way that we choose to live, relax and even shop with our families," the merchants declared in the ads. "Don't let this happen to our great State."

Send for Your **FREE** Copy of **RAKE'S** NEW **CATALOG** TODAY!

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	Lbs.	Lb.
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Mixed Nuts	30	.58
Spanish Peanut	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
Teeny Jelly Beans	33	.27
Candy Corn	30	.25
Hersheyettes	30	.75
Chicle Base Cub Chicks 320	30	.42
Chicle Base Cub Chicks 320	30	.42
Rainbow Tabby-Lets 320	30	.32
Sugar Peeps (Bulk Candy)	24	.40
Maltettes (Ball Style, 100 Ct.)	15	.35

	Pack	Per
	Lbs.	Lb.
140-170-210 Rainbow Gum	25	.32
Rainbow 100's Centuries, Ass'd.		
Colors—Grape, Cherry	18	.34
Rainbow Screwballs, 100's	18	.36
Rainbow 5¢ Chicle 140	25	.41
Cherry 210 Count	25	.32
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Adams, Wrigleys, Beech-Nut Brands, 1c, 100's. Per Box		.47

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Schermack 3-Col. Roll Stamp, 5-5-10	99.50

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Victor Toppers, 1c	11.00
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Silver King 5c Hot Nut	13.50
Alax 5c-10c 3-Col. Bulk	39.50
Mills 1c Tab, 6 Col.	14.50
Premier 1c Card Vendors	14.50
2-Col. 5c-10c Stamp (Folder)	14.50
Master 1c-5c Bulk Vendor	10.00
Master 1c Bulk Vendor	7.50
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# Memphis Ops Build Goodwill

By ELTON WHISENHUNT

MEMPHIS — Music and game operators here carrying on a vigorous, well-rounded public relations program which has resulted in a good public image, a good press and a good reputation in the business, civic and social life of their city.

The operators, since forming the Memphis Music Association eight years ago, have done many things from buying crutches for indigents who cannot afford them, to providing a scholarship for a deserving student who can't afford college.

Drew Canale, Canale Amusement Company, Canale National Tobacco Distributors, Inc. and other enterprises, has been chairman of Memphis Music Association's standing Public Relations Committee for several years.

## Good Press

The association and operators have had a good press. Not all their good deeds have been written

about in the newspapers, but some of them have. Radio and TV ignore such news, and newspapers, unfortunately, tend to overlook good deeds as not newsworthy.

But several years ago when TV star Danny Thomas came to Memphis for one of his fund raising shows to build St. Jude Hospital here, Canale and some other operators came up with a very good idea to help the worthwhile cause.

It also resulted in a top-notch news feature story and picture in the Memphis Press-Scimitar.

This is what happened:

It was Danny Thomas' first trip to Memphis. He was taken on a tour of the city by the late Mayor Frank Tobey. The city had some years before adopted an ordinance making all streets running east and west avenues and all streets running north and south streets.

Thomas, with the famous "Beale Street Blues" in mind, wanted to see Beale Street. When he got there he was amazed and crestfallen to

see a big sign at an intersection reading "Beale Avenue."

## Name Changed

He immediately undertook a personal campaign with aid of the Mayor and City Commission to get the name of the street changed back to "Beale Street."

He even wrote a song, in the nature of a plea to change Beale Avenue back to Beale Street, and recorded it.

Canale and Memphis Music Association picked up the ball from there. They got the record on their juke boxes and had decals printed up and pasted to each juke box.

## Hospital Fund

The decal told the juke box playing public that all proceeds from play of the Danny Thomas record, counted by a popularity meter in the machine, would be donated to the St. Jude Foundation toward building of the hospital.

The public reaction was good, not only in playing the record but

(Continued on page 55)

# Public Image of St. L. Ops Suffers for Deeds of Few

By JOHN HICKS

ST. LOUIS—The coin machine industry here, especially in recent weeks, has received a "black eye" despite the continuous group and individual charitable efforts of coinmen in the field. The good deeds of the legitimate businessmen who are operators and distributors are overshadowed by the reported ruthless competition of a few and a death.

One operator, John R. Stengele, was shot to death October 24 on an East St. Louis (Ill.) sidewalk. Before he died the operator told police he thought the shooting might be related to a juke box territorial dispute. Stengele, police said, had been trying to establish himself with one of two rival companies and had been boasting in recent weeks of having taken business away from the other firm. His killer has not been found.

The St. Louis Post-Dispatch reported that operators of two "hoodlum-owned" amusement games and music vending enterprises have offered their firms for sale. Police, the newspaper said, attributed the desired sale to conditions in the juke box and games business which are bad. Profits are not as large as they used to be.

The overwhelming majority of the operators and distributors in this area are businessmen who apply business principles. The newspaper accounts of the keen competition and character of the operators involved have been limited to the few in the news.

However, for the majority of citizens the tendency is to charge all with the deeds of the few.

## Boston All Quiet On the PR Front

By CAMERON DEWAR

BOSTON—No organized public relations activity of any sort is being conducted by the coin machine industry here. Nothing was done when a local operator organization existed, and, now that the group has folded, the likelihood of action on the part of individual operators is remote.

More than five years ago, Boston traders supported the Cerebral Palsy campaign. There has been no group action since.

Individual operators may be active in private charities, but, if they are, the secret is well kept. On the distributor level, Dave Bond of Trimount has been active in the United Jewish Appeal. But that's about it.

One of the chief methods of donating games and music machines to charitable institutions by coinmen here is through the Missouri Amusement Machines Association. "If the organization is legitimate, we try to help," said Louis Morris, president of Morris Novelty Company and association president. If the organization checks out, one of the members of the association supplies the requested machine and is reimbursed by the association.

A spot check of coinmen in the area also revealed that individual machine donations are made to worthwhile clubs and groups. The operators and distributors also contribute to annual United Fund drives, and some are identified with specific charities.

On a whole, neither the association nor individuals in the industry actively seek publicity for their acts of kindness, and their deeds go relatively unnoticed in communications media.

## Coinmen Feel All's Well With Texas Publicity

DALLAS—Public relations in Dallas area, and in Texas generally, for that matter, consists mostly of complying with the law and in co-operating with law-enforcement officers.

Operators and distributors interviewed agreed that there is no urgent need to here to woo the good will of the public, because that good will has already been gained in the past.

As one distributor pointed out, "The coin machine industry in Texas is recognized in almost all communities as a legitimate business, and the workers in the industry have been accepted by their communities as legitimate businessmen."

## Sussman Effort

It is true that there has been a concerted effort on behalf of the coin machine industry, an effort sparked by Abe Sussman, owner of State Music Distributors, Inc., but that effort was not to overcome any ill-will on the part of the public, but rather it was an effort to point out to State lawmakers inequalities in the coin machine tax structure. This effort has recently been successful.

No operators or distributors in the Dallas area had any complaint against local news media.

# W. German Trade Shocked by U. S. Apathy in Coin Mach. Council Failure

By OMER ANDERSON

FRANKFURT — The untimely demise of the Coin Machine Council has produced shock in West Germany, where the coin machine trade has been encouraged to adopt the U. S. trade as the model for this country.

That the CMC should founder is especially baffling to the Germans in the light of the supposed American acumen and general infallibility where public relations is concerned.

A leading German operator inquired incredulously, "I never heard that Americans ever failed to support public relations. We have been taught to believe that public relations was as much a part of American business life as the profit incentive. What happened?"

## International Links

The CMC's liquidation is all the more puzzling to the German trade because it had been in the process of establishing international links. Only this spring, for example, the CMC wrote Guenter Wulff, president of the German coin machine manufacturers' association inviting Wulff and other members of his organization to visit CMC headquarters.

West Germany's trade has been studying operation of the CMC with a view toward establishing a counterpart organization in West Germany. There is strong sentiment for continuing with these efforts despite the CMC's demise.

A poll of 15 operators in Hamburg, Cologne, West Berlin, and Frankfurt revealed great confidence in the basic soundness of the CMC concept.

"From what I have read about the American Coin Machine Council," commented an operator in Hamburg, "It accomplished a great amount of good for the entire American coin machine trade. It is precisely the sort of thing we should have in Germany, and I can't understand the failure of the American trade to support it."

The consensus of many German operators appears to be that failure of the CMC strikes at the root of what ails the coin machine trade. This conviction was pungently expressed by a veteran operator here in Frankfurt, who snorted:

## Brothers Under Skin

"The example of the CMC merely proves that all operators, American, German or what have you, are brothers under the skin. We are all quick to complain about persecution and to charge the other fellow with trying to do us in, but we do little or nothing to improve our public image.

"We are long on talk and short on deeds, and what happened with the American organization has happened here in Germany many times since we built our trade after the war. As long as we are all so short-sighted we will continue to have public relations problems."

A great many German operators derive a sort of perverse satisfaction from the CMC's collapse. They are tired of being lectured about the infallibility of American business in general and the coin machine trade in particular. Now they feel better with this example of trade myopia.

More reflective German critics feel the CMC

(Continued on page 55)

# CMC Folding Brings Keen Disappointment

By BENN OLLMAN

MILWAUKEE—Hopes are dim for creating a solid, fruitful public relations program on a local level, according to coinmen queried here. The apparent folding of the Coin Machine Council has brought keen disappointment to the area's industry leaders. Beer City operators and distributors have stood among the staunchest supporters of the CMC.

A "truth squad" meeting held here last May by the CMC with the Milwaukee Coin Machine Operators' Association hit back at loose charges of criminal connections among Milwaukee coinmen by a local newspaper. Information brought out at the meeting received favorable considerable coverage in the following day's newspapers.

The session was addressed by CMC president Lou Casola, Rockford, Ill.; John Bilotta, New York State distributor, and MOA director, C. S. Pierce, Brodhead, Wis.

## Local Support

As a result of this meeting about 10 local operators and distributors pledged to support the CMC, claims Doug Opitz, Wisconsin Novelty Company, CMC representative for Milwaukee. Contributions to the CMC from these Milwaukee coin-

men ranged from \$10 to \$50 per firm.

"Personally," says Opitz, "I went along with the CMC largely because I was inspired by Lou Casola and those with him at the meeting. They were not getting paid for the time and unselfish efforts they put in to build a better image for our industry. So I volunteered to help along the cause and was named the Milwaukee contact for the CMC. I learned what a tough job these men had taken on themselves."

According to Sam Hastings, president of the Milwaukee Coin Machine Operators' Association, no plans are currently in the hopper for PR efforts on a local plane.

## Few Ideas

"We sure need it though," he says. "But no one seems to have the time or desire to take on the assignment. In the first place, there are so few good ideas as to what we, as individuals, or as an association can do to better our public image."

Jerome (Red) Jacomet, Red's Novelty Company, has long pushed for a sound PR program under sponsorship of the Milwaukee trade group. A while back he won support for a proposal to present \$100 to the March of Dimes in behalf

of the Milwaukee Coin Machine Operators' Association. His plan won ready approval. Jacomet, as association treasurer, appeared on the local Dimes telethon and turned over the check to the drive officials.

"The next day I got more than a dozen phone calls," says Jacomet. "Most of the calls were from people who had no connection at all with the coin machine business. They all told me that they felt it was a wonderful thing our coin machine group had done by donating \$100 to the March of Dimes. Many business associations much larger than ours had given smaller amounts—many gave nothing at all. We earned a lot of good will with that \$100 check."

## Need to Continue

Jacomet claims that despite the demise of the CMC, he is still convinced of the necessity to continue PR efforts at both local and national levels.

"No matter how difficult it seems at times, we shouldn't throw in the sponge," he says. "We've got to do something both here in Milwaukee and elsewhere in the country to convince the public that we are legitimate business people. We can't exist without the public's goodwill."

# Volume-Down Drive Ups Italian Juke Take 22%

ROME—By helping juke box operators de-decibel their phonographs, Italian singing stars have helped themselves to increased record sales.

Singers taking part in the moderate - your - volume campaign sponsored by AMI's general distributor have scored an average 22 per cent hike in sales of their disks since their portraits began gracing Italian phonographs.

The main singers helping out with the "keep it soft and sweet" appeal are Tony Dallara, Domenico Modugno, Mina, and Joe Sentieri. Apparocchi Musicali Italiani, the AMI distributor, printed up huge wall portrait posters of the singing stars with the appeal "Moderate il volume del juke box."

Apparocchi invested a large

chunk of its own cash in the public relations effort, first of its kind on the Continent. The firm argued that it was time the trade stopped complaining about unfair adverse publicity and did something positive to balance the record.

The singing stars were promised nothing, but were merely invited to co-operate for the good of the trade, which they did unstintingly.

It has proved to be anything but a philanthropic gesture. The "keep it soft" posters have proved to be unusually effective advertising for the singers' disks.

Their disks have enjoyed top-tune play at the locations featuring their poster appeal, and the interest generated has carried over to disk shop purchasing.

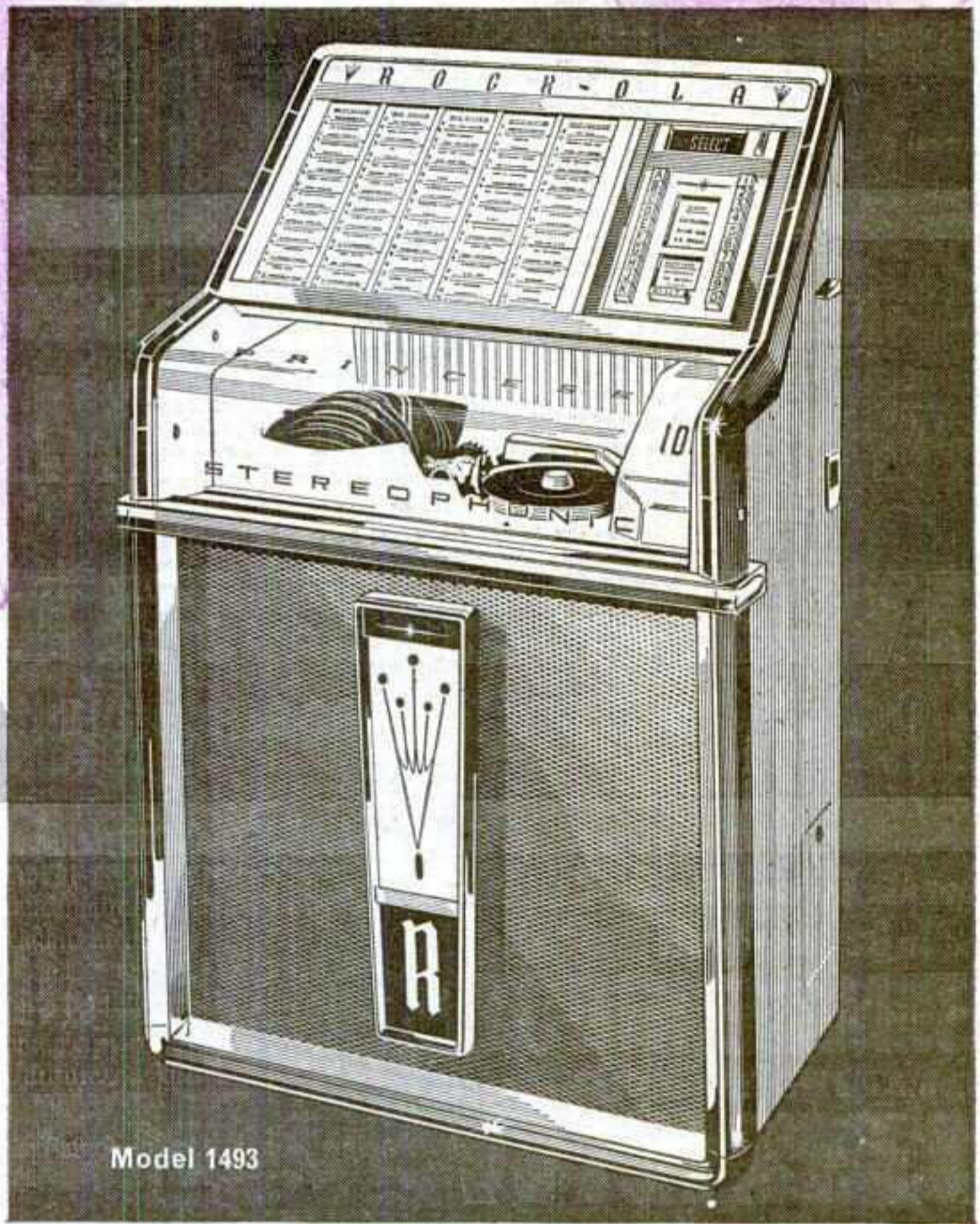




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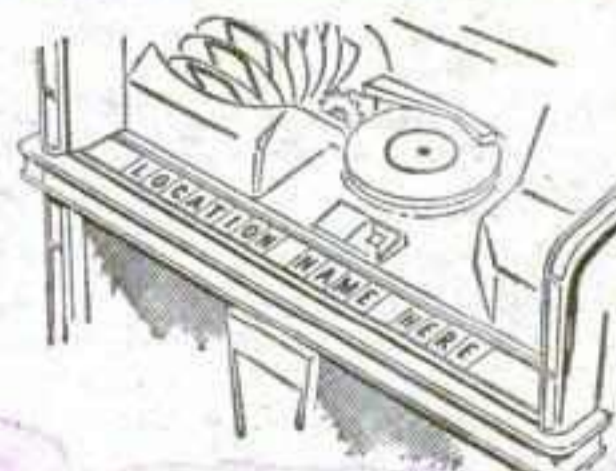
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# DSA Prexy Offers Simplified License Plan

DETROIT—Proposal for basic amendment of the Detroit shuffleboard ordinance was presented to the Common Council this week by Barney Burke, president of the Detroit Shuffleboard Association. The proposal is basically for a simplification of the existing ordinance situation, which is governed by two separate laws. The DSA proposal is for:

1. Combination of fees so that operators who have both shuffleboards and other types of games will not have to pay double fees.
2. Rescheduling of payment dates so that all licenses will expire at one time, thereby simplifying operations for both officials and operators.

### Only Legal Games

The Detroit situation grew out of the fact that shuffleboards were almost the only games legally recognized a number of years ago, and a special ordinance was passed to regulate them. In recent years a number of other types of games have been approved, and are governed by a separate ordinance.

Meanwhile shuffleboards declined in popularity, and it's the view of the industry that the present dual system, requiring an operator of a mixed route to pay twice as much as an operator who has only shuffleboards or only other games, is working a real hardship.

The whole situation was discussed at a luncheon meeting at the Hotel Statler-Hilton with Councilman William Rogell, Assistant Corporation Counsel Lawrence Eaton, Lt. James Cole of the Police Department General License Bureau, and other city officials.

The DSA was represented by President Burke, Executive Director Fred Chlopan, and Maurice J. Feldman, of the Central Coin Machine Exchange. They discussed the entire coin machine situation affecting games in particular in Detroit, as well as the projected ordinance.

### Identification Disk

Related to the proposal is a provision for a metal identification disk to be attached to each machine. This is in line with steps taken in the past year to simplify

machine regulation and to have every machine properly registered on the tax rolls. Chlopan explained that "It is the hope of operators that every machine will be identified, and city officials are pleased to co-operate with operators on a progressive program whereby such identification will make it easy for the city assessor to recognize the owners of such equipment."

"This will eliminate the problem caused by the disappearance of the decals used at the present time, whether by wear and tear or by accident."



FLORENCE McCORMACK, R. F. Jones Company staffer, and Bill O'Donnell, general sales manager, Bally Manufacturing Company, officiate at a drawing for a new Bally Marksman gun game during the grand opening of the new R. F. Jones headquarters in Salt Lake City, Utah, October 15-16. A flock of dignitaries as well as coin machine traders was on hand.

### S. Dakota Ops Hold Meet

BROOKINGS, S. D. — The South Dakota Phonograph Operators Association holds its next meeting December 3 and 4 at the Sawnee Hotel here.

# EUROPEAN NEWS BRIEFS

## North Africa Selling Emaphone

PARIS—An expanding North African market is reported for the Emaphone 140-selection juke box, which is full stereo. The Emaphone, which has a fully automatic selection mechanism, is being exported to every country in the area north of the Sahara, and to virtually all of the present and former members of the French community. Emaphone exports to this area have jumped 18 per cent in the last six months. The Emaphone pitches its sales promotion to its unusually rugged mechanism, which is simple and requires little maintenance. The "Grace A" model, in fact or fiction, is popularly supposed to be named for Princess Grace of Monaco, a juke box fan of long standing.

## English Taking to Compact Juke

LONDON—Wurlitzer is pushing sale of its new compact box, the Lyric, on the British market. The promotion campaign for the Lyric, which is manufactured in West Germany, has been developed by Wurlitzer Overseas Corporation, with headquarters in Zug, Switzerland. Wurlitzer is lyrical about sales prospects for its new box on the basis of surveys showing that British operators are coming to favor the smaller compact boxes over the prestige 200-selection models. British surveys indicate that more and more operators are concluding that the increased cost of the 200-selection model and the greater operating expense are not justified by the collections. The Lyric is competing with Rock-Ola's Princess, also a compact box which is selling well on the European market.

## Strong Swiss Juke Box Position

BERNE—A Swiss juke box operating company has just underlined the position of phonograph operation in Switzerland as a solid business proposition. The Swiss Coin Machine Corporation of Berne has declared a 6½ per cent dividend on its stock for the third quarter of 1961, the same amount paid for the first and second quarters and a dividend making the stock an attractive investment. Coin machine operation is traditionally regarded in Switzerland as a rewarding field for business interests, who ordinarily supply the capital and managerial direction, leaving servicing and music programming to distributors.

## Hugk & Soltau's Anniversary

HAMBURG—The Hamburg juke box firm of Hugk & Soltau is observing the 10th anniversary of its founding. Willi Hugk, the proprietor, is honorary chairman of the Federation of the North German Coin Machine Trade. He has also held the chairmanship of the national German distributors' and operators' associations.

## Juke Distrib Opens New Branch

WIESBADEN, W. Germany—Globus-Automaten GmbH, distributors of juke box operating supplies, has established a branch in Wiesbaden, which will provide the same service to operators in this area as does the main office in Frankfurt.

## Kloewer to Dispose of Saxonia

COLOGNE—Guenther Kloewer has been appointed by the State Court of Bankruptcy as liquidator of Saxonia Coin Machine Company, which went into bankruptcy with debts totaling \$1,750,000. Kloewer, a Cologne bankruptcy liquidation expert, estimated that liquidation of assets, consisting almost entirely of repossessed juke boxes, will cover about \$1,250,000 of the debts, placing the net loss at \$500,000. Saxonia sold over 1,000 juke boxes to some 315 persons, most of them elderly pensioners and persons planning retirement. The Goslar firm arranged with banks to finance the purchase against a down payment and promissory note. In theory collections from the machines were supposed to be ample to amortize the debt. Oldsters flocked to invest in juke box operation under the impression that the mere ownership of a few juke boxes would guarantee them financial independence, so popular are juke boxes in Germany.

## 3 New Williams Games Debuted

HAMBURG—Erich Schneider is offering three new Williams games to German operators, Kismet, Double Barrel, and Sill Ball. Kismet is a four-player game; Double Barrel, two-players, and Sill Ball, a solo game.

## New Fanfare Unit on the Way

BINGEN, W. Germany—NSM, West Germany's largest coin machine manufacturer, will introduce an entirely new model of its Fanfare juke box next month. Details were not announced, but trade sources have been predicting that NSM would bring out a prestige model phonograph to complement its present 120-selection "compact" Fanfare, of which around 12,000 have been manufactured and exported all over the world. The new box will be assessed by the trade for indications as to progress being made in the reorganization of the Bingen firm, which began last spring. A new top management was installed and plans announced to completely overhaul the production process in an effort to close the cost-price gap.

# 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.

FOOL #1 AND ANYBODY BUT ME	BRENDA LEE Decca 31309
A WONDER LIKE YOU AND EVERLOVIN'	RICK NELSON Imperial 5770
CRYING AND CANDY MAN	ROY ORBISON Monument 447
I WANT TO THANK YOU AND DOOR TO PARADISE	BOBBY RYDELL Cameo 201
THE WAY I AM AND MY HEART BELONGS TO ONLY YOU	JACKIE WILSON Brunswick 55220
DANNY BOY AND FLY BY NIGHT	ANDY WILLIAMS Columbia 42199
I DON'T KNOW WHY AND IT'S ALL BECAUSE	LINDA SCOTT Canadian-American 129
I CRIED MY LAST TEAR AND A CERTAIN GIRL	ERNIE K-DOE Minit 634
IT'S TOO SOON TO KNOW AND SEVEN DAY FOOL	ETTA JAMES Argo 5402
MY BUDDY AND GOD BLESS THE CHILD	EDDIE HARRIS Vee Jay 407

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# MOA Sets Awards For Disk Industry

CHICAGO —Music Operators of America will present a series of three awards to the record industry at the association's next annual convention at Chicago's Morrison Hotel.

Termed the "MOE" award, it will cover: (1) Most popular juke box record of the year; (2) Most popular artist on juke box records; (3) Record company with the most consistent juke box directed repertoire.

The awards were approved by MOA at a three-day directors meeting here October 31-November 1, and are seen as a positive step toward getting increased interest from record companies in the juke box industry.

MOA directors also discussed legislation, public relations, membership drives, insurance and plans for the next annual convention. Attendance and interest was high, with over 30 of the association's 47 directors in attendance for the full three-day—sometimes 12 hour-long—sessions.

Nominations for the three "MOA" awards will be made next January, by MOA members. Questionnaires will be mailed out by the association.

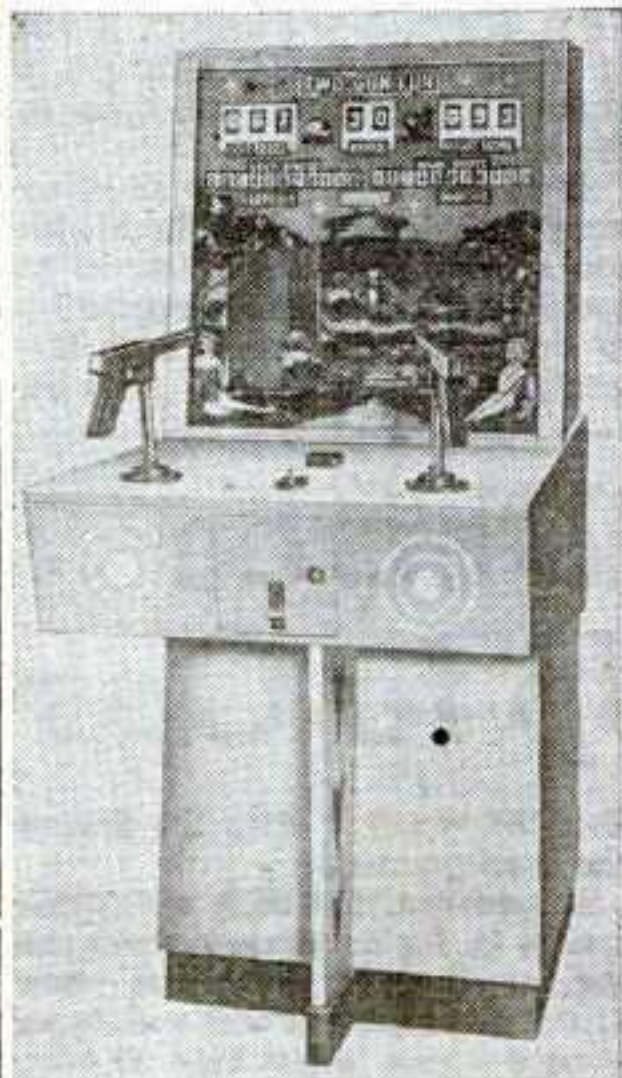
Nominations will be announced publicly and operators will then vote by mail to pick the top winner in each division.

Results will be announced at the convention, with presentation of awards at the traditional MOA banquet.

E. R. Ratajack, managing director of MOA, said the "MOE" name has no particular connotation. "Movies have their Oscar, television its Emmy. We believe these awards have been long deserved by the recording companies and their artists. Coming from juke box operators, we think the winners will truly point up the best efforts of the recording industry for any given year, for

these awards will represent the true public choice based on 'pay for play,'" Ratajack said.

## Keeney Bows Two-Gun Fun



TWO GUN FUN

CHICAGO—Players can hold a simultaneous shooting match on Keeney's new two-player, two-gun target game—Two Gun Fun.

Pop-up and moving targets are featured. The player hitting the target first gets the score. Simultaneous hits gives points to both players. Targets are constituted of a variety of forest wildlife including squirrels, woodchucks, raccoons and foxes.

Players get 25 shots against time adjustment from 30, 40, 50 or 60 units. Two Gun Fun can be adjusted for one of two players for one coin, or two players with two coins.

The guns have regular pistol firing or machine gun firing. The gun is housed in a modernized cabinet, has ample shooting platform, and is attractively decorated in a multi-color scheme.

## Bally Game 1962 Version Barrel-O-Fun



BARREL-O-FUN

CHICAGO—A 1962 version of Bally's popular Barrel-O-Fun inline game is being introduced by the firm. Action and scoring is the same as the original game combining high-score with bingo or light-a-line scoring plus super-line score boosters and the familiar "spottem" feature.

Full-length chrome rails have been added to the cabinet and Tuff-Kote finish is applied to the playfield.

Bill O'Donnell, Bally's general sales manager, said the firm's decision to go back into production of Barrel-O-Fun "was based on continued strong demand for the game that in some areas actually rivals the more elaborate bingo games in earning power" plus "the fact that the game is practically non-existent on the used market."

"Although play is limited to a maximum of six coins per game, to select six cards, the performance of the original Barrel-O-Fun is ample proof of the high earning power operators can expect from the new version," O'Donnell said.

Both replay and non-replay models are available, each equipped with "auto-mission coin dividers."



BILL RODSTEIN (center), former president of the Amusement Machine Operators of Philadelphia, receives a presentation of several hundred Sinatra records from Joe Silverman, AMOAP business manager, while Jimmy Durante looks on. At the right is Sam Stern, president of the Philadelphia group. Rodstein operates the Sinatrama Room, which features 685 different Sinatra selections on four juke boxes. The presentation was made at the Philadelphia group's annual dinner last week.

## Flock to Philadelphia Coin Machine Assn. Banquet

PHILADELPHIA—The Amusement Machine Association of Philadelphia held its 32d anniversary banquet at the plush Latin Casino across the Delaware River in Camden Sunday (5) and 590 coinmen, their wives and friends attended.

The affair consisted of cocktails, dinner, dancing and entertainment headed by Jerry Lewis. Each woman attending received a gift worth \$17.

Joe Silverman, manager of the Philadelphia coin group, served as the master of ceremonies.

Many dignitaries attended the banquet, including bankers and judges. In addition there were representatives from such manufacturers as United, Williams, Gottlieb, Bally, Automatic Canteen and Seeburg.

The judges attending included President Judge Joseph Gold, Judge Victor Blanc and Judge Bernard Kelly. Representing the Broad Street Trust Company, the bank that handles most of the coinmen's

transactions in this area were:

Jim Henderson, vice-chairman of the board; Harrison Jones, president; Raymond J. Erfle, executive vice-president; and William Moore, Irving Udell, Roland Kushmore, Frank Caffrey, Jack Wagner and John Horan Jr., all vice-presidents.

From the United factory in Chicago, Herb Oettinger and Roy Kraehmer, put in an appearance, while Bill Prutting came in from New York to represent Seeburg. Irving Kaye, New York pool table manufacturer, was also a guest. Leon Taksen, president of the Amusement Machine Operators of Pennsylvania, drove in from Harrisburg.

## Cleveland Trade Has No PR Plans

By RUSS MUSARRA

CLEVELAND — Public relations in the coin machine industry in Cleveland have been, are now and apparently will continue to be at a standstill.

This is the report from Charles Comella, head of the Cadillac Music and Amusement Company and vice-president of the Phonograph Merchants Association.

"We've never had any co-operation from the local newspapers," Comella said as spokesman for the association in place of the group's president, Jack Cohen of J. C. Music, who has been out of touch due to a month-long bout with low blood pressure.

Comella indicated that the association has not made any recent attempts to receive notice from Cleveland's press media either.

The association has no special committee or person working on the problem of public relations.

(Continued on page 55)

## German Juke Op Drive Hits GEMA

FRANKFURT, W. Germany—West German juke box operators have opened a campaign to equalize the competitive position of the juke box with television as regards payments to GEMA, the German copyright organization.

Behind the rather ambiguous phrasing of the drive's goal is operator determination either to compel GEMA to levy royalties on all TV sets viewed by the public in juke-box locations, or to reduce juke box royalties.

### TV Competition

Recent surveys show a sharp drop in collections from juke boxes in numerous tavern locations. The study shows that in some of these locations the proprietors have installed TV sets in competition to the juke boxes. In other areas, primarily working class districts, tavern patrons, who ordinarily would spend part of the evening regularly in the tavern, are now staying home to view TV.

Television is still a novelty in West Germany, and TV set ownership is only beginning to move into mass numbers. In many areas the TV set is still a curiosity, and tavern owners in these areas are purchasing de luxe sets for patron viewing.

The German operators' problem is magnified by the fact that not only is television still a novelty in this country, but it is programmed only evenings. This forces location patrons to choose between watching television, either at home or at the location, or playing the juke box.

Operators contend there is no more logic to GEMA's position on TV than there is to the copyright society's current demands that the operators pay royalties to the performing artists as well as composers and authors.

### Direct Competition

An operator official summarized the trade's position on GEMA-free television: "TV sets are placed in taverns and other locations in direct competition with phonographs for the express purpose of luring patronage. Much of the program content of TV is music, including the same top tunes we are offering on our boxes."

"Yet these TV sets are immune for GEMA royalty payments. GEMA states that they are covered by royalty payments made by the stations. By the same token, we could argue that phonographs are covered by the royalties paid GEMA by the phonograph record producers."

"In our opinion, it is illogical—and highly unreasonable — for GEMA to ignore these TV sets while collecting royalty money not only from juke boxes but also from tape recorders, as is now their intention."

### Collection System

GEMA's ignoring of the phonograph's TV competition has increased general trade dissatisfaction with the present system of collecting music copyright royalties.

In West Germany, GEMA levies royalties on a flat per-phonograph basis, which means that all juke

(Continued on page 56)

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# Hands-Off Location Loan Policy in Detroit

DETROIT—Local operators are unlikely to find relief from pressure by location owners for loans through legal enactment at this time, it was learned officially this week. Such loans were banned by Chicago (BMW November 6), but there is no immediate prospect of such an ordinance in Detroit, and local operators may look at their colleagues across Lake Michigan in envy.

For the past year or two, operators have repeatedly complained that they are being forced into the financing business in order to hold their locations—by making loans of varying amounts—which sometimes seem to become regarded, ultimately, gifts rather than loans. The situation appears to be fairly widespread locally.

The issue has not become a subject of public complaint, however, and no new official action is presently contemplated. Lawrence Eaton, assistant corporation counsel of Detroit, pointed out that such

loans by operators appear to be strictly legal, and "This seems to be a normal exercise of free competition. If there were something in it that tended to corrupt the situation, then the Police Department would be interested, and it might be the proper subject of a Council ordinance."

**Hands Off Attitude**  
Accordingly, operators cannot expect relief by ordinance from such location requests. Eaton pointed out that Michigan law prohibits a tavern owner from accepting a loan from a brewery or distillery, but this is quite different from a loan from the operator. The feeling of the Common Council is understood to be that it should have a hands-off attitude on this subject in the absence of some positive problem.

A spokesman for the Michigan Liquor Control Commission pointed out that many tavern owners get

loans from a number of suppliers, of equipment and the like—excluding alcoholic beverages and that operators seem to come within this freedom of trade.

Tavern owners may get a loan from anyone who is not a Commission licensee. One possible important complication would be in the case of an operator who also has a tavern or other license for alcoholic beverages—in such a case, the law would stop him from making a loan to another tavern owner.

A routine check is made on this point, which, it is assumed, is not of major importance, although a number of operators are also in the bar business.

It is felt that, if the situation were considered serious in Michigan at any time, the Commission could frame a suitable regulation to control loans, or a new law would be introduced to meet it.

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# Anti-Loan Decree Strength Up to Ops

NEW YORK — The Chicago tavern owner who accepts a loan from a juke box or amusement machine operator is breaking the law, according to a city ordinance passed early this month (BMW, November 6). How effectively this measure will be enforced remains to be seen.

If the situation in New York State is any criterion, the enforcement will be as effective as the operators want it to be.

In the Empire State, the State Liquor Authority has virtual life-and-death authority over the tavern owner. And the SLA frowns on location loans.

**License Threat**  
SLA policy is to refuse to grant a liquor license to any person who intends to borrow money from an operator, and to require that all

loans be reported once the license has been granted.

In practice, the SLA will often revoke a liquor license when an unreported loan of more than \$1,000 is made, but will not do so when the loan is less than \$1,000.

Coin machine operators are not the only offenders. Hat check concessionaires, linen suppliers and others doing business with taverns also give the tavern owner financial inducement to get their business.

**Enforcement**  
SLA's position is that if it enforces the letter of the law for coin machine operators, it must do so for other parties doing business with taverns. This is considered unlikely.

The attitude of the State board is that operators should clean up their own house with regard to location loans and abandon their lustful pursuit of the licensee by the lure of illicit payments.

The situation is somewhat ironic in that by making loans to locations, the operator not only becomes a party to breaking the law, but he also acts against his best economic interests.

Nothing gives a tavern owner more pause to think than the threat of losing his liquor license. Once the license is revoked, he's through.

To date, few if any local operators have informed their locations that the payment of a loan or bonus jeopardizes their liquor licenses. And the SLA regulations with regard to loans are very loosely enforced. Whether or not this enforcement tightens up, is entirely up to the operators.

**WANT TO BUY**  
GOTTIEB 1-PLAYERS:  
SHOWBOAT—FOTO FINISH—KEWPIE  
DOLL—DANCING DOLLS—WAGON  
TRAIN—SUNSHINE—ROCKET SHIP—  
ROTO POOL—QUEEN OF DIAMONDS

**WANT TO BUY**  
GOTTIEB 2-PLAYERS:  
FLYING CIRCUS—MERRY-GO-ROUND  
—CAPT. KIDD—LITE-A-CARD—  
MADEMOISELLE—AROUND THE  
WORLD—ATLAS—RACE TIME—  
GONDOLIER—PICNIC—WHIRLWIND

**WANT TO BUY**  
GOTTIEB 4-PLAYERS:  
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# Northern Awarded Airport Franchise

MINNEAPOLIS — Northern Cigaret Sales of St. Paul, headed by Frederick J. Eichinger, was awarded an exclusive franchise for operating all vending and amusement machines at the new airport terminal at Wold-Chamberlain field. The franchise, for a period of five years, was awarded by the metropolitan airports commission at a hearing last Monday (7) here.

Eichinger was high among nine bidders with an offer to pay the commission a total of \$211,000 for the concession during the first five years that the terminal is in operation. It is scheduled to be dedicated January 13.

Eichinger also operates Northern Coin Machine Company in St. Paul. He has been in business 26 years and operates 700 coin machines in 300 locations in the greater Twin Cities area.

Three other bids also were accepted by the metropolitan airports commission.

**BUY WITH CONFIDENCE**

SHUFFLES & BOWLERS	KIDDIE RIDES	GUNS
United 5 Way .....\$595	Bally Champion .....\$395	Exhibit Space Gun .....\$ 95
United Dolphin ..... 645	Toonerville Trolley ..... 475	Exhibit Gun Patrol ..... 125
C. C. Red Pin ..... 345	Boat Ride ..... 250	Exhibit Six Shooter ..... 125
United Six Star ..... 275	Donald Duck ..... 250	Exhibit Pop Gun Circus ..... 275
Queen Bowler ..... 625	Exhibit Big Bronco ..... 325	Genco Big Top ..... 195
Bonus Bowler ..... 395	Elsie the Cow ..... 195	Genco Super Big Top ..... 225
Duplex Bowler ..... 495	Ferdinand the Bull ..... 195	Genco Sky Gunner ..... 125
C.C. Classic ..... 250	Fire Engine ..... 395	Genco Nite Fitar ..... 125
Bally Champion ..... 250	Motor Cycle Ride ..... 395	Keeney Sportsman ..... 195
Bally Tournament ..... 195	Junior Jet ..... 175	Keeney Ranger ..... 195
Rocket Shuffle ..... 95	Red Nose Reindeer ..... 225	Keeney Air Raider ..... 150
	Round the World ..... 295	Bangorams ..... 125
	Trainer ..... 295	Atomic Bomber ..... 100
	Rocket Ride, new, w/sound ..... Write	Sky Fitar ..... 125
	Sandy Horse ..... 375	Midway Bazooka ..... 295
	Twirley Bird, new, w/sound ..... Write	Midway Shooting Gallery ..... 338
	Old Smokey ..... 350	Midway DeL. Shooting Gallery ..... 435
	Scientific Boat ..... 295	United Sky Raider ..... 225
	Twin Animal Ride ..... 225	Wms. Safari ..... 195
	Drive Yourself Mobile ..... 325	Wms. Vanguard ..... 295
	Auto Test Drivemobile ..... 425	Wms. Hercules ..... 325
	Turnpike Auto Test Deluxe ..... 675	

Distributors for WURLITZER UNITED, GOTTIEB & MIDWAY.

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## Eateries With Glass Walls Should Use Stand Boxes

PANAMA CITY, Fla.—Where circumstances are such that it is impossible to install a wall box on a wall, the back of a booth, or the table in a restaurant, there is a practical solution in the use of heavy metal stand supports, according to Gulf Music Company here.

At many points along the famous Northwestern Florida coast, which attracts better than 50,000 visitors every summer, architectural design was presenting this problem frequently. Many of the new restaurants are "glass boxes," with glass extending from sidewalk to ceiling on all four sides, in typical beach architecture.

While most such location owners were, of course, well aware that the phonograph and associated wall box would be a major help in maintaining profits, few of them were willing to allow wall boxes to be attached permanently to tables.

Pictured above is an example of the system which Gulf Music Company has used to install over a hundred wall boxes to such "glass box" restaurants which extend some 20 miles along the white-sand beach from Panama

City in both directions.

As shown, each wall box is mounted on a heavy two-inch pipe stand, with a steel disk bottom, which is nailed to the floor with ram-type explosive stud drivers.

With the stands cut individually to the correct height, to lift them slightly above the level of the table and interposed between the glass wall of the restaurant and the table, wall boxes are convenient to customers, and yet do not interfere with moving furniture or cleaning operations, and, of course, can easily be moved away.

In some instances the stands are not fastened down, particularly where the unwritten law requiring anything nailed down to be left when the tenant moves is concerned.

With wiring simply run down the metal stand on which the wall boxes are poised, and run along the baseboard to the juke box, these quickly removable, out-of-the-way wall box installations have made it possible to show full returns on phonograph locations in most restaurants where collections would otherwise be much smaller.

## West Germans Shocked by American Apathy

Continued from page 50

founded because of a tandem of basic errors: (1) Failure to fuse the PR effort of the CMC with that of the Music Operators of America, (2) failure to organize financing on a systematic, compulsory basis.

"The trouble with the trade in Germany," an operator in Cologne ventured, "is that we are split into too many groups and factions. It is obvious that there is only a single trade and not a number of branches. I followed progress of the Coin Machine Council closely, because I believed in it and hoped we could get something like it here in West Germany."

"However, it became apparent to me some time ago that the American trade has the same problem that we have, a snobbish attitude. Vending machine operators look askance at juke box operators and the bulk vending man feels he is higher class than the fellow with pinballs and bowlers."

### N.Y. Times Story

A number of German operators recalled, for example, that even the New York Times, which is respected in West Germany as America's leading newspaper, had printed CMC material.

An operator in West Berlin remarked, "I recall that the Times printed an editorial approving the pinball machine—flipper, we call it in Germany. To us, this was almost inconceivable, considering the hard time our daily press here gives our flippers."

The Germans believe that a successful PR program must be organized as an integral part of trade association activity, and supported from trade association funds. "Either PR is a vital trade association function or it is not worth attempting," a trade association official observed in Cologne. "PR

is just something you don't let George do—not if you want it to succeed."

Trying to profit from mistakes it believes is being committed by the U. S. trade, the German trade is working to amalgamate trade organizations into a single large organization which would have the resources to finance a series of essential trade programs, including PR, legislative, international cooperation and information exchange.

Whether this is possible in view of the stern attitude of the Federal Cartel Office, West Germany's trust-busting agency, is problematical. But the effort is being made to push amalgamation to the fullest extent compatible with the anti-cartel law.

This trend dictated the recent merger of the Verein Deutscher Faclute (VDA) and the Verband der Deutschen Automaten-Industrie (VDAl), representing coin machine experts and manufacturers, respectively. This amalgamation is regarded within the German trade as opening the way to further unification, the formula employed circumventing legal objections to such mergers.

Since the formal amalgamation of the two trade groups into a single organization was barred by the Federal Cartel Office, the organizations concerned simply decided to dissolve the VDA and ask its members to enter the VDAl, which is what occurred.

Significantly, this voluntary union merges vending and service machines and juke boxes, games and payouts. "We have finally succeeded in breaking down the petty snobbery which has always plagued our trade," an official said.

What has been accomplished in West Germany would be roughly tantamount to merging the Music Operators of America with the National Automatic Merchandising Association in the U. S.

## Memphis Ops Build Goodwill

Continued from page 50

toward the amusement operators. Several thousand dollars went to the foundation.

(PS to this story is that the City Commission changed Beale Avenue back to Beale Street and the \$2.5 million St. Jude Hospital, after some 10 years of fund raising by Thomas, has been under construction in Memphis now for about a year.)

### Cleveland Trade

Continued from page 53

the vice-president reported. The group's board simply considers as a unit any problems that may arise, he said.

Comella said that there would probably be no greater emphasis placed on public relations locally because of the recent failure of the Coin Machine Council, the national public relations agency for the industry.

The CMC was too short lived to have effected the situation to any great extent, Comella said.

While little mention of the industry is made in Cleveland's newspapers, radio and television, the situation is not found to be unsatisfactory by local coinmen, Comella reported.

For although Cleveland operators and distributors are often engaged in civic activities, they are not of such magnitude to rate specific notice.

As an example, Comella referred to last month's United Appeal drive in this city. The industry received no special publicity on its contributions, as did other organizations.

"These firms gave hundreds of thousands of dollars, while collectively we gave only about \$3,000," Comella concluded.

Several years ago the association had a program to give crutches and wheel chairs to indigents needing them. A number were given away. A story about this program appeared in the daily press.

There was also a story this summer about Canale being general chairman of the Bluff City Youth Guidance Commission. This is a commission serving in an advisory capacity to the city and county with the aim of furthering the progress of Negro youth of the city.

Main purpose of the program is the same as one undertaken by a

Youth Guidance Commission for white youths — to reduce juvenile delinquency and help youngsters become good citizens.

Canale has some outstanding citizens serving under him on the commission — one is an attorney, State Senator and member of the County Court. Another is a wealthy cotton man and the County Court member.

Here are some of the other public relation projects local operators have had:

1. Gifts by Canale. Southern Amusement Company and other companies of a juke box or game to Memphis Boy's Town, St. Peter's Orphanage and other charitable institutions.

2. A \$700 scholarship given by Memphis Music Association each year to Memphis State University for a deserving boy to attend college who could not otherwise afford to.

3. Contributed money to help build the swimming pool dressing room at Camp Courage near Holly Springs, Miss., 45 miles from Memphis, which is operated during summer months by the Youth Guidance Commission for boys who have been in trouble with the law and need guidance, counseling and friendship.

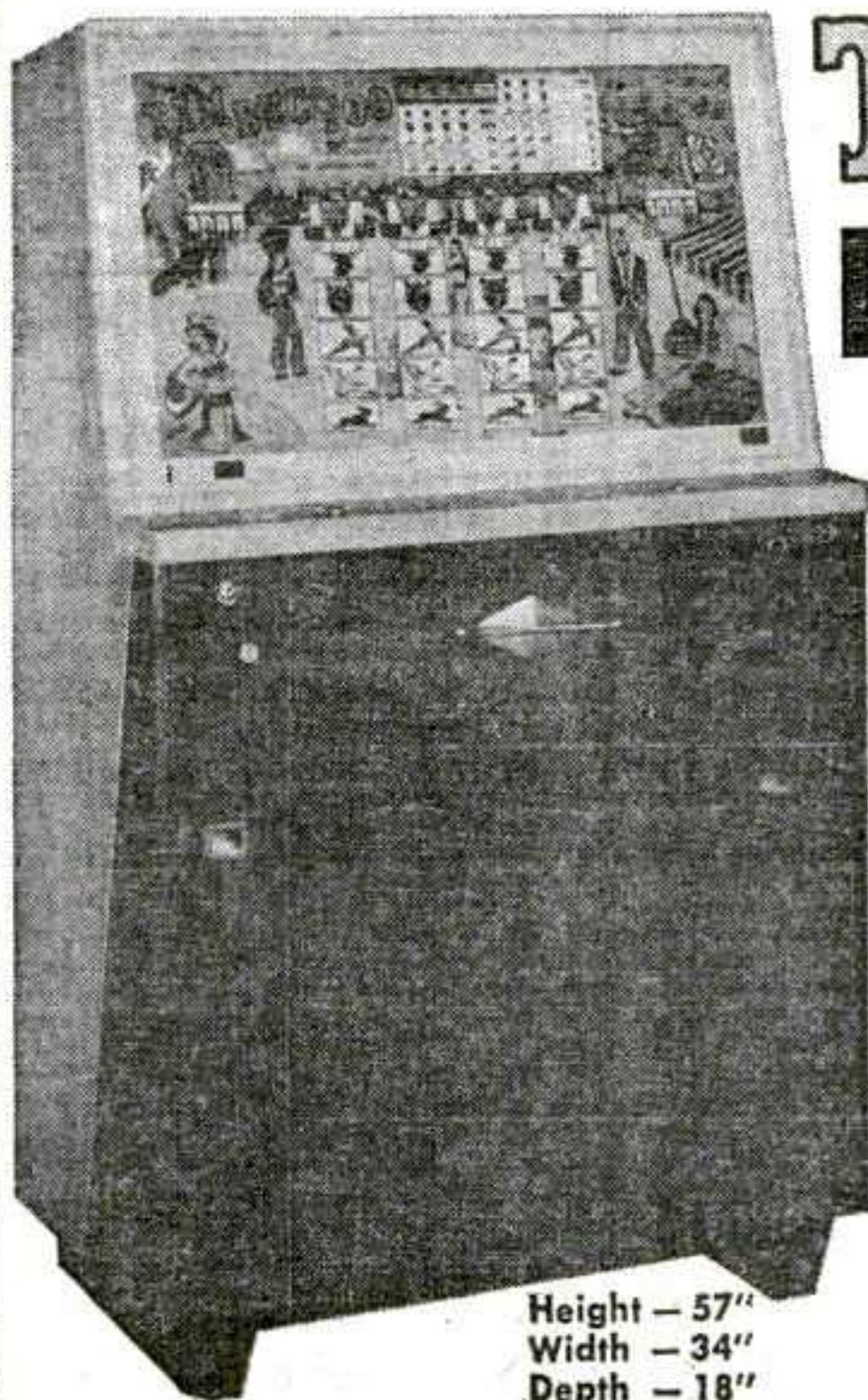
In addition, Canale, George Sammons, president of Sammons-Pennington Company, and Allen Y. Keller, Central Amusement

Company, all members of the Ser-toma Club, work each year at a carnival at Memphis Boy's Town to raise money to maintain the institution.

Edward H. Newell, owner of Or-Matt Amusement Company, and Alan Dixon, general manager of S & M Sales Company, are active in civic work in the Lions Club. Frank Smith, president of S & M, and Earl Montgomery, secretary and treasurer, are also active civic workers.

These things have brought good relations from the public to the amusement industry here. The operators realize the importance of such work and say they intend to keep it up.

A new hit... by Games, Inc.



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116 WAYS TO SCORE

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A new feature!

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New Continental 2 with STEREO ROUND needs no remote speakers... plays 33 1/2 and 45 RPM records interchangeably—a money-maker in any location. See your AMI distributor, or write:

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5075 W. Lexington St.,  
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Height — 57"  
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Self-Levelling Glide

**LEG ADJUSTERS**



- 1 1/2" Bolt
- 3/8" x 16 Thread
- Zinc Plated

Write for Quantity Prices with or without Hex. Nuts.

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**Philly Publicity**

• Continued from page 47

requests," Rosen said. "And all organizations that contact us are usually satisfied." He added that there is never any problem having the donation publicized.

**PR Program**

Silverman said the Philadelphia operators group has had its own public relations program for 25 years. He is in charge of it. Joe said all the groups in the city know they can come to him and the coinmen will respond.

One firm did feel sorry to see

CMC on its deathbed. That was the Banner Specialty Company. Jim Ginsberg, executive head of the Philadelphia office, said his company was a dues-paying member of the CMC.

"We felt that during the short time the council was in existence, it did an excellent job," Ginsberg said. "It served a very worthwhile purpose."

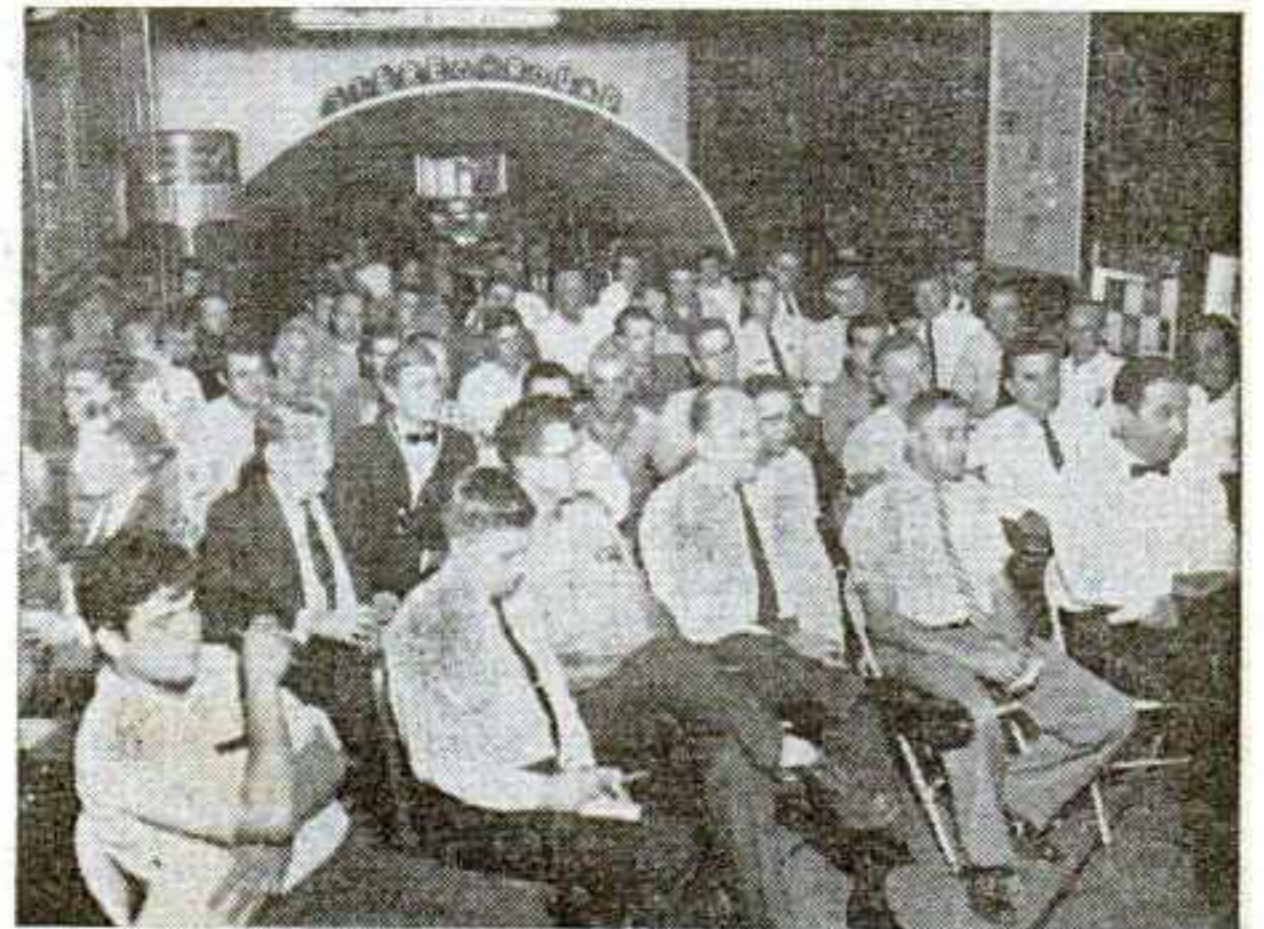
He cited stories that were placed in the nation's leading newspapers and on the wire services concerning the industry. "Apparently the rank and file just didn't realize the value of a public relations program and therefore didn't support it," Ginsberg continued.

**BIG TURNOUT GREET'S NEW TRIMOUNT VENDING CLASS**

BOSTON—More than 50 music operators and servicemen, all of whom have diversified into vending, attended a service school this week at Trimount Automatic Sales Corporation, distributor for Rowe vending equipment and AMI phonographs. Service managers and mechanics from as far as 150 miles away came to attend the school.

Trimount personnel are being trained both by attending authorized service schools at the Rowe factories in Michigan and New York and under the tutelage of Al Panuzzo on location in the New England area.

Schools already have been devoted to one type of equipment each night. Trimount has found that concentrating on one machine at a time results in a comprehensive and thorough session. The response was called the greatest in terms of interest and numbers ever seen in the coin machine field, according to C. Marshall Caras, general manager of Trimount.



SOME 50 OPERATORS AND SERVICEMEN attended the recent vending service school held by Trimount Automatic Sales in Boston.

**THIS IS Valley for '62**

The Ultimate in coin **POOL TABLE** QUALITY, DESIGN, EARNINGS!

**DELUXE 6-POCKET MODELS**

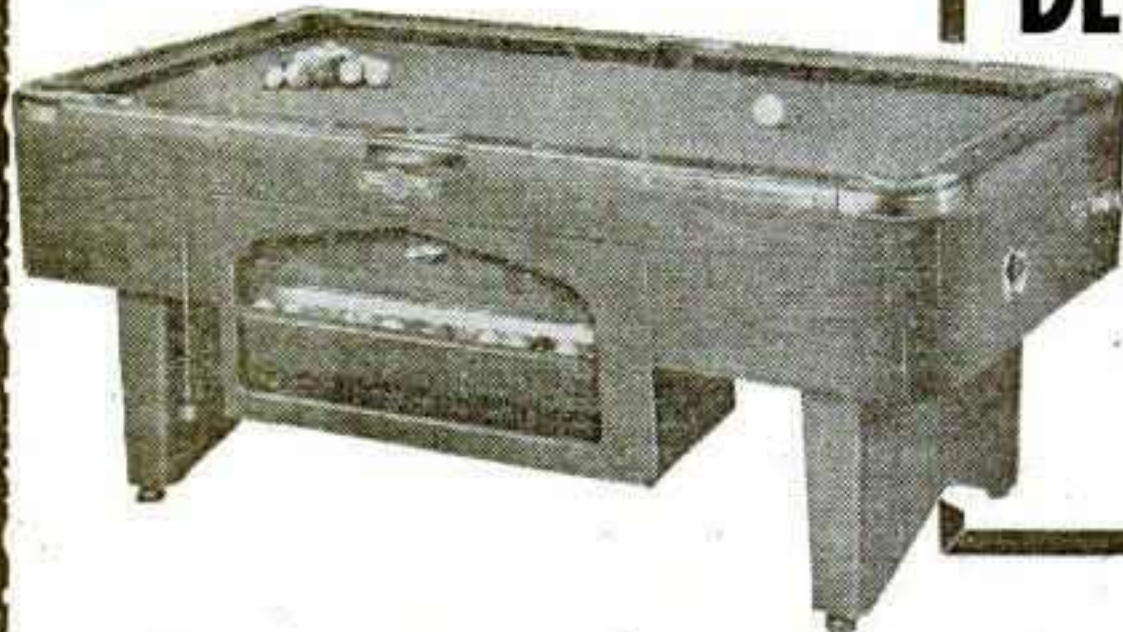
Mahogany and Blond

3 POPULAR SIZES:

MODEL 750A—75 x 42 x 31

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MODEL 900A—90 x 50 x 31



the **SPECIAL**

MODEL 745A

75 X 42 X 31

**MULTI-COLOR FINISH**

Attractive, tough, long-wearing lacquer.



STILL TOP MONEY-MAKER!  
NOW BETTER THAN EVER!

Regulation **BUMPER POOL**®

Completely New! Metal Bumpers!  
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**THIS IS VALLEY!**

- Entirely New Cabinet Designs • Quality built by Valley master craftsmen • All New Operating Mechanisms • Recessed, easily removed Drawers • New Sturdiness with Tapered Slip-on and Bolted Legs • American Cured Slate Beds • 100% Moulded Billiard Cushions • Genuine Billiard Cloth • Pocket Entrance Gulleys for more silent, faster return • Formica Covered Rails • New Heavy Duty Leg Adjusters • Polished Aluminum Protector Rings on cue ball returns and cue stick holders... and many more dependable Valley features!

See your distributor for demonstration or write direct for complete information.

**Valley SALES CO.**  
A Division of Valley Mfg. Co.  
333 MORTON STREET, BAY CITY, MICHIGAN • TWINBROOK 5-8587

**German Juke Drive**

• Continued from page 53

boxes pay the same GEMA fee, irrespective of the type of phonograph, the type of location, or the amount of patronage.

"This is fantastic, we are now coming to realize," one of the largest operators in Munich commented. "It means that the phonograph in a small, out-of-the-way location is paying the same royalty as the prestige box in a prime location."

"If GEMA persists in ignoring our TV competition, we operators will have no other recourse but to demand that the whole present system of basing royalty payments be scrapped and that we negotiate a new system making allowance for individual factors such as the type of phonograph, the size and scale of location, and the existence of competition such as TV, background music, and so on."

**Juke Box Gold**

**SEYMOUR**

&  
His Heartbeat Trumpet

"IF I HAD YOU"

b/w

"WHEN DAY IS DONE"

ONE STOPS

&  
OP'S

GO—GO—GO

**HEARTBEAT RECORDS**

410 South Michigan Avenue  
Chicago, Illinois

**Juke Box Gold**

**ATLAS... MUSIC & VENDING**

- VENDING**
- APCO 6-FLAVOR—ICE... \$1,145
  - WITTENBERG REF., 24 SEL. .... 795
  - STONER D-500 COFFEE ..... 295
  - NATIONAL CANDY, 10-COL.—SLANT. 260
  - ROWE L-1000, 4 FLAVOR..... 595
  - NATIONAL CIGARETTE, "111"—SLANT. 175
  - CONTINENTAL CORSAIR "30" ..... 195
  - DUGRENIER 20-COL., MANUAL ..... 185

- MUSIC**
- A.M.I. E-120 ..... \$145
  - A.M.I. F-120 ..... 245
  - A.M.I. G-120 ..... 275
  - A.M.I. I-200E ..... 525
  - A.M.I. J-200 ..... 595

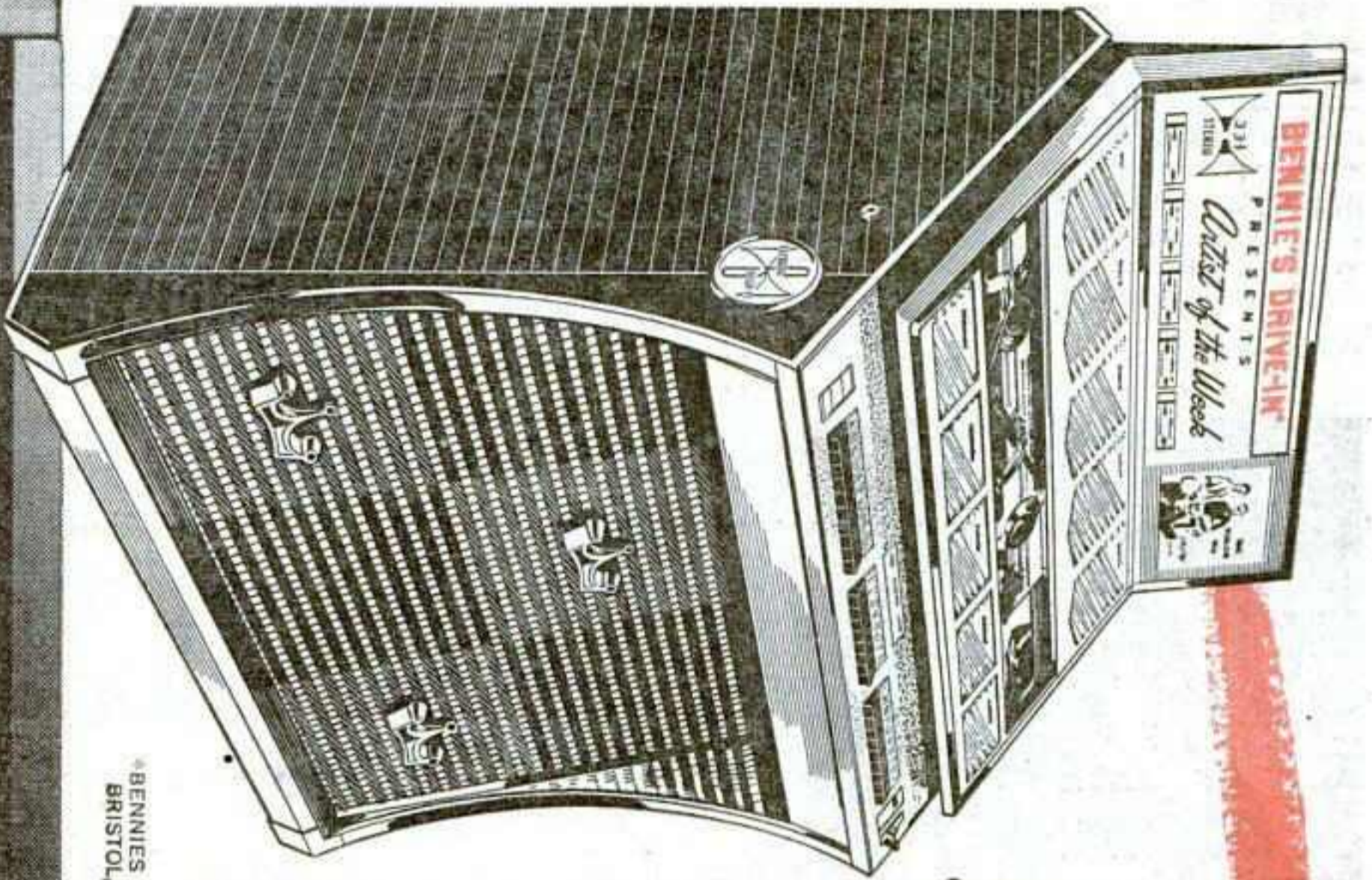
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Available in Quantity!  
Seeburg E 1 and E 2 Cigarette Vendors  
Write or call collect for quantity prices!

1/3 Deposit, Balance Sight Draft



Distributors for **AMI—ROWE**

**ATLAS MUSIC COMPANY**  
A Quarter Century of Service  
DIV. OF AC AUTOMATIC SERVICES, INC.  
2122 N. Western Ave. Chicago 47, Ill.



\*BENNIE'S DRIVE-IN  
BRISTOL, TENN.

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## Personalized for your locations!

THE SEEBURG location owner can present his great Seeburg music *personally*. . . because the location name, or his name, is brightly displayed on Seeburg's showcase top panel. He can even feature the name of his favorite customer or waitress as an occasional novelty!

Only Seeburg offers this popular new **PERSONALIZED** feature!

And only the Seeburg Artist of the Week phonograph makes it possible **FOR YOUR LOCATIONS** to offer a great *new show every week*—ten top album hits, by the same artist, in magnificent 33 $\frac{1}{3}$  stereo (**INTERMIXED** with 45's).  
The Seeburg Sales Corporation, Chicago 22.

# LOCATION NAME GOES HERE

P R E S E N T S

*Artist of the Week*

33 $\frac{1}{3}$   
STEREO



THE HITTIN' BOICE VOITTOU

UPFOLTO  
WITH  
HILLDIT

*Quality*  
RECORDING

# SEEBURG

## ARTIST OF THE WEEK

TEN-SELECTION 33 $\frac{1}{3}$  STEREO ALBUM RECORD PACKAGES

WEEK OF NOVEMBER 6

JUDY AT CARNEGIE HALL

JUDY GARLAND (CAPITOL)

HE'S THE KING

AL HIRT (RCA VICTOR)

WEEK OF NOVEMBER 13

JUMP UP CALYPSO

HARRY BELAFONTE (RCA VICTOR)

JUST A LITTLE SENTIMENTAL

MARTY ROBBINS (COLUMBIA)

# Detroit Coinmen Avoid Press Limelight

• Continued from page 47.

ator who recently gave such a box received a nice letter of appreciation from the mayor, but no public attention was given. On the other hand, there was a report of an operator who had sold a used box to a youth leader for what a fellow

operator considered an outrageous price.

### Game Situation

Similar conditions, as far as publicity is concerned, prevail in the games field. Older games are frequently being given by operators

to church and youth groups, but there is no concerted program to secure publicity for the donations.

The sentiment of some operators who take a modest view of their own good deeds was gracefully expressed by a veteran of the field, Maurice J. Feldman, of Central Coin Machine Exchange: "It isn't necessary to brag about it when you give something away. If the people who receive it appreciate it, they will probably tell someone else, and that is enough."

In a way this expresses a general operator attitude. Typically, operators have been giving away older equipment for a long time here, usually on an individual basis. This becomes casually apparent in store visits and conversation, but they aren't talking much about it.

### Store of Goodwill

Operators have built up a store of goodwill to some degree by this practice, but they have not done much about exploiting it. There is evidence, gathered from some pointed questioning, that individual operators are active in various forms of public service.

For instance, Mrs. Mark Linkner, wife of a veteran operator, is a leader in the Gray Ladies, hospital service group. Operators contribute to sundry important charity and public funds, but do not tend to pool their contributions to make a big showing for the industry.

Multiple memberships in organizations active in the field—including trade, fraternal and social—further split up the industry's contributions.

### Official Relations

In the all-important field of official relations, local games operators—and music people also to some extent—have enjoyed good relations for many years, meeting freely with civic officials to talk over problems and come up with workable solutions. This quiet behind-the-scenes activity has accounted in part for the desirable quiet on

the surface and has avoided developments that might have led to very adverse publicity.

A policy of actually discouraging publicity about service activities has actually been followed—the very reverse of publicity-seeking. Thus, many games, notably shuffleboards, pool tables and the like—have been donated to clubrooms of the YMCA, boys' clubs and the like.

Fred W. Chlopan, executive director of the Detroit Shuffleboard Association, explains that "these were contributed by DSA members with no selfish motives, and with the request that no publicity be given to the donation."

But there is one very important phase of public relations in which the DSA has led for a number of years—the system of player leagues supervised by DSA members. This is basically a shuffleboard program, extended to bowling games and other types as the games have changed also. Chlopan outlines the results:

### Grass Roots

"Through our leagues we have been able to reach to the grass roots—the people who put the dimes in the machine. This has been a continuing activity.

"DSA members feel that by operating their equipment in taverns, which are the poor man's club, by their constant supervision of equipment in co-operation with the tavern owner, by reaching their patrons through the leagues, we have long maintained a public relations program which has been very effective. This is climaxed by having banquets at the end of the league season, where officials, operators, location owners and the players—the public—all meet together in a fine atmosphere."

It is at this grass roots level that the Detroit PR program may be expected to develop, now that the national program has folded.

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2070 Seymour Ave., Cincinnati 37, Ohio

## FOR SALE

We have the below listed games, completely overhauled and ready for operation. We will make shipment same day order is received.

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1 Gottlieb Coronation	\$ 30.00
1 Gottlieb Gold Star	40.00
1 Gottlieb Grand Slam	40.00
1 Gottlieb Mystic Marvel	40.00
2 Gottlieb Poker Face	40.00
1 Gottlieb Four Belles	50.00
1 Gottlieb Lady Luck	50.00
1 Gottlieb Shindig	50.00
1 Gottlieb Slugging Champ	50.00
1 Gottlieb Frontiersman	60.00
1 Gottlieb Rocket Ship	150.00
1 Gottlieb Hi Diver	215.00
1 Gottlieb Spot A Card	300.00
1 Williams Big Ben	50.00
1 Williams Perky	50.00
1 Williams Regatta	50.00
1 Williams Screamo	50.00
1 Williams Thunderbird	50.00
1 Williams Tim-Buc-Tu	50.00
1 Williams Super Pennant	75.00
1 Williams 3D	125.00
1 Williams Gusher	150.00
1 Williams Satellite	150.00
1 Williams Nags	225.00
2 Williams Jungle	275.00

### PINGAMES—2 PLAYER

2 Gottlieb Toreadors	\$ 90.00
1 Gottlieb Fair Lady	100.00
1 Gottlieb Sea Belles	100.00
1 Gottlieb Flagship	120.00
1 Gottlieb Gondolier	210.00
1 Gottlieb Race Time	250.00
1 Gottlieb Double Action	275.00
1 Gottlieb Atlas	295.00
4 Williams Short Stop	180.00
2 Williams Pinch Hitter	275.00
2 Williams Deluxe Official Baseball	325.00

### PINGAMES—4 PLAYER

2 Gottlieb Scoreboard	\$ 60.00
1 Gottlieb Majestic	195.00
4 Gottlieb Falstaff	225.00
4 Gottlieb Contest	250.00
4 Gottlieb Sweet Sioux	350.00
3 Gottlieb Texans	425.00
1 Williams Race the Clock	50.00
1 Williams Fun House	55.00
1 Williams Music Man	450.00

# Modern Dist'g Co.

3222 Tejon Street, Denver 11, Colo.  
Phone GRand 7-6834

# PRICES REDUCED

## BIG BALL BOWLERS

Bally Challenger	\$695
Pan American	595
CC King	445

## MISCELLANEOUS

Candid Camera, new	\$ 60
Skill Cards	65
5 Bally Bikini, new	Phone
5 Bally Skill Roll	65
5 Bally Bike Kiddy Rides	395
Rock-Ola Model 1455	295

## GUNS, ARCADES, SHUFFLES

1 CC Shoot the Clown	\$200	League Leader	
1 Wms. Hercules	260	Baseball	\$ 75
3 Shoot the Bear	100	Motorama	150
1 B. Derby Gun	225	Bally Official Jumbo	425
4 B. Moon Raider	225	Bally Monarch	375
1 Un Sky Raider	150		
5 Mdwy. Shoot'g Gallery	325		
2 Dodge City	50		

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Send for our list of Vending Machines . . . Cold Drink . . . Hot Drink . . . Cigarette . . . Candy.

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THE WORLD'S FINEST  
TWO-PLAYER 2-GUN  
TARGET GAME...  
ALIVE WITH ANIMATION:

# TWO-GUN FUN

- Challenges players' shooting skill with pop-up and moving targets
- Builds up keen competition between players who try to beat one another to hit quick moving squirrels, woodchucks, raccoons and foxes...IT'S FAST!
- Player hitting target before opponent is awarded score.
- Simultaneous hits score for both players.

CAPTURE THE CROWDS WITH THE GUN THAT'S LOADED WITH FAST ACTION AND REAL FUN!

Scoring depends on players' skill and skill alone

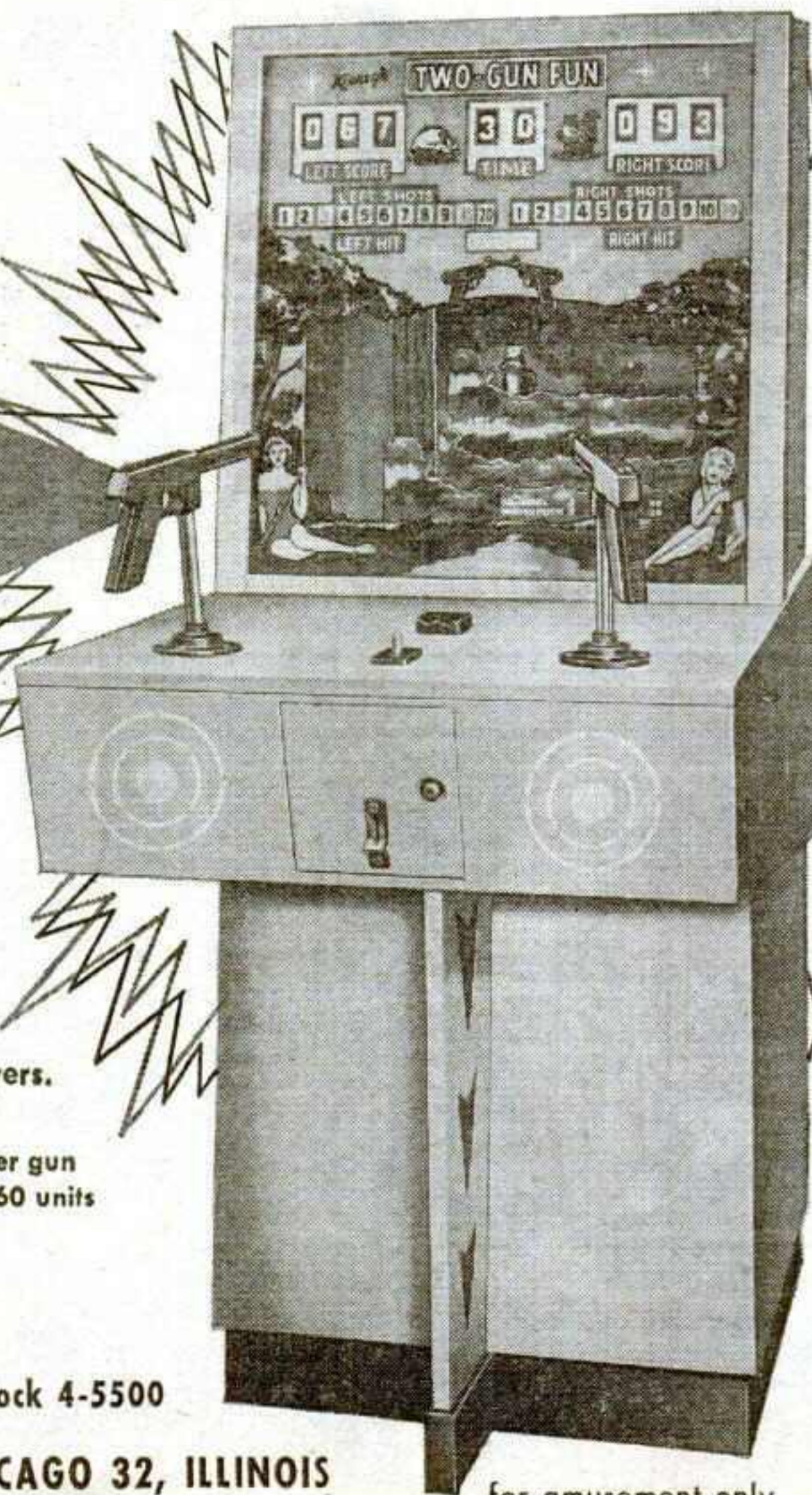
Keeney's TWO-GUN FUN can be adjusted for—

- 1 or 2 player for 1 coin • 2 player 2 coins • 25 shots per gun
- 25 shots per gun against time adjustment from 30-40-50-60 units
- Regular pistol firing or machine gun firing

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49 1/2" D.

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100 W	.....	269
M 100 C	.....	199
M 100 B	.....	149

**WURLITZER**

2304 (Stereo)	.....	\$529
2250	.....	369
2150	.....	289
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**AMI**

Continental 200,  
 like new .... Write or Call

Lyric 100, like new .... \$599

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G 200	.....	199
E 120	.....	119
H 200 Hideaway	.....	179

Terms: 1/2 deposit required

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**Coin Machine Council Post Mortem**

• Continued from page 47

"On behalf of all the officers and directors of the council, I want to thank the hard core of men and women in the industry who believe in public relations and backed up their belief with dollars. We can only hope that their faith is not entirely in vain, that the work of the council may be to the enduring benefit of the industry."

The council first announced it was in trouble last August (BMW, Aug. 14) at which time

it said it would be forced to disband if much needed financial support did not come within 90 days.

A giant membership mailing was launched but only a trickle of money was forthcoming.

CMC was founded July 27, 1959, to serve as the fact - disseminating body of the coin machine industry. A not-for-profit corporation, its membership was derived from all segments of the coin machine industry—operators, distributors, manufacturers and suppliers.

**Founding Five**

Five manufacturers immediately got behind the organization—contributing between \$200 and \$600 monthly—Bally, United, AMI, Chicago Dynamic Industries and Williams. As the program got under way, two more joined, Games, Inc., and Keeney.

These seven comprised the major portion of CMC's financial support. By the beginning of 1961, however, only Bally, United and Keeney were left, and the financial problems grew serious.

In the distributor category, CMC at one time had about 80 members, but because of a lack of renewals had less than 40 this year.

Operator memberships were perhaps the most encouraging. Starting with under 200, CMC had 244 on the rolls at the beginning of 1960 and 277 at the time the council died.

Operator memberships, however, were only \$0 each. Distributors paid \$200 yearly, with the manufacturers supplying the bulk of the money.

Ironically, at the time the council began fighting for its existence earlier this year, it aroused inter-



**WITTENBORG'S NEW** flower vending machine and its pretty customer attracted some admiring glances after the machine was installed in New York's Grand Central Station last week by George Spencer, Greenwich, Conn., operator.

**FRIENDLY ATMOSPHERE**

**English Juke Stops Provide Goodwill Music for Soldiers**

man army commanders as centers of Anglo-German friendship.

German commanders report that most of the German armored troops training on the British tank firing range here, prefer to spend their off-duty time listening to juke box music in Pembroke snack bars.

"We have had almost no incidents while our troops have been

here training. Most of the men spent their off-duty time in snack bars listening to phonograph music, and it has been a very wholesome atmosphere," reported Lieutenant Colonel Walther von Kleist, commander of the Bundeswehr tank regiment training here.

At least three German soldiers became engaged to English girls they met at Pembroke phonograph locations.

"The juke box is universal, and that is why it appeals to our soldiers, as well as all soldiers," Colonel von Kleist remarked. "Our troops spend much of their free time listening to juke box music in Germany, and so it makes them feel at home to be able to do the same in England, where there are even German juke boxes."

est among German coin machine manufacturers in starting a similar group (BMW, Feb. 13, 1961).

At the time of CMC's last-ditch appeal in August, Herb Jones, secretary, voiced what has since become the council's epitaph: "What has been done in CMC's promotional program has been a great success. It's a tragedy we can't continue..."

**WANTED**

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 Guns, Bingos**

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This is Williams Road Racer—the race driving unit that operators have urged us to build. It is offered at a fractional cost of others and will enable you to retire your investment in a hurry and start generous cash earnings coming your way . . . fast.

**PACKED WITH ACTION!**

Words and pictures cannot describe the lively action, frenzied thrills and tantalizing suspense that generate steady, repeat patronage for Williams Road Racer. You must see it—try it—don't delay.

**HOW IT OPERATES:**

The driver tries to assume complete mastery of the red racing car when he drops the coin and takes the wheel. He must steer the car parallel with and to the right of center line and hit every third contact point straightaway or around sweeping curves to qualify as a "perfect driver". Pointer classifies the driver and tells his score in one minute's time.

*Order Today*

from your *Williams* DISTRIBUTOR!



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 4242 W. FILLMORE ST. CHICAGO 24, ILL.

# BY POPULAR DEMAND

*Bally* is back in production with

## BARREL-O'-FUN '62



OHIO MODEL  
FUN-SPOT '62

**FAMOUS 6-CARDS PLAY**

earns up to 6 coins a game

**DOUBLE PLAY APPEAL**

High-Score plus Light-A-Line

**SUPER-LINES and MYSTERY SPOT**

get continuous repeat play

**EQUIPPED WITH CONVENIENT  
"AUTO-MISSION" COIN-DIVIDER**

Continued top earning power after 12 to 18 months on location . . . and coast-to-coast demand puts Bally back in production of the fastest money-making 5-balls game in years. Line up new locations, bring slow spots back to life. Get the flashy '62 model now at your Bally distributor.



**TUFF-KOTE  
PLAYFIELD  
FINISH**

**FULL LENGTH  
CHROME  
RAILS**

See your distributor... or write **BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS**

# Ratajack Stresses Facts of Trade

Continued from page 47

Music Operators of America, the operators' association.

"Unless the newspapers, magazines and government officials are informed about the juke box industry and know its members for what they are—honest, hard-working, independent businessmen—the industry will continue to receive unfavorable publicity no matter how many juke boxes we give to churches and civic groups," the MOA managing director declared.

MOA's program, in effect some six months, is twofold. First, members of MOA have been furnished tent cards (at a nominal cost to cover the price of printing only) for placement in their individual locations.

### Tent Cards

The cards—and MOA now has out over 10,000—carry a seven-paragraph message giving the customer a brief public relations pitch about the juke box and the music it offers and concludes with a statement that the operator is a "member of and subscribes to the code of good business ethics recommended by the Music Operators of America."

"In this way," says Ratajack, "the public is informed that there is a national juke box operator trade association and that it publishes a code of ethics to which its members subscribe.

"Second, we have a press package that was recently sent to the major metropolitan dailies, national news magazines, trade journals, members of Congress, State and local law enforcement officials and national press associations.

### Package Deal

"This consists of three parts: (1) An explanation of MOA, its structure, purpose and work; (2) an ex-

planation of what is a juke box operator and what does he do; (3) an explanation of the industry and how it operates."

Has it been effective? Ratajack thinks it has, but just as a beginning. He has received acknowledgments from a wide variety of public sources. To mention only a few: This Week Magazine, The Chicago Tribune, Chicago Crime Commission, numerous U. S. Congressmen, the U. S. Attorney General's office and Chicago's Mayor Richard Daley.

This doesn't prove anything, he's quick to point out, "except that we have established there is a center for information about the juke box business."

### Numerous Inquiries

So far inquiries have come in from numerous universities, and in one case, even an industrial firm, General Electric, interested in information for its marketing department.

MOA will soon send out its first press release aimed at getting feature-story coverage in the daily press about the juke box industry. The release will cover the recently approved MOE awards which MOA will present to the outstanding juke box record, juke box artist and record company most consistently producing juke box hits.

Ratajack feels that public relations must also focus on the unfair pieces of publicity that the industry receives. He feels that editors and reporters should have inaccuracies in stories called to their attention. He feels that these corrections should be followed up with truthful statements about the industry.

### A Typical Letter

A typical letter, written Novem-

ber 6, to Robert Zullo, Chicago Tribune press service, with a copy to J. Howard Wood, Tribune publisher, calls attention to a story covering the Gallo brothers, a pair of Brooklyn hoodlums who had been linked by numerous dailies to the juke box industry.

(At the time, a BMW editorial headed Bitter Harvest, October 23, took issue with the New York dailies, pointing out that the brothers had nothing to do with the juke box industry except to set up a phony labor union and attempt to extort money from operators, and that it was in fact the juke box operator association which fought the brothers in court and co-operated with the McClellan Committee in publicizing their activities through the country.)

The Ratajack letter, with a clip of the BMW editorial attached, starts: "We were pleased to read your comments concerning the hoodlum element in New York City. We fully agree that this evil should be stamped out.

"We were distressed that you saw fit to follow the line in mentioning 'juke boxes and vending machines' very unfortunately, in almost the same breath, with the Gallo brothers. We say this is unfortunate in that the juke box industry is the one group that has resisted the infiltration of our business by people of their ilk. In fact, The Billboard editorial attached indicates quite clearly that our industry fights these people in the courts and in Congress. Yet, all we get in return is that these persons are 'juke box racketeers' creating a public impression that our business is in some way a hoodlum ridden enterprise.

"We feel that a lot of this bad press impression is due to a lack of information on our business. Music Operators of America, as a

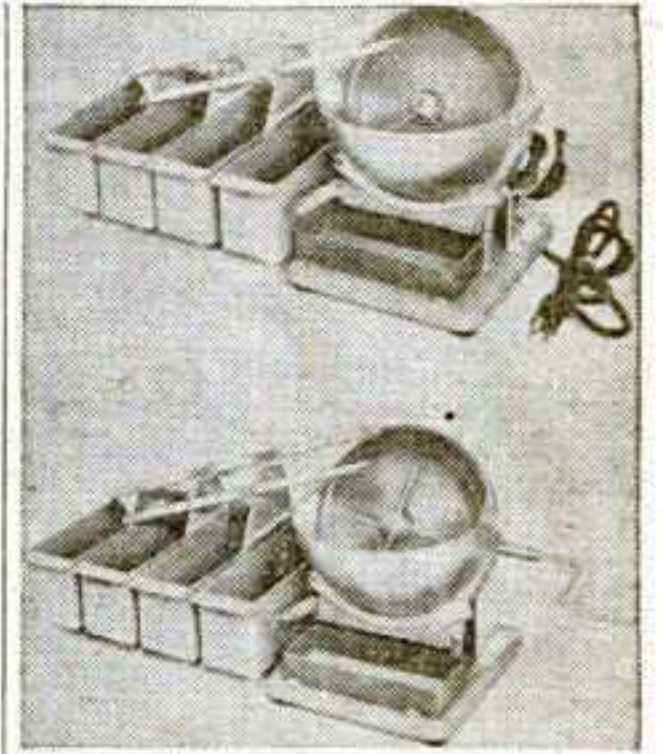
national organization representing the automatic music machine operator, is pleased to attach some factual data on the workings of our industry. We trust this will remove some of the 'mystery' feeling that prevails among news disseminating segments of our nation."

Letters like the above, Ratajack feels, should be sent out regularly or whenever a story appears carrying inaccuracies about the industry. Slowly the editors, publishers, reporters and government officials will begin to get an accurate picture about the industry and the people in it.

### National Problems

Unfortunately, MOA's Chicago headquarters is unable to pick out all of the unfavorable publicity that appears throughout the country. The association, however, urges members to follow the lead of the Chicago office or refer any problems to MOA here.

Ratajack feels the press should be made to understand that there are persons interested in the industry reading these stories.



A PORTABLE coin sorter that sorts 1,000 coins a minute is now available from Major Metalfab, Inc., Chicago. Pennies, nickels, dimes, quarters and half dollars are separated into individual trays. Motor driven (top) 28-pound and hand-operated (bottom) 16-pound models are available.

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- Each rollover lights corresponding pop bumper
- Target adds 1 ball when green and yellow spots are in line
- Scoring 2,000 points adds 1 ball
- New tilt feature penalty: 1 ball plus ball in play—then play continues

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Cordially,

*Thomas D. Sherfick*

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